

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

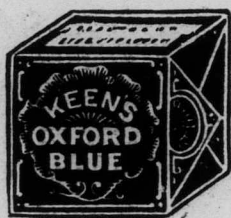
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, APRIL 12, 1907.

NO. 15.



The Preparation of

## KEEN'S OXFORD BLUE

has always puzzled imitators. The use of and demand for **Keen's Oxford Blue** has never puzzled the wise merchant. He knows it to be the **Best**.

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



### Run Your Eye Over This

#### PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brls., $\frac{1}{2}$ -Brls
5 " " " 1 "	Kegs and Pails.
10 " " " $\frac{1}{2}$ "	
20 " " " $\frac{1}{4}$ "	

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

Place your order through your jobber for

### "CROWN" BRAND TABLE SYRUP

The steady demand for this famous corn syrup  
guarantees good profit to the grocer.

## EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

164 St. James Street  
MONTREAL, P.Q.



# C. & B. Labels

Jars and packages are dainty in appearance and look well on your shelves. Buyers are often influenced by the outside appearance of the packages and it is to your benefit to stock only those goods which are contained in dainty and attractive packages, providing of course you can rely upon the quality of the goods inside. With C. & B. goods the superior appearance of the jars, glasses, etc., is merely an indication of the superior quality of what is inside, and you can rely on every consumer finding that the goods in every way come up to their appearance. C. & B. on our wrappers is a guarantee of the quality of the contents.

A special window display of C. & B. goods is sure to attract attention and custom. Why not put one in your window to-day?

**CROSSE and BLACKWELL,**  
LTD.

SOHO SQUARE, LONDON, ENGLAND.

---

AGENTS,

**C. E. COLSON & SON,**  
MONTREAL.

---

SPECIAL LINES WORTH STOCKING:

Chutney, Curry Powder and Paste, Capt. White's Oriental Pickles, Olives, Chutney Sauce.



**Hannah's  
Scotch  
Pickles**

Are sound and crisp. They are preserved in genuine Malt vinegar; are packed with scrupulous care. The bottles bear very showy and most attractive labels. Could you ask more? (10, 16, 20, 30 and 40-ounce bottles.)

**LOW PRICES**

**Quality Tells !**

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—12 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

"Shell" Castile Soap

TRADE MARK



"SHELL BRAND"  
(LA COQUILLE)

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; L. G. Crosby, St. John, N. H.; Mitchell & Whitehead, Quebec; Rose & Lafamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspébiac.

**CALGARY**

**W. G. HOLMES & CO.**  
Commission Merchants and Manufacturers Agents  
Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.  
**CALGARY, - ALTA.**

**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.

**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.

**MONTREAL.**

**A. J. HUGHES**  
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,  
1433 Notre Dame Street, MONTREAL  
Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

**J. T. ADAMSON & CO.**  
Customs Brokers and Warehousemen  
27 St. Sacrament Street, Montreal  
TEL. MAIN 773. BOND 26.

**REGINA.**

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

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

**TORONTO.**

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

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

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

**TOMATOES**  
AND  
**CORN**  
LOW PRICES  
**W. H. MILLMAN & SONS**  
Brokers  
**TORONTO**

**TORONTO.**

**SWIFT'S**  
"SILVER LEAF"  
LARD  
20-lb. Pails  
60-lb. Tubs  
**Anderson, Powis & Co.**  
Toronto Agents

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

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

**VANCOUVER.**

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

**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

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

(Continued on page 4.)



# Right Buying— Makes Easy Selling

Both for you and for us—

We have bought the lines below at right prices and are offering them at prices that will make them easy sellers—You place your order NOW and at OUR prices—you'll find THEM right—and you'll see how easy they will move out—

**A BIG SNAP—**while they last **3.60** per case—  
f.o.b. Toronto

**CANNED** **HADDIES** and **KIPPERED**  
**HERRINGS**  
Round Tins, 1s

We do not advertise the brands, but you can be assured they are very well and favorably known. The quality we guarantee—nothing finer packed—**ORDER NOW** before they are sold—**WE HAVE ONLY ONE CARLOAD EACH**—

## DATES—

## HALLOWEE

Send us your orders—

**Just let us tell you two things**

—Beware of some being offered—they are away off in quality—

—We have some fine stock at ridiculously low figures—

## Seeded Prunes—

in 1-lb. packages—

Also a full line of all sizes

are proving very popular sellers—We can put you on the track of making some money in this line—  
Get our quotations

## California Prunes—

25 and 50-lb. boxes—

Now's the time of year you'll find our

**"HOLLAND ASSORTMENT" Prepared Mustard**

a good seller—Costs you \$1 20 per doz., retails at 15c.

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



Manufacturers' Agents—Continued.

**H. W. MITCHELL**  
WINNIPEG, MAN.

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

Highest references and financial responsibility.

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

**STUART WATSON & CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.  
**JOSEPH CARMAN**

Wholesale Grocery Broker and Commission  
Merchant

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Correspondence Solicited. Highest References.

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

**T. E. CHAREST**

MANUFACTURERS' AGENT

11 ST. GABRIEL ST., QUEBEC

Extensive connections with retail and wholesale  
grocery trade of this city.

Highest references.

ESTABLISHED 1897  
**SCOTT, BATHGATE CO.** BROKERS AND COM-  
MISSION MERCHANTS

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

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

**QUEBEC PROGRESS**

If you want reliable and aggressive representation  
to the jobbing and leading retail trade of Quebec it  
is to your interest to write

**J. P. THOMAS,**

Everything in Groceries handled. Quebec

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

GENERAL AGENTS

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

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"

"Made in Canada" from specially selected pulp. Let us send you samples.



**CANADA PAPER CO.**

LIMITED

Toronto

Montreal

Windsor Mills, Que.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

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

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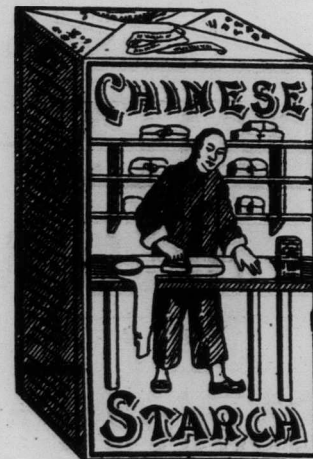
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HALIFAX, N.S.  
OTTAWA, ONT.

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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



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

Write for prices and sample package

**CHINESE STARCH**

OCEAN MILLS, MONTREAL

**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.



# AYLMER JAMS AND JELLIES

---

Have you seen our 16oz.  
**guaranteed absolutely  
pure** Marmalade and Fruit  
Preserves, all varieties,  
**Aylmer Brand?** These  
are positively the best and  
most attractive goods on  
the market at any price.

**Send a Trial Order to your  
Wholesale House**

---

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CANADIAN CANNERS,  
LIMITED



# Money in Canned Goods

Some grocers do not realize that fact. A few never will. Those who do not see the profit side of the Canned Goods Trade have been stocking inferior brands. The natural consequence means a general business decline, because economic house-wives will not patronise the grocer who handles inferior lines very long.

Since there is money in Canned Goods for you and since you must stock the best to secure your profit and insure a lasting trade, you certainly ought to stock

## OLD HOMESTEAD BRAND

easily the best by any test ever placed on the market. Our factory is ideal—spotlessly clean in every way—and even our competitors admit that our facilities combined with our carefulness assure just as pure a brand of Canned Goods as can possibly be manufactured, while the matrons of Canada unanimously declare that there is no brand of Canned Goods which comes near approaching

## OLD HOMESTEAD BRAND

in genuine goodness.

Yes, there's **Money in Canned Goods**—reputation and money if you stock the proper brand—**Old Homestead Brand**.

---

**The Old Homestead Canning Co.**

**PICTON, ONTARIO**

FOR

has a  
IN CAN  
23 1/4 p  
per ce



Ma



# FOR THE FIRST THREE MONTHS

of this year (1907) the increase of

# "SALADA" TEA

has amounted to 25 1/2 per cent over the same period of last year. IN CANADA ALONE during the same period, our increase has been 23 1/4 per cent over the same 3 months of 1906, and this after a 23 per cent increase in 1906 over 1905.

What is the moral to be drawn from this ?

Serve the Public Well. It Pays.

"SALADA" does this, has always done it, and will continue to do so.



Good  
Customers'

choice is always  
**Magic Baking Powder**

because it is so well  
and favorably known.

Good grocers most  
everywhere sell it.



Merchants should recommend food products that  
are produced in clean factories.



**Sterling  
Brand  
Pickles**

None  
Better

**Sterling  
Brand  
Relishes**

First  
in Merit

**Sterling  
Brand  
Catsups**

The  
People's  
Favorite

Made in Canada by

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

TORONTO, CANADA





**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.

**Begin the New Year Wisely**

by stocking up with the famous

**"Gingerbread"**

BRAND

**Molasses**

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

Put up solely by

**Dominion Molasses Co.,**

LIMITED

Hallifax, - Nova Scotia

Agents

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

When Ordering

**Valencia Raisins**

Remember these Marks—

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

**"W. Abel"** Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

Packed by

**Mahiques, Domenech & Co.**

Agents: ROSE & LAFLAMME

Montreal and Toronto.

The  
**Cunningham & DeFourier Co., Ltd.**

LONDON, ENG.



PACKERS OF  
HIGH CLASS GOODS

Pickles  
Soups (in glass)  
Clear Jellies  
Dried English Herbs  
Flavoring Vinegars  
English Canned Meats  
Parmesan Cheese  
Preserved Ginger  
Fish Pastes  
Chutnies  
Capers  
Sauces, Etc., Etc.



Agents

ROSE & LAFLAMME  
Montreal - Toronto



“O.K.”  
REGISTERED

# England's Foremost Fruit Sauce

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

Muscateles, from Malaga	Raisins, from Valentia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Ginger, from Jamaica
Red Peppers, from Zanzibar	Capsicums, from Zanzibar
Nutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	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.

*Geo. Mason & Co. Ltd.*

# MASON'S 'O.K.' SAUCE

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

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone, Main 6285

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



THE CANADIAN GROCER

# Barbadoes Molasses

1-2 Brls.

Price Right.

## Thomas Kinnear & Co.

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

### THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

### THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.



"LES AFFAIRES SONT LES AFFAIRES"

### GOOD BUSINESS

is found in Purnell Webb's brands

SATISFACTION TO YOUR CUSTOMER. PROFIT TO YOURSELF.

**PURNELL WEBB & CO., Ltd., Bristol, Eng.**  
ESTABLISHED 1750

MALT VINEGAR BREWERS, SAUCE AND PICKLE MAKERS

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.  
R. JARDINE, ST. JOHN, N.B.  
H. HANZARD, CHARLOTTETOWN, P.E.I.  
R. MITCHELL & Co., 26 St Peter St., QUEBEC.  
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.

BICKLE & GREENING, HAMILTON, ONT.  
J. CARMAN, 723 Union Bank, WINNIPEG, MAN.  
C. E. JARVIS, & Co., VANCOUVER, B.C.  
KYLE & HOOPER, 27 Front Street East, TORONTO.



**GREIG'S  
WHITE SWAN COCOANUT**  
Featherstrip—Shredded—Desiccated

In PACKAGES, BOXES, PAILS and BARRELS

Pure and white in appearance. Fine in cut.  
True in flavor—right in taste.

Does not grow rancid quickly like poorly cured cocoanut.  
High-grade in every respect. Samples on request.

THE ROBERT GREIG COMPANY, Limited, - - - TORONTO

**GREIG'S White Swan BRAND**

### Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

### “Majestic”

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior to any other line marketed in Canada.

Send for a test order to-day.

**Majestic Polishes, Limited**  
575 Yonge St.  
TORONTO, - CANADA

## The Grocer

who handles any old kind of shoe polish takes the shine out of his cash balance at the end of each week. You cannot afford to handle any but

# 2 in 1

because it builds up a paying trade and rivets that trade to your store. **2 in 1** saves shoe leather and saves money for your customers. It must make money for you.

Mention The Canadian Grocer when ordering.

## The F. F. Dalley Co.

LIMITED  
Hamilton, Canada, Buffalo, U.S.



F. NICHOLSON

CABLE ADDRESS: D H BAIN  
NICHOLSON, WINNIPEG

CODES,  
A.B.C. 4<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901.



BANNATYNE ST. EAST  
TRANSFER TRACK.

No. 3

*Winnipeg*

CALGARY BRANCH NICHOLSON & BAIN

## Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

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

### NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG  
Established 1882

CALGARY

WINNIPEG

EDMONTON

our  
thus  
our

Pure  
Vineg  
Blenc  
Bakir

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# Responsibility

Every package of goods we sell adds to our responsibility, because our good name is on each one. With thousands of merchants selling them, thus keeping daily check on our honesty and holding us to the promises our name implies, do you run any risk of being disappointed?

We make a specialty of High-Class Goods in **TEAS, COFFEES, SPICES** and **VINEGARS**. Our registered brands are standards of quality; they do not vary.

Quality considered, our prices are the best; our stock one of the largest and the best assorted. **ASK FOR SAMPLES. IT PAYS!**

## Our Brands

### EM

Pure Spices, - 17½ to 30c.  
Vinegar - - - - 32½  
Blend of Coffees - - 35  
Baking Powder, doz. 3.25

### CONDOR

Japan Teas, bulk and packets, 18½ to 42½c.  
Ceylon Blk. Teas, bulk and packets, 20 to 40  
Spices, ¼ lb. packages, 35  
Coffee, 1lb. fancy package, doz. - \$2.50  
Blend of Coffees, lb. 30  
Vinegar, per gal. 30  
Baking Powder, per doz. \$2.25  
Mustard, PURE, in tins; 35

### OLD CROW

Blend Blk. Tea 18½ to 35c.  
Mustard in Tins, lb. 25  
Vinegar, gal. - - - 23½  
Baking Powder, doz. 1.25  
Blend of Coffees, lb. - 25

**NEW COFFEE LIST. 40 Different Kinds.**  
15c. to 50c. Ask for it.

Most Perfect Coffees, turned out by our improved gas roaster. Freight paid and a fancy canister free, with 50-lb. trial orders, in Quebec and Ontario.

**With 100 lbs. all over Canada.**

**Madam Huot's Coffee** has no equal. 1-lb. tins **32c.**; 2-lb. tins **62c.**

Your customers will appreciate "THE ART OF MAKING GOOD COFFEE AND GOOD TEA", a little booklet we put in every tin of **MADAM HUOT'S COFFEE**.

**The E. D. Marceau Co., Limited**  
**Montreal**



# Wholesale Grocers and Jobbers

When estimating Spring requirements  
get our prices on following lines:

**Raw and Refined**

**Sugars**

**Molasses**

**Walnuts**

**Almonds**

**Filberts**

**Raisins**

**Currants**

**Shelled Nuts**

Either for import orders or from spot consignments

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

### 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.

### Camp Recollections.

Talking about beverages—have  
you noticed what a growing demand  
there is for a good coffee essence?  
That's because the manufacturers of

# 'CAMP' COFFEE

are shipping vast consignments of that  
excellent beverage to our country.  
There isn't another coffee to approach  
'CAMP' for purity, strength, and  
flavour. Have you stocked it yet.

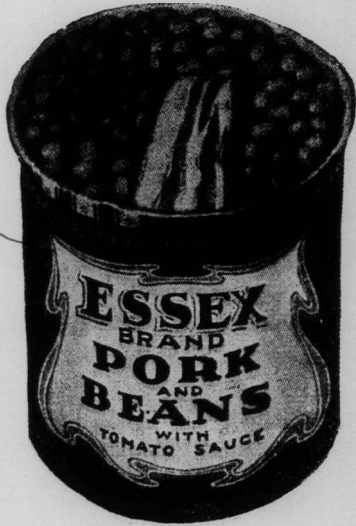
R. PATERSON & SONS,  
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME  
MONTREAL.

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Pays  
resul  
1908.  
THE L



# A Question of Dollars



The shrewd grocer stocks the best brand of Pork and Beans on the market. That explains the ever-increasing demand for

## ESSEX PORK and BEANS

and most grocers stock none other. It certainly does pay to cater to the public taste. The goodness of Pork and Beans is accentuated when it's the ESSEX brand, because our process of canning assures the flavor which has made the Essex brand famous the wide world over.

THE ESSEX BRAND conserves both trade and profit.

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

### CALENDAR ADVERTISING PAYS LARGE DIVIDENDS

Think of calendar advertising as an investment, not as an expense.

Every successful advertiser uses this medium to great advantage—why not you?

Calendars reach the man "Who Pays the Bills"—and cannot fail to bring results.

Let us supply your requirements for 1908. We can save money for you.

**THE LONDON PRINTING AND LITHO. CO.**  
Limited

Box 580, London, Ont.



**Pure Food is Essential  
to Good Health**

Grocers Buy

### Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, 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.



# Diamond E. Blend Coffee

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

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

## S. H. EWING & SONS, MONTREAL

### "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



### Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

### Thos. Symington & Co. EDINBURGH

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

### FRENCH TELEGRAPH CABLE COMPANY

CALL  
C.P.R. TELEGRAPH

To insure prompt delivery of your cables to EUROPE, see that each copy of cable is marked "**VIA FRENCH CABLE.**"

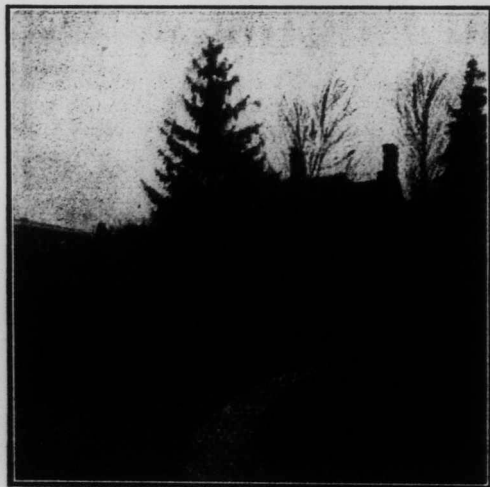
Shortest, quickest, safest route.

Agents wanted in all Principal Cities in Canada.

### C. A. CHOUILLOU & CIE.

Agents

14 Place Royale MONTREAL



## Trees, Shrubs, Vines, Roses

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

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

### BROWN BROS. COMPANY, LIMITED

NURSERYMEN

BROWN'S NURSERIES P.O., ONT.



# Tartan BRAND

SIGN OF PURITY

# Tartan Fruits

If you have not handled **TARTAN** Fruits send us a sample order or phone for quotations. Once tried you will never be without them. There are others but they have not the flavor of **TARTAN** Brand which are just as good as home-made, packed in all sized tins, 2s, 2½s, 3s and gallons. We have Peaches, Pears, Plums, Strawberries, Raspberries, Lawtonberries, Cherries and Blueberries. We do not charge more for these goods than other well-known brands and they are the finest. Ring us up on No. 596. Free to buyers.

**BALFOUR, SMYE & CO.**

Wholesale Grocers, - - HAMILTON

## SURE, STEADY SALES!

You may be able to reap fairly good profits from sales of inferior maple syrup for a time, but sooner or later you will be compelled to stock the **absolutely pure article**.

Consumers know what pure maple syrup is and they are bound to have it eventually.

Don't wait for a drop in your maple syrup business, but stock

**"PRIDE OF CANADA"**  
and **"PRIDE OF QUEBEC"**

brands at once.

These are the **real, genuine maple syrups** which are always asked for after first trial.



**The Maple Tree Producers' Association**  
WATERLOO, QUE.

## It's All Profit

because there's no expense, no trouble, no time wasted in selling Mathieu's Syrup. There is no bad or spoiled stock left over.

## Mathieu's Syrup of Tar and Cod Liver Oil

is one of the best and quickest money-makers you can have on your shelves. This is the season when its sales are enormous. People troubled with coughs and colds ask for it as naturally as a thirsty man demands water. Besides this, it is extensively advertised throughout Canada. Your order sent now will receive prompt attention.

*Headaches and Nerve Pains are seasonable all the year round. Mathieu's Nervine Powders sell all the year round.*

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

For sale at all druggists  
and general stores.



**RED FEATHER SPICES**

AND

**IMPERIAL VINEGAR**

The Two Best Lines of Their  
Kind in Canada To-day.

WE SELL THEM BOTH.

**W. H. GILLARD & CO.**

*Wholesale Grocers and Tea Importers*

**HAMILTON**

Branch House—Sault Ste. Marie

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

**THE  
CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

There will be a heavier demand this year for

**Japan Teas**

than has prevailed for many years, and live grocers are buying freely. It is after all the old story of the "rude awakening" of imitations—Japan teas cannot be imitated—they stand alone as the

Purest, cleanest and healthiest teas grown.

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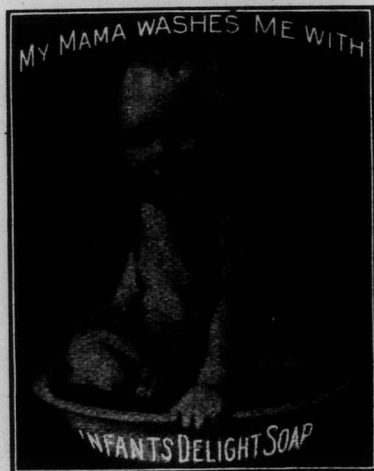
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It pays you to sell  
**Infants' Delight  
 SOAP**



Best  
 for  
 little  
 folks

Best  
 for  
 big  
 folks

Big profits—pleased customers—  
**Canada's Best Toilet Soap**  
 Write for prices and samples  
**John Taylor & Company**  
 Toronto  
 Avoid substitutes or imitations

**Mr. Grocer!**

If you keep on selling any old kind of starch you are doing something to diminish the effectiveness of shrewd buying and enterprise. Let

**IVORINE**

do some talking for you. It does talk strong and effectively for others. You sell an article which saves a woman trouble — of course you see the point. She'll trade at your store, certainly.

**ST. LAWRENCE STARCH CO.**  
 LIMITED  
 PORT CREDIT, ONT.

It Pays  
 Dealers to Keep  
**Royal Crown  
 Witch-Hazel  
 Toilet Soap**

It is *more* than a Soap. It is a Skin-Tonic and Beautifier.



And it is well advertised. People are looking for the trade mark.

A *good* article—well advertised! There's nothing for the dealer to do but stock it.

The ROYAL CROWN Limited,  
 Winnipeg, Man.  
 W. H. Millman & Sons, 27 Front St. E., Toronto,  
 Ontario Agents.  
 Wm. H. Dunn, 594-596 St. Paul St., Montreal,  
 Agents for Quebec and Lower Provinces.

23

Established Over 50 Years

**DARLING & BRADY**

Manufacturers of

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

SAMPLES AND PRICES  
 ON APPLICATION

96 St. Charles  
 Borromee Street.

**Montreal**



**SEE PRICES BELOW**

**Pure Fruit**  
**Marmalade**

1-lb. net, 2 doz. to case.

SEVILLE ORANGE

\$1.50 doz.

BLOOD ORANGE

\$1.50 doz.

LEMON

\$1.50 doz.

GRAPE FRUIT

\$1.80 doz.

Ass't. case 4 kinds, \$1.50 doz.



**Pure Fruit**  
**Jam**

1-lb. net, 2 doz. to case.

RASPBERRY

\$2.00 doz.

STRAWBERRY

\$2.00 doz.

PEACH

\$1.80 doz.

PLUM

\$1.80 doz.

BLACKBERRY

\$2.00 doz. Ass't. case, \$1.90 doz.

CRAB APPLE JELLY

\$1.50 doz.

GRAPE JELLY

\$1.50 doz. Ass't. case, \$1.50 doz.

Above cut represents exact style of our 1-lb jar

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



**Nut'y Creams**



**Mint Buttons**



**Fruit'y Creams**

The above are three rapid sellers. Cost to retailer 12 cents per lb., \$2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

**For Sale by Wholesale Grocers Everywhere.**

**Sugars Limited,**



## DIAMOND BRAND MAPLE SYRUP

### NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—**DIAMOND BRAND.**



### PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	\$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50

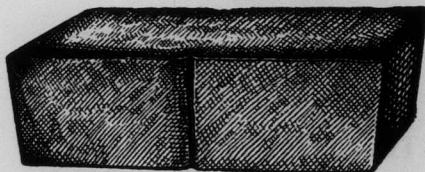
### IMPERIAL MEASURE.

Five Gallon Tins, 1 to case	\$4 00
In 5 case lots (25 gals.) per case	3 90

## PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s, and 10s** at same price as you are paying for blackstrap.

## TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer \$3.00 per case of 40 blocks.

## MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb.

Cost to retailer 12 cents lb., \$2.16 per pail of 18 lbs.



## BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb.

Cost to retailer 12 cents lb., \$1.50 per pail of 12½ lbs.



**Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.**

Sold by jobbers everywhere

# Montreal



We can interest you in—

# TOMATO CATSUP

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO

The first thing your customer asks for in the morning is Coffee, and wants it good.

See that you furnish the best and you will get the rest of his orders.

Chase & Sanborn's Coffee has a flavor that begets confidence and this means **more** and **better** business all the time.

**Chase & Sanborn,**  
The Importers, Montreal

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons, but chiefly because of its purity and goodness. The shrewd grocer features

## WONDERFUL SOAP

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP**.

**THE GUELPH SOAP CO.**



THE CANADIAN GROCER

# BLACK LEAD

There will be a good demand for Stove Polish at this Season—House Cleaning etc. Sort up your Stock and send in your order for

## JAMES DOME

**BLACK LEAD**, the most satisfactory Stove Polish you can handle.

Works Well. Sells Well. Pays Well.

W. G. A. LAMBE & CO., Canadian Agents.

### 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.**

# 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.,

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

KENNETH MUNRO, Coristine Bldgs., Montreal

KYLE & HOOPER, Front St. East, Toronto

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

**KOPS BREWERY, - FULHAM, LONDON, S.W.**



**A Quick Seller                      It Won't Stick**

PLACE A TRIAL ORDER FOR

**“MELAGAMA”**

MOTHER'S FAVORITE TEA

**The People's Choice**

**For Prices See Back of this Issue**

We make a specialty of Bulk Teas. Our house has a reputation to sustain—a reputation won by fair dealing—and if you do business with us you may always be sure that

you'll get what you **BUY**. If you would like us to forward you samples drop us a line and we'll be pleased to do so.

**MINTO BROS., Importers and Blenders, TORONTO**



**Capstan Brand**

**PURE JAVA AND MOCHA GROUND**

**COFFEE**

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

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

“The only out and out Canadian Manufacturer of Cocoanut.”

Established 1894



**WHITE MOSS COCOANUT**

**STANDARD GOODS**

“Liberal Terms and Treatment.”

**CANADIAN COCOANUT CO., MONTREAL**  
J. ALBERT McLEAN, PROP.

**REMOVAL SALE!**

We will sell, to avoid moving—

Fine Selected Valencia Raisins

California Loose

“ Seeded, 16 oz.

“ “ 12 oz.

under to-day's cash importations.

Write for our prices.

**S. J. CARTER & CO.**

Wholesale Grocers and Tea Importers

New Address— 58 McGill St., MONTREAL

**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

—BUY—

**Star Brand**

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

**BLACK JACK**

— WILL BRING NEW CUSTOMERS TO YOUR STORE. —



TRY IT

**SOLD BY ALL JOBBERS**

½-lb. tins—8 doz. in case.





## "RED FEATHER" EXTRACTS

Have you looked into the value these goods show ?

Have you looked into the offer we are making in introducing them ?

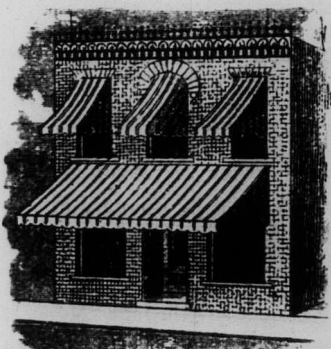
Sales so far have been phenomenal.

Repeats are already coming in.

Our travellers have full information.

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



If you want an Awning, why not try  
The Tobin Tent & Awning Co., Ottawa ?  
It's worth considering.



### OLIVE OIL—THE PUREST

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

Manufactured by

**The CANADIAN CASTILE SOAP CO., Limited**  
Berlin, Canada

THE BEST **LAUNDRY SOAP**

## Vinegar—White, Cottell's

*The Vinegar that makes Trade, and keeps it*

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

**Pure Malt,**

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

OUR ADDRESS :

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



## MANAGING A GROCERY STORE

By a Man  
Who Has Been  
Manager.

A store should be like a well regulated, well attended engine—everything running smoothly and the engineer, that is the boss, walking around calmly, always serene, while the cogs and wheels—the clerks—do the work, sputter and whirr. The engineer has it all planned out—its system—the wheels revolve; sometimes there is a hitch and he is always there with oil, and the day's run is brought triumphantly to a close after a serene and profitable day. Every cog should fit into the next, as when the advertising cog brings the customer to the salesman. The advertising cog just keeps on turning—it's now up to the salesman, and when the selling cog turns, taking the customer's cash smoothly and not jarring him or her as it leaves, it's now up to the orderman and bookkeeper; but right here I want to say that the selling cog is the important one and everything depends on it. The critical moment, just when a customer is debating whether to buy or not, is when the cogs should turn most smoothly and surely. A great deal depends on decision.

### The Good Salesman.

A manager once watched two popular clerks to see which was the better for promotion. The most popular clerk had a favorite customer who waited for him. She liked him, and when he waited on her he kept up a conversation with her and made a great show of trying to please.

Finally selecting two articles he left it to her—she left it. She then went to the less popular man; he smiled, pulled down an article, said that this was the one and only thing, stated the price and asked where he would send it. She agreed entirely, handed him her card and money and left entirely pleased. He had sold it in one-eighth of the time of the other. The popular man lacked decision. Just as soon as a sale is hinted it is better to wrap the article, enter it, or clinch the bargain in some manner before the lady changes her mind. Right here, remember the average female mind is not good at fractions. A grocer once advertised ten per cent. off all soaps. A friend, a lady, of course, asked why his competitor could sell soap one cent cheaper than he. He explained that his was the cheaper, but she could not see it. He then offered her \$1 worth for 90 cents, and she took it quickly. Moral—Always mark your reductions in plain figures.

Regular. .... \$1 00  
Sale price. .... .90

A customer will take a little private jollying over the counter—in fact many friends are won that way—but just raise your voice and let anyone else hear you and your name is Dennis.

### Prompt Delivery.

After the seller the order man takes hold and puts up quickly, neatly and correctly the purchases and places them on the delivery floor. Women like prompt delivery, and it pays to please the ladies; in fact a good delivery man is a jewel indeed; he both wins and holds trade.

The office cogs keep the accounts promptly to date, are courteous in settling and adjusting bills, and tell the engineer how his oil is holding out.

Every portion of work is parcelled out, and every cog knows its work. The engineer merely supplies the oil and brains to direct.

The engineer never reproves any of the cogs before the others unless where a warning is deserved and will serve as a lesson to the others. The shelves are redressed every week, and every cog has his or her niche to dress regularly, and things are changed often to give an appearance of freshness.

Everything with a price and everything with a price ticket, that is the rule. Somehow a woman imagines a ticketed article to be a bargain.

There is agitation over displaying goods on the street as it is claimed the dust spoils them. Now, look here. Suppose your turn your entire stock of fruit in one day. The streets are watered. It's true you couldn't turn half that if you didn't display your fruit—ticket it—push it. Well, suppose all that; and doesn't it pay to show up the goods? Of course no woman wants dusty berries, but who kicks over a dusty apple or pear?

Now, goods displayed on tops of shelves are objected to. Canned goods spoil, but first-class grocers change their stock too often to allow that.

### Cleanliness.

A well-swept floor is good—a well-scrubbed floor is better—but a well-swept, well-scrubbed, well-oiled floor is the best yet.

Women hate dust—especially where they buy eatables.

Coffee is ground after sale. Firm's name on everything possible—tea, coffee, baking powder, jelly powder, soap, extracts, etc. Don't advertise other people. Boost yourself—get your name up as a sign for purity, cheapness and goodness, and some day it will sell for hard coin.

Push things in season. Coffee in winter; fruit in summer and tea all the time..

Good refrigerating means good butter—fresh eggs. That means satisfied customers. Ladies would live on good bread and butter and tea.

A man is known by his friends; a grocer by his customers. Your waggon stopping at Jones' has perhaps induced Smith to deal with you.

Search for trade diligently. Newly married people are easily trained to deal with you.

Your driver can win trade or drive it from you.

Friendship is good in a store, but not too much—just friendly co-operation.

The engineer must have command of himself to rule others. Never get excited; it's an object lesson to the cogs who imitate him. As the boss is, so are the clerks. So an engineer has a tremendous responsibility; and a reputation for unfailing evenness, firmness and fairness is not to be bought for money, but is the result of years of patient endeavor. That is why he is boss.

### FOR WESTERN DEALERS.

The Codville-Georgeson Co., of Winnipeg, have a plan to promote the sales of baking powder which should interest every western grocer and general store man. Larger sales and larger profits are promised as a sure result. A post card will bring particulars.

### PERSONAL.

E. A. Schmidt, Winnipeg, was in Montreal during the week.

B. Trudel, of L. Chaput, Fils & Cie, was in Toronto this week in the interest of the firm's liquor trade.

A. M. Maclure, of Maclure & Langley, Toronto, passed through Montreal on his way to Boston last week.

J. G. Gordon, Montreal representative of the Toronto firm of Maclure & Langley, has left on a business trip to the Maritime Provinces.

B. A. Burke, representing the American Metal Polish Company, Boston, was in Montreal this week returning from a trip to Quebec and the lower provinces.

Mr. Van Diver, promoter of Bon Ami, is in Montreal, where he will make his headquarters for the next couple of months with Hudon, Hebert & Co., Canadian agents for the cleanser.

Chas. Corby, president of the Corby Commission Co., New York, was in Montreal this week calling on the Canadian representatives, J. A. Gordon & Co. Mr. Corby has just returned from a trip to British Columbia in the interests of his firm, packers of the "Clover Leaf" salmon.

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FROM GROCER CORRESPONDENTS

CHATHAM.

The organization problem here has not yet reached that stage where the manner in which the trade shall organize is a moot problem. In fact, it is still a very new question to most of the grocers here.

It is only since last January (after a lapse of several years) that the local branch of the Retail Merchants' Association has been quickened into active life. The grocers who would naturally take the initiative in the forming of an organization of their own have spent their time and efforts largely in making the R.M.A. a success. The matter of forming an independent grocers' organization has been, as a result, overlooked.

There is at present no independent grocers' organization in this city. Such organizations have been formed here in the past, and have in their time done some good work; but they have inevitably succumbed to the chilling indifference of the majority of the trade.

Chatham at present possesses a branch of the Retail Merchants' Association. Thanks to the efforts of Organizer Brubaker, aided by a number of local men, this branch has lately been stirred into genuine activity, and gives promise of accomplishing much good. It has taken hold of a number of topics, particularly that of semi-weekly market days, and it possesses among its membership quite a large number of grocers. Several of the "sections" have been organized, notably the dry goods section; but there have been no steps taken thus far toward forming a grocers' section.

In respect to organization the grocers labor under considerable disadvantages. There are upwards of 50 grocers in the city; but the difficulty of bringing all, or even a majority, of the trade together at any given time is one of the things which stand particularly in the way of effecting an organization of any kind. Furthermore, the grocers, as a rule, have longer hours than dealers in other lines. Many of those on outlying streets draw their main revenue from their evening business.

"We ought to have an organization," declared Wm. Anderson, vice-president of the R.M.A. "There are many matters of interest to the trade which need to be dealt with. The matter of freight rates particularly, needs looking after, since these are utterly unjust to grocers."

BELLEVILLE.

The grocers of the City of the Bay are highly elated over the splendid Easter trade, and are looking forward to a very busy spring. In fact, they have been so busy that at the last meeting of the city council, that body was urged to de-

vised ways and means whereby Belleville could have one free market day during the week, as the merchants claimed that on numerous occasions it was impossible to wait upon the many customers who flooded the city on Saturdays. The petition presented to the council was signed by many of the leading grocers, and at the council meeting, Arthur Wallbridge, of the firm of Wallbridge & Clarke, addressed the council. He said the retail merchants believed that if the council could arrange to abolish all market tolls each Tuesday or Thursday, it would be of great benefit to the merchants as well as the citizens. He thought as Hastings county was the first in Ontario to abolish the old toll roads, they should lead off with a free market day a week. The mayor and alderman promised to give the matter consideration and it was referred to the market and city property committee.

There have been several important changes in the grocery business in this city recently, the most recent being the firm of Hamm & Fairfield, who about a year ago took over the old established business of Adam Henry. The latter conducted the grocery—so well known under his name for over thirty years and has now retired. Eugene Fairfield will continue the business in the old stand, and Mr. Hamm will remove to Philadelphia. He is a nephew of Adam Henry and a very fine young man. The same can be said of Mr. Fairfield, who is a son of D. J. Fairfield, known as the silver-tongued orator in the Bay of Quinte district.

The firm of Harker & Pearson has also divided, John Harker continuing the business in the old stand. George Pearson has purchased the grocery business of O. S. Hicks, which the latter bought about a year ago from the Hitchon Brothers. Anonous of this subject may be of interest to the readers of The Grocer to know that Mr. Harker has taken this paper since its inception, when he was a clerk with John Shields & Company in Toronto some twenty-one years ago, and he told your correspondent the other day, that he looks for the paper each week just as regularly as he does his meals. For eighteen years Mr. Harker was engaged with Wallbridge & Clarke here, and he naturally understands the business from first to last. He has a splendid business and it is steadily increasing.

The resumption of the rolling mills, with the coming in of a great many families has been of a decided benefit to the grocers as well as other merchants. These are nearly all highly paid men. The new cement plant about to be erected will also prove of great benefit to this city.

Belleville certainly has reason to be proud of her grocery stores, and one that deserves special mention is that of Wallbridge & Clarke. In a recent competition for the best dressed windows advertising Bovril, that firm won fourth prize in eastern Ontario. This firm has two stores in the city and they are both models of up-to-dateness. They believe

in extensive advertising, the work being under the able supervision of Arthur Wallbridge, whose newspaper experience on some of the leading New York journals stands him in good stead.

Norman Dafeo has purchased the grocery business of Mrs. Snider, on the corner of St. Charles and Evans street.

Your correspondent in his next budget will tell your readers something about the Belleville Saturday market, which is well-known throughout the country as one of the best in Ontario, despite the boasts made by some of your other correspondents. The cheap prices and splendid quality are what has given it such a splendid reputation.

PETERBOROUGH.

Mrs. Cooper, representing the Pure Gold Manufacturing Co., of Toronto, is at Messrs. White & Gillespie's, demonstrating the superior qualities of Pure Gold jellies, puddings and salad dressings. She has been here all week and has received many ladies of the city and surrounding country.

All the cheese factories in this district are actively engaged in preparing for the opening of the cheese making season. The season is later here than it is in the west and will not open until the last week in April. The first meeting of the cheese board will be held on the 15th of May, although it is not expected that the first lot will be very heavy as the dairy cows are all late in coming in, and the supply of milk is short. But the cheese should be very much better than last year, in fact it should be among the best produced in the province. The farmers are taking a great interest in the cow testing associations and are establishing cool curing rooms at the factories and at the dairies. The cheese makers are also up against the labor proposition, and the majority are putting in agitators for stirring the milk. Machinery is also being adopted wherever it is possible.

Building operations are being started and this promises to be the busiest year in the history of the city. The collegiate institute which will cost \$65,000, the normal school costing over \$100,000 and the enlargement of the north ward school, costing \$25,000, are all under way. In addition to this are large extensions to the factories and several hundred dwellings.

In several cities, London especially, the grocers are taking a very active interest in the agitation for an independent telephone service. The grocers here wish them every success. Peterborough is one of the very few cities enjoying competition in telephones. For the past year and a half the Canadian Machine Telephone Company has had its system in operation and it is proving most satisfactory. It is, however, still in its experimental stages and as soon as the company gets its new factory erected for manufacturing its apparatus the present system will be greatly improved. However, there are now nearly 275 'phones in use in the



city. The result of the competition is that the Bell Telephone Co. has made a wonderful improvement in its service here. An up-to-date apparatus was put in at the central, more girls were put on, and the system was improved in every respect. As a matter of fact, Peterborough has the best local and long distance telephone services in Canada, bar none. This is the direct result of competition.

The retail butchers have recently become very progressive. They are not satisfied with the keen competition which has always existed in their own trade. They are not even satisfied with the natural consumption of meat. But they are vying with one another to see who can establish the most up-to-date, handsome and attractive store. Thousands of dollars have been spent by the landlords and tenants with the result that Peterborough can boast of butcher stores the equal of any in the province. This was not enough; trade was not coming fast enough to pay interest and sinking fund on the money invested. A new scheme had to be introduced and now four of the butchers are carrying canned goods, pickles, cheese, teas and coffees. They are cutting in on the grocery business in their efforts to draw all the butcher business to themselves. One firm conducted a "pink tea" for several days before Easter and sold teas, coffees and canned goods at cost. Another butcher advertised extensively that he would give away a pound of the best tea with every purchase of meat amounting to a certain sum. He also sold canned goods at cost. These butchers do not handle second rate goods either. They have the very best and they are disposing of a large quantity, so much in fact that the grocers feel the effect already. The butchers do not make anything on their grocery business and they don't expect to. They are also selling meat at very low prices, and better meat cannot be purchased any place. The best steaks and roasts of beef sell for 12½ cents and all other meats in proportion. Whether they are making anything or not is hard to say. The grocers do not care, but they do care about the inroads that are being made into their business.

This is another strong reason why the Peterborough grocers should be banded together. At the present time they are able to do absolutely nothing towards meeting this competition. All the sympathy they get is from their own individual selves. But had the grocers a good, active organization they could soon put a stop to the butchers' overzealousness. The grocers could retaliate by offering fresh meats of all kinds at cost or below cost. They could sell canned goods, teas, etc., at and below cost. They would not feel the loss nearly so much as the butchers.

There is no kick against the butchers handling groceries if they would sell them at a reasonable profit. Still this and a few more knocks may wake the

grocers up and they will see the necessity and great benefits of organization in an entirely new light.

It has been rumored during the past few days that president Robert Fair was thinking of calling the annual meeting of the branch of the Retail Merchants' Association here. This association has been dead for a long time. Only one or two meetings have been called since the last annual meeting, and then there was hardly a corporal's guard present. But grocers here are alive, and when the next meeting is called there will likely be a record attendance.

In discussing the action of the butchers in handling groceries with some of the leading grocers, your correspondent was told that if the butchers carried the thing any farther a butcher business would be added to two or three of the grocery stores. One very prominent grocer said that it was his intention to do so in a very short time. He would, he said, import all his meat from Chicago, which he claimed he could do for less money than he could buy meat for around here. He would also have the advantage of a better class of meat. The article sent out by Armour and Swift, of Chicago, is the best in the world and this would very seriously affect the local butchers.

#### EASTER TRADE AT KENTVILLE.

Good Friday was the first real spring day this season, warm, with bright sunshine. The stores all closed at noon. Easter Saturday was mild but overcast with a few showers at noon. Although the roads were bad, the Easter trade was never better and the grocers were kept busy until midnight. All branches of trade report good sales. The D.A. railway never carried so many passengers at any previous Easter, and this shows that money is not so scarce and the growing tendency of all classes to make more of this festal season. Kentville merchants are very conservative and not inclined to pay much attention to the advice of your journal in matters of window display, and let the dry goods and millinery people do that part. This is a great mistake, but they are slowly improving along this line.

The large number of visitors in town made it a good thing for the grocers, as citizens having guests like to spread a good board and give their guests the best going. That is how Kentville people look at it. Nothing is too good for company, and a hearty welcome always.

The season of bad roads is here again and the snow is going fast. The frost this severe winter got as deep as three feet underground, so the roads may stay bad for some time. Our grocers are following the advice of The Grocer of last year and paying more attention at Easter to the confectionery end of the business at this special season, and find it profitable. It is such little things as these that help out the small margin on staples.

A new departure by DeWolfe & Lamont, of the Red Store, was devoting one of their large show windows to potted plants. This drew a large num-

ber of ladies, many of them not regular customers, and many of them made other purchases. It proved a drawing card and not a pot was left unsold. The other window was full of fruits, and made a pleasing contrast. Winter trade has been an average one, and the outlook is all right. The poor return for apples this year is felt all through the valley, but all other farm produce is top-notch. Best fresh eggs sold at 25c. a dozen for Easter; three years ago it was two dozen for a quarter.

M. G. DEWOLFE.

#### STRATFORD.

The most plentiful commodity on the market at the present time is eggs. They are selling at from 16c to 17c per dozen. The stock offered is fresh and of good appearance. Butter prices remain about the same. It is stated that the cheese factories throughout the country are beginning operations and this is probably the reason for the somewhat scarcity of the product.

As yet pure and fresh maple syrup is very scarce, in fact it is on sale at very few of the grocery stores, although a good quantity was offered for sale on the market. The price asked on the market was 40c per quart. In speaking of the supply one grocer remarked to your correspondent that the article was very scarce and that the outlook was not very encouraging. All dealers are making the same complaint; that it is almost impossible this season to secure any good maple syrup. The cause is found in weather conditions, which have prevented manufacturers of the article from preparing for the market the usual quantity owing to the absence of the sap. The colder weather of the past few days may, however, have the effect of prolonging the season, and more syrup may yet appear on the market. The grocer referred to above, one of the leading dealers in the city, went on to say that almost every year now he had to get a quantity of syrup from outside places to supplement the quantity he could procure from local sources.

Mrs. Jane Davis, who conducts a small grocer business on Huron St. is erecting a fine new store a little further up on the same street. Laborers are busily at work and the foundation was completed this week. At present she finds that her store is too small to conduct the increased trade and do it properly.

The Easter season seems to be still with Classic City grocers. The stores still retain their Easter attractiveness and the windows present a very pretty picture.

The other day one of our most progressive merchants was interrupted by the police while he was unpacking his goods on the sidewalk. This is strictly contrary to the by-law and the merchant was warned not to continue to dump his goods out on the sidewalk.

J. Clulow, a resident of this city, the other day presented to one of the city grocers a very large parsnip stalk. It was one of last year's growth which he uprooted from his garden. It measured over thirty-three inches in length.

Many other merchants have too many goods, so Stratford company. Despit grocers in Spring tra of the es houseclean and other

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store, on bought th barrel, an m. McC Easter win shesman regular w omers an s done. he, havin ch W. ooker, us after leav ent into business. Well, eig red and we have t back into



## THE CANADIAN GROCER

Many of Stratford's grocers and the other merchants find that they are many times too busy to clean their own windows, so they hire the services of the Stratford Window Cleaning Co. This company are doing a good business.

Despite the blustering weather, the grocers here are preparing for their Spring trade and are making exhibitions of the essentials necessary for Spring housecleaning, such as brooms, brushes and other sundries.

### GUELPH.

Two months ago, A. M. McLaren bought J. A. McCrea & Son's branch

grocers. As will be seen from the accompanying cut. Messrs. McLaren and McCrea are excellent stock-keepers, everything with a place and everything in its place. The fixtures are a credit to any store and were installed by Jones Brothers, of Toronto. One of the best and most valued fixtures is the large refrigerator, practically cold storage, with a room at the back where you can store fruit from Saturday night until Monday morning as good as new.

There is an up-to-date National cash register, which, we hope, will jingle aloud all day. The delivery room is in the rear, thus avoiding confusion. Mr. McLaren uses the counter check book

day, sometimes twice. One day an oil warehouse by the G.T.R. track is razed, the next a church is consumed, and, during the night part of the fair ground is lowered. This is the fire insurance man's harvest, just as a wreck is the accident man's profit.

Saturday was a good market for butter and eggs; the butter at 22 cents and the eggs at 15 cents a dozen. Fowl was very scarce. These are Canada's years of plenty, and any one who cannot make money now will never make it.

The trouble is, too many men think the grocery business is a cinch—that a man with a small capital and a little credit and no experience can step into a



A Corner in A. M. McLaren's Store, Guelph.

store, on the Elora road. Mr. McLaren bought the business, lock, stock and barrel, and kept on all the old hands. Mr. McCrea is his head clerk, and a better window dresser, stock-keeper and salesman would be hard to find. He is popular with both the old and new customers and we look to see a big business done. Mr. McLaren is an old grocer, having once owned the business which W. H. Millman, now a Toronto broker, used to own on Wyndham street. After leaving the grocery business he went into the wholesale and retail tea business.

Well, eight years on the road both tried and enriched Mr. McLaren, so that he have the pleasure of welcoming him back into the ranks of our progressive

and the box system of accounts. As Mr. McLaren is an old traveler he knows a traveler's woes and has always the glad hand and a cheerful smile for the men of the grip whether he buys or not.

Mr. McLaren at present employs four hands and will, no doubt, have to increase.

Mr. McLaren is a new subscriber to The Grocer, and he took it on the word of a brother grocer, that it is the best trade paper yet.

The Grocer has much pleasure in wishing Mr. McLaren a happy and prosperous year.

There have been a great number of fires in Guelph lately, in fact, the merchants are almost wondering if there is a fire bug at work. A fire occurs nearly every

little easy gold mine, that with a little care and attention will yield him a sure and profitable living.

The pages of Dun's show only too clearly how these poor simple souls get "done." The grocery business, to pay, is a science. A big turnover with a small profit is better than a small turnover with big profit, as in the first you have fresh goods, a reputation for doing big business; while in the second, you often sell stale goods and have a poorer reputation, both among the public and the wholesalers, for in these days it is the man who delivers the goods who wins the claps.

I once knew a good merchant who was always advertising special sales, special prices, and yet he never sold without a



profit. It was all in the buying. The public loves, all unconsciously perhaps, to take advantage of another's misfortune as is witnessed by the rush to fire sales. Merchants should understand this and take advantage, by giving some reason for sales as to why they were forced to practically give these goods away. The public always respond if they have confidence in the firm.

**KINGSTON.**

The retail merchants held their monthly meeting at the Board of Trade rooms last week. It was well attended, and representatives from the different branches were present. The delegate, W. A. Mitchell, who was sent to the Toronto convention told of the many good things relative to trade spoken at the meeting; each delegate went home feeling an inspiration to do good work in his city.

It is a pity more retailers don't turn out to the local meetings, for the fact of meeting together creates harmony and good feeling. Retailers must know, that the bugle call will sound shortly, 'all in, all in,' and the sooner bad feeling toward each other is done away with the better. Even brothers sometimes dissolve partnership and go in opposition to each other, and become the worst of enemies—Cain and Abel again.

It's too bad, too bad! Boys: let love govern your will and there will be no room for hatred in your breasts. Life is too short. Think over it and be friends. You will never regret it. If you are angry at a customer who is running down your goods, or saying something mean, just keep your temper till she goes out, then go into the storehouse, take a hop, step and jump, and light on a bag of bran or rice, give it two or three good kicks and a punch and you will feel better. Generally the best people have tempers, but keep them under control. Like good steel they are sharper and wear better, and are more serviceable to society than the pot metal variety.

**Early Closing.**

The early closing of stores is becoming more popular every year. Mechanics demand increased wages and eight hours a day. What do merchants get, and what hours do they slave? Taking out the dinner hour, we work here eleven hours a day, four days in the week; and Fridays and Saturdays, thirteen and fifteen. Who is to blame? The merchants themselves. The majority want to close earlier still and it will surely come. Then worn-out looks and bald heads will be rare.

Mr. McDonald of Toronto, and Mr. Black of Pittsburg, Pa., called on the best trade last week. They make a great team, but Mac is too fast for the Black, so they had to go tandem. They pulled in a lot of good orders. Mr. Black is of the good-natured and large-hearted species and made himself very popular. We will be glad to see him again.

Ex-Alderman Bassam, the popular grocer, has sold out his stock and good will to Mr. Hodson, formerly of Seeley's Bay. Mr. Bassam will rest all summer at his cottage on the St. Lawrence river, where the cool breezes and beautiful scenery will make him robust and strong. Mr. Bassam belongs to one of our best choirs, and his sweet voice will be heard on the waters this summer. Me thinks I hear him singing:

"I am a grocery man, I am, I am a grocery man. It is, it is a glorious thing to be a grocery man."

I must take my camera down and take a snap shot of him, and make a good exposure and perhaps send it to The Grocer.

The old and familiar wholesale grocery and warehouse building on Ontario street, occupied years ago by Fenwick, Hendry & Company, is going to be sold by auction and knocked down to the highest bidder.

**Big Grain Firm.**

James Richardson & Son, the largest buyers of grain in the Dominion, are building an extensive wharf and pier where cars can run out a few hundred yards in the river and unload grain barges, thus facilitating matters. They are the kind of citizens we are proud of. They never ask for bonuses or look for grafts.

The genial representative of the Canada Brokerage Company placed some large orders here for fall delivery of tomatoes, corn, peas and pumpkins. They control the output of several Bloomfield canneries. It is to be hoped next fall, no swill goods will be put up by canners to dishonor the good name of Canada. Competition is keen and quality is a great factor. Get a good name, Mr. Canner, and your sales will swell and your bank account will grow.

James Redden & Company bought a fine team of horses. Their increased business demands speed. Quick delivery means a good deal. Grocers should pay more attention to good-looking delivery wagons and horses. It all helps trade.

**LONDON.**

The price-cutting referred to last week has spread to a number of other grocers, and as a result housekeepers are revelling in granulated sugar at 20 and 21 lbs. for a dollar, canned goods at what they cost the dealer, also soaps, which, in view of the increased cost of raw material, should rather be advanced in price. In conversation with your correspondent this morning the president of the Retail Grocers' Association, C. H. Lee, said he saw no way of preventing price-cutting in view of the fact that, unlike the manufacturers, the retailers are prohibited by law from regulating prices. However, the association will meet in annual session Wednesday evening of this week, and the question is sure to come up, but from present indications there is little likelihood of a settlement of the trouble. Mr. Lee will not seek re-election to the presidency. Other matters that will probably receive an airing are, the telephone question and street sprinkling, which latter, seeing that the city is up against a shortage of water, is likely to be a serious thing to the merchant during the dry Summer time.

A London firm that has enjoyed a goodly share of the prevailing prosperity is that of Gorman & Eckert, wholesale coffee and spice dealers. For some time it has been felt that the spacious premises on Clarence St. were inadequate to meet the demands of the firm's increasing trade and recently, as previously stated in The Canadian Grocer, they purchased the large building in

the east end, formerly occupied by the Bennet Furniture Co. This place is being overhauled and remodelled throughout, and two large additions—one 140x40 feet and the other 40 feet square—are being put up, which means 20,000 square feet more of floor space. When completed the establishment will be the largest of the kind in Canada, and will be equipped with the most up-to-date spice, coffee roasting, scouring and grating machines to be found anywhere. The building will not be ready for occupancy until July or August, and meantime they will continue in the present premises, which, of course, will not be available for Lind, Kerrigan & Co., who recently purchased the building, until midsummer.

John Shaw, who for many years has conducted a grocery business at the corner of Askin St. and the Wortley Road, south London, is retiring from business and Frank Robinson will be the future occupant of the premises.

Fruit-growers of Western Ontario are already beginning to talk of the crop prospects for this year. Harold English, proprietor of the orchard fruit farm, Harwich, predicts that apples will be an excellent crop, according to present indications. Pears, especially the Kiefers, will, he says, be a total failure, and peaches will be a very light crop. Mr. English states that the past Winter has proven very destructive to the San Jose scale, which does not appear to be nearly so active this season as in former years. There is a good showing for the smaller fruits, and, unless some setback occurs, the crop promises to be a very fair one.

The oldest grocer in London is Alex. Tytler, who has been almost continuously engaged in the business here since the early fifties. For some years past, Mr. Tytler has conducted a grocery brokerage business here, and is one of the most popular men in the trade. He is representative of leading houses of the four continents, and though now well advanced in years, is still a man of remarkable vigor and energy, and can set a good pace for many of the young chaps. He is "business" from the opening to the closing of business hours, and seems good for many years to come. Mr. Tytler is a native of Scotland, and Aberdeen at that.

**GALT.**

Allan Deans, one of Galt's most progressive grocers, was recently married in Stratford, and is receiving the congratulations of his many friends.

Patrick Radigan, one of the most widely-known grocers in Western Ontario, has been confined to his bed with an attack of grip and other complications for more than a week. While there is not at present much change in his condition his numerous friends and acquaintances are hoping for his speedy recovery. During Mr. Radigan's illness the business is being most capably conducted by Robert Percy.

(Continued on page 35.)

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# MONTREAL'S GROCERY EXHIBITION

How it was Conceived and Those who are Behind it — Architectural Designs  
an Attraction in Themselves — Aid to Charity.

Last spring a pure food show was held in Montreal, in the Victoria Rink, ostensibly under the auspices of the Retail Merchants' Association. It, however, became rather common property that the show was run by certain speculators. The possibilities, however, of a properly run pure food show, or exhibition of groceries, were demonstrated to the exhibitors, particularly because some of them got together during the progress of the show and made arrangements that put the exhibition on a somewhat different level.

After the exhibition closed last year some of the exhibitors put their heads together, with the result that this year the Exhibition of Groceries was arranged for. It was considered advis-

make the exhibition a more complete success, but, on the other hand, there are no exhibitors that anyone could feel displeased with.

### The Directors of the Show.

The Advisory Committee represent so many varied interests that they are well equipped to deal with such a problem. The wholesale trade are represented by A. Hebert, of Hudon, Hebert & Co.; S. J. Mathewson, of Mathewson's Sons, and Jos. Ethier, of Laporte, Martin & Co.; the brokers by Mr. Laflamme, of Rose & Laflamme, and W. H. Dunn; and the manufacturers by Col. Labelle, of the Ogilvie Flour Mills Co.; H. Clark, of Wm. Clark, and A. P. Murray, of the Edwardsburg Starch Co.

A musical programme has been arranged for every afternoon and evening. The show will be open from 10 a.m. till 10 p.m., but naturally the afternoon and evening will be the most attractive. The formal opening will take place on the evening of the 17th, and His Worship the Mayor of Montreal will officiate. Hon. Sydney Fisher will also be present at the opening, representing the department of the Government that in a way has most to do with the question of pure food and such products. A special band attraction has been arranged for that evening.

### Designs in Architecture.

Architecturally the exhibition will be unique. The designs for the various booths were prepared by one of the best architects in this line. The centre row will consist of two kiosks, one at each end, with a series of intermediate booths. The whole scheme of architecture and decorating will be harmonious. To arrive at this result the committee in charge arranged to make contracts on behalf of the different exhibitors, thereby insuring complete harmony in the booths, and also the least possible cost in the matter.

Another feature worthy of note is that there will be a telephone exchange, and quite a number of booths will be connected with it. The holders of the exhibition have arranged for extensive advertising through the daily press, and, further than this, the individual exhibitors are doing their share. The Advisory Committee, however, have further than this formed a syndicate to try and obtain a larger crowd in attendance. The expenditure of the manufacturers exhibiting will amount to many thousands of dollars, and every possible arrangement is being made by the exhibitors, as well as by the committee, to have the show in every way a phenomenal success.

### Aid to Charity.

Saturday, the 20th, has been set aside as Hospital Day, and the entire gate receipts will be donated to the two leading Montreal charities, the Montreal General Hospital and the Notre Dame Hospital. It is well known that Mr. Albert Hebert has taken his father's place in charge of the finances of the Notre Dame Hospital, and there is no doubt but that a great crowd will be on hand that day.

In addition to the ordinary exhibits, there will be special attractions, some of them given by the exhibition and others by the different exhibitors, showing in a practical way how the different pure foods are made and packed. In a general way the idea is to make the show as instructive as possible, not only to the consumers, but also to the retail grocers.

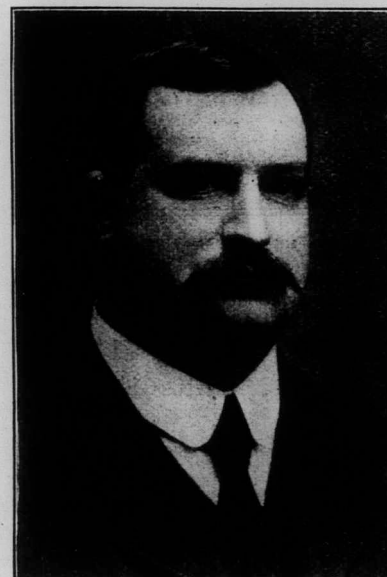
It has been arranged that a restaurant will be run on the premises for the convenience of the demonstrators and exhibitors, and also the public. This



A. P. MURRAY  
Sales Manager, Edwardsburg Starch Co., and  
Chairman of Advisory Committee Exhibition of Groceries.

able, from all points of view, that it should be held by the Retail Merchants' Association. The Arena Rink in Montreal has been secured and arrangements made whereby the provincial committee of the grocery section of the Retail Merchants' Association were to hold the show.

However, to assure all the possible help and to prevent any misunderstanding amongst the exhibitors, an advisory committee was formed composed of a number of the leading manufacturers, wholesalers and grocery brokers. It was also arranged that only the leading firms in each line would be asked to exhibit, and the list of the exhibitors to-day shows the wisdom and care exercised by those in charge. There are some firms who should have come in to



COL. A. E. LABELLE  
Of the Ogilvie Flour Mills Co. and Member of the  
Committee of the Exhibition of Groceries,  
Montreal.

will be quite a feature, as the restaurant will be entirely Chinese in its decoration and general equipment, and in addition to the ordinary meals there will be a special service of the standard Chinese dishes.

The assets of J. Pierre Guilbault, grocer, etc., of Montreal, have been sold.

The assets of Alp. Quesnel, grocer, of Montreal, have been sold.

Old Established Olive Oil House  
of Provence

will give monopoly of its brand to  
responsible house.

Write to Les Fils de V. G. Mabilly,  
a Salon, (France)







# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS—

- Fish—Revised.
- Rice—Advanced.
- Currants—Easier.
- Evaporated apples—Easier.

Montreal, April 11, 1907.

Spring opening of business appears to be satisfactory on the whole. Quite a number of good sized orders are being booked every day for shipment at the opening of navigation. Collections in the country are said to be fair to medium. Some houses report having considerable trouble with slow pay customers, but state that payments have never been better with good grocers.

No startling price changes are to be recorded this week. Jobbers report a steady demand for canned goods, small quantities being asked for. Corn on the cob has been advanced in price. Sugar is strong this week, but no change has occurred in prices. Molasses is easier in the primary market, there having been a drop of 2 cents. A fair amount of tea is being sold at prices which are about the same as those which have been asked for the past couple of weeks. Coffees and spices are in fair demand. Evaporated apples are selling at figures somewhat below those which have been asked lately, but the market is not noticeably easier. Beans are not so strong as they have been. Rice has been advanced by the mills owing to shortage of supplies. Tapioca is firm.

**SUGAR**—A firm market rules but no change in prices has yet occurred. It is possible that there may be an advance in refined as raw is higher. This, however, time only will tell. Business is good, considerable buying being done.

Granulated, bbls	\$4 30
" 1-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" half-barrels	4 95
" boxes, 100 lbs	4 85
" boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" 50-lb. boxes	4 80
" 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Greenix	4 30
Slight coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

**SYRUPS AND MOLASSES**—Increased supplies are on the market according to reports from the Barbadoes. Prices have declined two cents. The ruling figure at present is 15 cents. The local scarcity continues, stocks being apparently confined to Halifax and St. John.

Barbadoes, in puncheons	0 30
" in barrels	0 33
" in half-barrels	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" 1-bbls	0 03
" 2-bbls	0 03
" 3-lb pails	1 40
" 25-lb pails	1 00
Cocoa, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz "	2 40
" 10-lb. " doz "	2 35
" 20-lb. " 1/2 doz "	2 35

**TEA**—There has been little change in the tea market since last week. Trading is reported fairly active, there being a pretty good general demand. No particular price changes are to be recorded.

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

**COFFEES**—The situation in coffees since last week has not undergone any changes. A fair business is reported.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

**FOREIGN DRIED FRUITS**—Currants are easier this week. A report from Greece says: "At the present time (March 21) it appears certain that 100,000 tons of currants will have been ex-

### LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 11, 1907.

**BUTTER**—Supplies light and market continues strong. Prices rule high.

**CHEESE**—No change. Quiet market.

**EGGS**—Market firm at unchanged prices.

**PROVISIONS**—No change of note.

ported from Greece by April 1, and it will be possible, therefore, to give quotations for Detention goods 1s. 3d. below present figures." Raisins, Californians particularly, are scarce, especially in the States. Figs are lower all round. Dates are obtainable at 4½¢ or 6¢ in packages. Prunes are selling freely. Advices from California say that prospects are for a bad season. Rains have been frequent and heavy, doing considerable damage. Nuts are becoming easier. Brazils are again lower.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers,		0 10
Dates—		
Hallowees, per lb.	0 04	0 04
Sairs, per lb.	0 03	0 03
Packages	0 05	0 16
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches,		0 18
Pears,		0 16
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	3 00	
" " 1/2-box	1 10	
Royal Buckingham Clusters," 1/2-boxes	1 37	
" " boxes	4 50	
"Excelsior Window Clusters" 1/2's	5 50	
" " 1/2's	1 50	

### Californian Raisins—

Fancy seeded, 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10
Loose Muscatels 3 crown	0 09
" " 4 crown	0 10

### Prunes—

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

### Currants—

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

### Sultana Raisins—

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

### Eleme Table Figs—

Six crown, extra fancy, 40-lb. boxes	0 08	0 09
Four crown, fancy, 10-lb. boxes	0 06	0 07
Three crown	0 06	0 06
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " box	0 25	0 30

**SPICES**—No change of note has occurred in the spice market lately. Demand is of a consumptive nature, business not being large.

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

**EVAPORATED APPLES**—Some houses are selling at prices a little lower than asked by other wholesalers. One Montreal firm is willing to sell all they have at 10 cents, packages at 11 cents. The average price asked is 10½ cents.

**BEANS**—Beans are slightly weaker in growing districts but figures asked by jobbers have not changed, last week's prices still holding.

Choice prime beans..... 1 45 1 50

**PEELS**—Peels continue scarce and high.

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

**MAPLE PRODUCTS**—Recent weather has saved the situation as regards the new goods. Prospects are now that there will be a good season, plentiful supplies of maple syrup and maple sugar being assured. A few lots have been offered on the market at figures around those quoted hereunder:

Pure maple syrup, bulk, per lb.	0 06	0 07
Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 08	0 09
Pure Beauce County, per lb.	0 19	0 19

**RICE AND TAPIOCA**—Tapioca continues firm but unchanged. Rice is normal.

B rice, in 10 bag lots	3 05
R rice, less than 10 bags	3 15
C O rice, in 10 bag lots	2 95
C O rice, in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

**RAW FURS**—Prices remain as hereunder:

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Spring rat	0 30	0 35
Fisher, dark	5 70	7 00
Otter, dark and fine	15 00	25 00







**FROM GROCER CORRESPONDENTS**  
(Continued from page 30.)

The local grocers are complaining bitterly against the length of time occupied in getting an order shipped from Toronto. It is claimed that to receive goods within a week from the time of ordering is something unknown. The local dealers are considering the advisability of taking combined action and ascertaining the cause of the delay.

The influx of Spring travelers has begun and the merchant who has a business of any consequence is deeply disappointed if he does not receive at least two of these genial and gentle gentlemen every day.

**HAMILTON.**

Housecleaning time is on again and the grocers are all dressing their windows and bringing these goods to the front, and the smile that spreads over "Billy" Jackson's face as he enters up the woodenware orders is well worth seeing. Mr. Jackson is an old settler, having been with Walter Woods & Co. for "nigh onto" 30 years, and a nicer fellow or a better liked man is not known in Hamilton.

Last Thursday evening the Retail Grocers' Association gave up their regular monthly meeting for the benefit of the Retail Merchants' Association, who were presided over by the local president, Adam Ballantine. E. M. Trowern gave a very interesting address on the work that the association have been and are doing—Amendments to the Division Court Act, transient traders bill, and bill now before the House of Commons in regard to co-operative stores. His speech was enjoyed by all present, who, by the way, were nearly all grocers. He was followed by Mr. Moyer, a former grocer, from Toronto, who was well received by his Hamilton confreres, after which the election of officers took place, the old officers being elected by acclamation.

**INGERSOLL.**

The weekly half-holiday during the months of July and August has grown in popularity here during the past three years. From the first the movement received the hearty endorsement of the grocers, who were quick to realize that a spell of relaxation from the strenuous life behind the counter could not fail to be beneficial both to themselves and their employees. The other merchants also viewed the movement in a similar light and the result has been that during the "hot months" on Wednesday afternoons the stores, with very few exceptions, have been locked up tight. The matter has already commenced to agitate many minds, and arrangements for the season's programme will likely soon be made. Ingersoll has made a huge success of the weekly half-holiday, simply because the merchants worked in unison, and because of the fact that it received business-like at-

tention. Two years ago when the plans for the holiday season were being laid it was thought advisable to have a programme on each afternoon, and the plan worked out admirably. Committees were appointed to deal with all the details, and the result was that the season was immensely enjoyed by the merchants, their clerks and their friends. Baseball and other games were held, together with picnics and other pleasant outings.

**WANTED TO PURCHASE.**

SECOND-HAND Cash Registers Wanted. Imperial Ice Cream Co., 25 Montee du Zouave, Montreal.

**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.

**Square your accounts**



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**



Established in 1842

**SPECIAL GOODS WE ARE OFFERING**

**Strawberry Preserves**

"Bowlby" and "Little Chief"—2's, heavy and light syrup.

**Strawberry Preserves in Glass**

"Crosse & Blackwell"

1-lb. glass      7-lb. tin

"Upton & Co."

12-oz. ordinary  
16-oz. pure

"Batger & Co."

1-lb glass

"Lytle & Co."

12-oz. ordinary  
16-oz. pure

Pails—7-lbs.      14-lbs.      28-lbs.

**Home-Made Catsup**

The best line on the market for the price—

700 cases "Tiger" Catsup, quarts  
650 " " " " " pints

Also "Aylmer," "Bourque," "Campbell," "Sunshine," "Griffith," "Mrs. Jones," "Waldorf," "Simcoe," etc.—Quality first-class.

**Cereals—see New Prices**

"Gusto," "Shredded Wheat," "Force Food," "Malta Vita," "Triscuits," "Zest," "Quaker Rice." We have a complete assortment, our stock is fresh and our prices right. Freight paid on orders of five cases or over.

**Canned Salmon**

Demand is strong and prices will be advanced this year. We have

**RED SALMON, Extra**

**Horseshoe**, "Tall," "Flat" and "1/2 Flat"

**Clover Leaf**, "Tall," "Flat" and "1/2 Flat"

**Sovereign**, "Tall," "Flat"

**Lynx**, "Tall"

**O-Wee-Kay-No**, "Tall"

**RED COHOE**

**Eagle**, "Tall"

**ROSE (Pink)**

**Sunflower**, "Tall"

**WHITE (Humpback)**

**Totem**, "Tall"

The prices are good for buyers.

**French Vegetables—L. A. Price, Bordeaux, France**

Little Peas, Asparagus, Haricots, Flageolets, Macedoines, Mushrooms, Artichokes, Hors d'Oeuvre, Etc. (in glass and tin). The packages are most attractive. We have an assorted stock of all lines of Fine Groceries and Wines. Ask for our prices. They will interest you.

**L. Chaput, Fils & Cie.**

Importers of Choice Teas, Coffees, Wines and Liquors

2, 4, 6 & 8 DeBresoles St.

Montreal



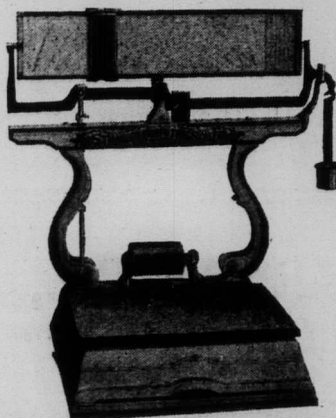
Before buying

# SALT

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.



### Stop the Leaks in Your Business

This scale gives the weight and value at the same time by one movement of the poise.

Write Us About It.

**Stimpson Computing Scale Co.**

34 Arthur Street, corner  
Notre Dame Ave.

Winnipeg, - Man.

### It pays to have proper connections in The West

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

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

*Charges Reasonable      Satisfaction Guaranteed*

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

Storage, Warehousing and Distributing Agents

123 Bannatyne  
Avenue East

**WINNIPEG, MAN.**

### 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.



Do You Sell  
Baking Powder  
?

Would You Like to Sell More  
Baking Powder at a  
Larger Profit?

We have a selling plan for

*Gold Standard*

**BAKING POWDER**

"Guaranteed the Best" — that  
will interest you and pay  
you well

Fill out the blank below and we will  
forward you an outline of our plan.

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

Kindly forward me full particulars about your special offer on GOLD STANDARD BAKING POWDER.

My name is

My address is

Can. Grocer



**The Superior Quality**

of our

**Mild Cured Hams**

**Boneless Breakfast Bacon**

**Skinned Smoked Backs**

meets the most exacting requirements of your customers.

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

**ENGLISH**

**BREAKFAST**

**BACON**

No finer Bacon made. Goes well with Fresh Eggs for Easter trade. We can supply you promptly both with the Bacon and with the Eggs.

**F. W. FEARMAN CO.,**  
HAMILTON LIMITED

**WE INVITE THE PUBLIC  
TO VISIT  
OUR EXHIBIT**

**AT THE  
ARENA, Montreal  
APRIL 15-27**

**CORONA**

**HAMS, BACON,  
LARD, PRODUCE, Etc.**

**CUT OUT THIS AD.**  
Customer presenting at our office  
will receive  
**COMPLIMENTARY TICKET**

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

**A Surety  
of Success**



The Ryan Brand has been that to hundreds of retailers. The people insist on our

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

because of the recognized purity and wholesomeness of our provisions.



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

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

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Gradually, as the season advances, cheese factories in different parts of the country are opening up. Each week brings report of some new district being open to receive milk for cheese making. Many Ontario factories being located off the railway line, do not begin operations as early as those situated on the line of one or other of the big railroads. With those factorymen carrying on business at a distance from rail transportation weather has naturally more or less to do with their date of opening. Poor roads and other troubles interfere with the smooth operation of the factory.

The amount of cheese being received is really very light. In consequence the supposition is that there is not a great deal of cheese being turned out at the factories. It is expected, however, that the make will be larger from this on. One of the chief difficulties experienced by factorymen was the trouble in securing sufficient milk. Farmers were able to obtain a better price from city milk men than they could from the cheese factories, and therefore sent most of their milk to the city. Fortunately for the factory owners, the market for milk in the city became over supplied and prices were not so tempting to the farmer, who went back to the factory with his milk supply.

Regarding local trade, dealers report little activity. Since supplies are not heavy they are not making special efforts to interest local buyers. Grocers desiring cheese favor the held stock, when it is obtainable, at a higher figure than they are asked to pay for the foders.

Fodders are selling at very good figures, but receipts are not sufficient to make a market. It is expected that the make during April will be about the same as was that of the same month last year.

Export demand for cheese is light, the English buyers being apparently out of the market for the present. It is generally admitted that the Old Country market is pretty well bare of cheese, and it is thought that houses on the other side will be forced to buy from Canada in the near future, as the Dominion is about the only practical source of supply at the present time, or at least for the season now coming on.

New butter is arriving in larger quantities each week as creameries throughout the country open up in larger numbers. Receipts are not so large that they cannot be taken care of, as demand is very good. The consumer having been supplied with the new make of butter is not anxious to buy anything else, with the result that what little old butter there is on the market is not easy to sell.

There is very little held butter on the

market, however, so that this does not matter so much after all.

No demand is yet felt from the Old Country, nor is there likely to be any trading before the first grass butter is quoted, some time towards the end of May. Even then it is likely that buyers on the other side will move cautiously, as many of them lost so heavily on Can-

adian creamery last season they are almost afraid to touch any Canadian butter. Another thing which is likely to keep demand from being large is the fact that the English market is rather well supplied with butter which will be some time in going into consumption.

Prices locally will have to decline to a much lower level than they are now at before any business can be done in an export way.

## THE PROVISION SITUATION

The price of hogs is 25 cents lower this week and the packers are said to be keeping to it pretty well. It is \$6.40 f.o.b., country points, \$6.90 off cars at the factory. Packers say the price is going lower, probably next week, because they still see a loss even at the reduced price. This must be the case if it is true that they have been losing 4s. to 6s. a cwt. on their bacon because the English market has not improved.

There is another apparently very reasonable ground for lowering the price of hogs in Canada. The unsatisfactory condition of the English market for a month and more has been due to the increased quantities of Danish bacon coming forward. According to the best information available that increase is likely to continue and even to further increase this Summer. It is beyond question that the Canadian packers cannot always go on taking a loss on their product and as there is no improvement in sight abroad, the only alternative is to cheapen the cost of the raw material at home. Providing, of course, that they can make a profit this reduction is as much in the interest of the grower as the packer.

Latest reports from England state the market there is very dull and the demand not large. Fat bacon is quoted at Liverpool at 52s. to 53s. and at London leanest bring 56s. to 57s. This has been about the level for three or four weeks. There is practically no change in conditions. Danish killings last week totalled 35,000. The carry-over at London of Danish to this week was very heavy, sufficient to supply the demand, it is reported, if no Canadian at all were received. This indicates no immediate improvement. A very large independent Danish curer has reported to a Canadian packer that not only will the present heavy deliveries of hogs in Denmark continue, but that there will be some increase as the Summer wears on.

In Denmark the co-operative packing industry represents about  $\frac{3}{4}$  of the total output and that proportion as between independent and co-operative seems to be maintained in the present increase. Ireland's output of bacon runs about from 7,000 to 11,000

a week, but in addition 15,000 to 20,000 hogs a week are sent to England on the hoof and there mostly put into bacon.

The killings in Canada last week were reported to be 26,000 to 27,000, which was slightly in excess of recent weeks. Bad roads and lower prices may reduce the number this week.

The domestic situation is unchanged. A year ago prices were  $\frac{1}{2}$  cent to 1 cent higher than now and it is not unlikely as high prices will rule this Summer. One of the largest packers said this week, "Our domestic trade is a little quiet for the present as we are not meeting prices in competition. We regard the home market as being in a strong position."

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—Although a little dull, as might be expected after good Easter business, the feeling in the market is good. Orders are being filled every day in smoked meats and lard. No changes in quotations are noticeable this week.

Lard, pure tierces	0 12 $\frac{1}{2}$ 0 12 $\frac{1}{2}$
" " 56-lb. tubs	0 12 $\frac{1}{2}$ 0 12 $\frac{1}{2}$
" " 20-lb. pails, wood	0 12 $\frac{1}{2}$ 0 13
" " cases, 10-lb. tins, 60 lbs. in case	0 12 $\frac{1}{2}$ 0 13
" " 5-lb.	0 12 $\frac{1}{2}$ 0 13 $\frac{1}{2}$
" " 3-lb.	0 13 0 13 $\frac{1}{2}$
Lard, compound tierces, per lb.	0 08 $\frac{1}{2}$ 0 09 $\frac{1}{2}$
" " tubs	0 08 $\frac{1}{2}$ 0 09 $\frac{1}{2}$
" " 20-lb. pails, wood	2 05 2 10
" " 20-lb. pails, tin	1 95 2 00
" " cases, 10-lb. tins, 60 lbs. in case	0 10 0 10 $\frac{1}{2}$
" " 5-lb.	0 10 $\frac{1}{2}$ 0 10 $\frac{1}{2}$
" " 3-lb.	0 10 0 10 $\frac{1}{2}$
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	22 00 22 50
American short cut clear	23 00 24 50
American fat back	24 25 24 75
Breakfast bacon, per lb	0 15 0 15 $\frac{1}{2}$
Hams	0 14 0 15
Extra plate beef, per bbl.	12 50 13 00

BUTTER—A sudden upward spurt characterizes the market this week. Prices in nearly every instance are above those quoted last time of writing. Scarcity of new butter, brought on by bad roads in the country causing farmers trouble, is the chief reason for the higher figures. It is expected that there will be a decline in a few days.

New creamery, choice, boxes	0 29 0 30
" " pound prints	0 31 0 32
Medium creamery	0 26 0 27
Western dairy	0 21 0 22
Large rolls	0 23 0 24

CHEESE—Trading in cheese is limited. Old goods are in greater request



**BUTTER, CHEESE, EGGS**  
 If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.  
**B. H. POWER**  
 218 ARGYLE STREET, HALIFAX, N.S.

**WINDSOR SALT**  
 TABLE, DAIRY and CHEESE SALT  
 FINE and COARSE SALT  
 Write for prices  
**Toronto Salt Works**  
 Agents for  
**WINDSOR SALT**

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

**ORDER NOW**  
**Butter**  
**Tubs**  
**Boxes and Paper**  
 Best Goods, Prompt Shipment  
 Prices Right  
**WALTER WOODS & CO.**  
 Hamilton and Winnipeg

**SPRINGTIME is at Hand!**  
 The season for increasing the sales of  
**Clark's Canned Meats**

is opening.  
 For fine quality and perfect condition of our products, and careful attention to the best interests of the trade,

**We Yield Place to None!**

than the new foddors. The latter are quoted anywhere from 13c to 13½, while 14c is asked for the former.  
 EGGS—Receipts of eggs have been none too heavy lately and prices have been pretty well maintained as a result. The ruling figures now are 17½c to 18c for first-class stock.  
 HONEY—Practically no business is being done in honey at present. Prices in consequence cannot be other than stationary.  
 White clover comb honey ..... 0 13 0 14  
 White clover, extracted tins ..... 0 09 0 10  
 Buckwheat ..... 0 07 0 08½

**TORONTO.**  
 PROVISIONS—The market for pork products continues quiet, but prices are firm. Beef is higher and demand is good. Present prices it is said will hold for some time.  
 Long clear bacon, per lb. .... 0 11½ 0 11½  
 Smoked breakfast bacon, per lb. .... 0 15½ 0 16  
 Roll bacon, per lb. .... 0 11 0 11½  
 Small hams, per lb. .... 0 15½ 0 16  
 Medium hams, per lb. .... 0 17½  
 Large hams, per lb. .... 0 14½ 0 15  
 Shoulder hams, per lb. .... 0 11 0 11½  
 Backs, plain, per lb. .... 0 16 0 16½  
 " pea meal ..... 0 17 0 18  
 Heavy mess pork, per bbl ..... 22 50 24 00  
 Short cut, per bbl ..... 0 12 0 12½  
 Lard, tierces, per lb. .... 0 12½ 0 12½  
 " tubs " ..... 0 12½ 0 12½  
 " pails " ..... 0 12½ 0 12½  
 " compounds, per lb. .... 0 09 0 10½  
 Plate beef, per 200-lb. bbl. .... 11 00 12 01  
 Beef, hind quarters ..... 9 00 10 00  
 " front quarters ..... 5 50 6 50  
 " choice carcasses ..... 7 25 8 25  
 " common ..... 5 00 6 00  
 Mutton ..... 0 09 0 11  
 Lamb ..... 0 12½ 0 15  
 Hogs, street lots ..... 8 75 9 25  
 Veal ..... 0 08 0 10½

**BUTTER**—Prices are unchanged. The

position of the market is said to be even a little firmer, but the spring decline is now past due, and jobbers are afraid to advance their buying price.  
 Creamery prints ..... Per lb. 0 28 0 29  
 " solids ..... 0 25 0 26  
 Dairy prints, choice ..... 0 24 0 26  
 " ordinary ..... 0 21 0 23  
 " rolls, large choice ..... 0 23 0 24  
 " tubs, choice ..... 0 21 0 22  
 Baker's butter ..... 0 18 0 21

EGGS—The egg situation is practically unchanged and quotations are as last week, 16½c. to 17c. As usual, at this time of year, the commission men deny that any eggs are being stored. There are some eggs being held back somewhere however. With better roads and warmer weather receipts are expected to go up with a rush.  
 Eggs (strictly new laid) ..... 0 16½ 0 17

**CHEESE**—New cheese is quoted at 13½c. to 14c., but this market is practically bare of it. The expert cheese man says, "thank God," because he holds that new cheese is not an edible commodity. Quotations for old cheese are unchanged.  
 Cheese, large ..... 0 14½ 14½  
 " twins ..... 14½

**HONEY**—The market is quiet. Prices are unchanged.  
 Honey, strained, 60 lb tins ..... 0 11  
 " 10 lb tins ..... 0 12  
 " 5 lb tins ..... 0 13  
 " in the comb, per doz ..... 2 00 2 50  
 Buckwheat honey, per lb. .... 0 15 0 16  
 " in comb, per doz ..... 1 50

**POULTRY**—Supplies are very light, and the trade is limited. Prices of chickens are a cent higher.  
 Live Weight.  
 Old fowl ..... 0 11  
 Ducks ..... 0 17  
 Young chickens ..... 0 13

Dressed weight.  
 Old fowl ..... 0 11  
 Ducks ..... 0 14  
 Young chickens ..... 0 15  
 Tom Turkeys ..... 0 14  
 Hen ..... 0 18

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

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

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

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

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

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

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

**WINNIPEG.**  
 Unsettled weather is responsible for the rather unsatisfactory state of the produce market. Supplies of eggs and butter from the country are not quite so large as was expected.

**BUTTER**—There is practically no change in price since last week. Creamery prints command a price of 30 cents per lb. to the retail trade. No. 1 dairy in tubs and prints is worth about 20 cents per lb. f.o.b., country stations.



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THE CANADIAN GROCER

## PICKLE TIME



This is the season of the year when most people have the pickle appetite. When we think of pickles the name **Heinz** comes right to the front, and we are sure it must also with you, for if ever a name deserved to be at the head of the procession it's **Heinz**. They have strived and succeeded in making the very finest of food products which it is possible to turn out.

Heinz's Extra Spiced Sour Pickles, in half barrels and barrels, are so called because an extra quality and quantity of spices are used in their preparation. They are uniform in size and count guaranteed. Heinz's Sweet Pickles are preserved sweet pickles, and have a flavor and crispness distinctively their own.



A couple of good sellers for this particular season—Heinz's Sweet Gherkins, packed in half barrels, containing 1,000s at \$7.50; this means  $\frac{3}{4}$ c. a pickle or 9c. dozen; retail them at 4 for 5c., 8 for 10c. or 15c. dozen. Also half barrels Small Sweet Gherkins, 2,000s, retail 30c. quart. Heinz's Dill Pickles, packed in whiskey barrels, 1,000s at \$9.00; this figures out 11c. dozen; retail them at 20c. dozen.



If you have not already got both these lines in stock send us your order to-day. Keep them to the front where they can be seen. Heinz's goods are a success and it pays to get in with a success.

Choice quality Barbadoes Grocery Sugar, in small barrels at  $3\frac{3}{8}$ .

### LABRADOR HERRING

Finest quality: We were only able to get a few of them to sell at these prices:

**Barrels, \$4.75**

**Half Barrels, \$2.65**

# H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO



There is little demand for the poorer grades and 16½ cents is about the best price obtainable for No. 2.

**EGGS**—Supplies are not quite so large as was anticipated and the price is about 20 to 21 cents per dozen.

**CHEESE**—Ontario cheese is worth 15½ cents per lb. in Winnipeg and the small Manitoba 12 cents to 12½ cents.

**OPPOSED TO CO-OPERATIVE IDEA**

To the Editor Canadian Grocer :

I am very much pleased to see that a little more interest is being taken in regard to organization. I would like very much to see an expression from some of our best grocers throughout the country. They must all admit the desirability of this movement becoming an active measure at once. As an object lesson, take this bill of Mr. Monk's, now before the House of Commons, in regard to the chartering of co-operative associations; one of the features of which, I venture to say, very few grocers have taken into consideration. That is, that nine farmers or nine laborers, as the case may be, may form themselves into a co-operative society and start out selling shares at five dollars each, without putting themselves under any obligations to the Joint Stock Companies' Act, or any other, only as in the bill now presented by Mr. Monk. This, I understand, has already been proposed by farmers at Midland, anticipating the fact of Mr. Monk's bill becoming law.

I think that the question of the ne-

cessity of the grocers standing alone in regard to a single line association has been pretty well discussed, and while I stick to the single association idea I am, as I have stated before, willing to give Mr. Ellis and his executive staff due credit for all they have done, and wish them every success. Just in regard to this co-operative business; I think that we ought to all stand together and help the Retail Merchants' Association to fight it out.

Mr. Editor, this may seem strange

logic for anyone who is arguing in favor of the opposite idea, but just now I am thinking of the good of all the trade, and as the grocers are not organized the best thing for us to do is to help the organization that is now in existence. The seriousness of this matter to the retailer should be considered now, not when it is too late, and I think every merchant in Canada should have a quiet talk with his representative in the House of Commons on this subject.

BELIEVER IN ORGANIZATION.

**DO HIGH PRICES CHECK CONSUMPTION?**

To the Editor of The Canadian Grocer:

In last week's issue of your paper you ask: "Do high prices check consumption?" the question having particular reference to canned tomatoes. I trust that many of the readers of The Canadian Grocer will give their opinion on your question so that different ideas may be interchanged. To be abrupt in answering the question, I say "Yes." My idea regarding canned vegetables is that a great many buyers are not particular which they get and when their question is answered as to the price of canned vegetables they decide on corn or peas if cheaper than tomatoes. Canned corn, in my opinion, is growing more popular each year. About a year ago now I ordered ahead for my season's requirements at the opening prices. Had tomatoes not opened too

high or at a price so that they could be retailed at ten cents I would not have had too many, but with peas and corn at 3 for 25 cents and tomatoes at 2 for 25 cents, I will have about fifty cases of tomatoes over, and corn of a total of 150 cases is nearly done and I will need fully 50 cases more to finish the season. Two weeks ago when I found that tomatoes were not moving in the same proportion as peas and corn I put the price down to 10 cents straight and find that the lowering of the price on tomatoes did not switch the consumers from corn.

In my opinion tomatoes opened too high in price, and I for one do not expect to see any advance on tomatoes and I consider them weaker to-day than when the price was named last October.

J. T. PETRIE.

St. Catharines, April 8, 1907.

**The BEST that MONEY and EXPERIENCE can PRODUCE**

**O'MARA'S**  
 BACON,  
 HAMS,  
 LARD,  
 SAUSAGE,  
 BOLOGNA,  
 COOKED MEATS

**Prices Right.**

Phone or Wire for quotations at my expense

**JOSEPH O'MARA**  
 Palmerston, Ont.

**Beaver Brand Special Hams**

"THE BRAND THAT'S IN DEMAND"

Not every ham will stand the test for Beaver Special ham quality; about one Special ham out of every ten good hams. They must be taken from young and well-matured hogs. They must be firm in flesh and not too fat, and weigh not less than ten pounds, and not more than sixteen pounds. Then they must be cured the **Ingersoll way**, carefully watched and cared for during curing and smoking process; cured in a heavy syrup made of absolutely pure granulated sugar, and smoked slowly with hard wood. Then you have the sweet, juicy, tender Beaver Special, that's so delicious, if prepared as follows:

**HAM AND EGGS**

Take a thin slice of Beaver Special Ham, dip in cold water, slightly dry on cloth, broil quickly over a hot fire. Put in a frying pan a lump of I.P.C. butter and one of Ingersoll lard, sufficient to cover the bottom of the pan when melted. Break each egg into a saucer, then slide carefully into the hot grease. Cook gently until the desired degree of hardness is obtained. If cooked rapidly, the grease becomes too hot, and the egg will be dark around the edge, whereas they should be milky white. Serve around ham on a platter and garnish with sprigs of parsley. ("If you use ham grease for frying eggs, they will be dark and greasy looking.")

**Ingersoll Packing Company**  
 Pork Packers and Cheese Exporters  
 INGERSOLL . . . . CANADA



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:

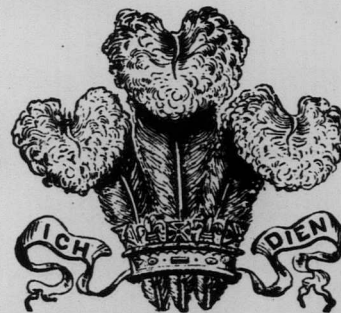


HIS MAJESTY THE KING

## GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada:

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

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



Unsweetened



## JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

### PURE MILK

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

## TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

**Best Goods      First Class Cooking**  
**Perfect Sterilization**

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

## The Manitoba Canning Co.

SELLING AGENTS: **LTD.**

### NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton



# SECOND ANNUAL EXHIBITION OF GROCERIES

to be held at the ARENA from  
April 15th to 27th, 1907

We cordially invite our customers and friends and the trade generally to call and visit the **Food Products Exhibition**, where our representatives will be pleased to show them our **Special Exhibition of Sundry Specialties**, in our different lines of goods.

## Opening of Navigation

We are ready to guarantee the prompt delivery of all orders sent us, the goods to be shipped upon the opening of navigation. Our stock is fully complete in all lines. There will be no delay in shipping.

## Molasses

It is in your best interest not to order your stock of molasses until you are made acquainted with our prices, which are profitable to all wise buyers.

## Canned Goods

Our assortment is complete in all lines of **Canned Goods**, and we are able to fill all orders until the new packing season is at hand.

We are now closing contracts for **Canned Goods** of the new packing season, and we can at this very early day say that we will always be able to insure our trade full satisfaction as to quality and prices. It is advisable, and certainly interesting, for you not to order Canned Goods until you have our quotations.

## Teas, Wines and Liquors

Our prices are correctly in favor of the buyer, and our stock is varied in all the different lines of goods. We offer the best values and we quote for these the very lowest figures.

WRITE, WIRE OR PHONE AT OUR EXPENSE

# Laporte, Martin & Co., Ltd.

Wholesale Grocers  
and Liquor Dealers,

MONTREAL

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The quiet. has been tations. ed exce to be pl the tra reported tinue t coming there h tions. and hig which will, no West s ward to year.

At p and \$1 Smith that the shipped rear to fore.

There demand number as the year, e river. w chases spring.

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**NEW BRUNSWICK TO GROW MORE POTATOES**

St. John, N.B., April 8, 07.  
The local markets continue very quiet. For several weeks now there has been practically no change in quotations. The Easter trade was reported exceptionally good. Buyers seemed to be plentifully supplied with cash and the trade in all lines of business was reported very satisfactory. Eggs continue to drop in price and butter is coming in more freely though as yet there has been no change in the quotations. Fresh fish are still very scarce and high, although the spring fishing, which ought to commence very soon, will, no doubt, relieve the situation. West side fishermen are looking forward to a good catch in the harbor this year.

At present hay is very high, \$14.50 and \$15 a ton being asked. A. C. Smith & Co., on the west side, state that there has been more provincial hay shipped through West St. John this year to the old country than ever before.

There is likely to be a much larger demand for seeds this year than for a number of years past, especially oats, as the oat crop in this province last year, especially along the St. John river, was generally a failure, and purchases are likely to be heavy this spring.

It is believed that there will be nearly double the acreage in potatoes in Carleton county this year. The great demand for potatoes from this province during the past year has given a great impetus to the growing of the tubers. Large quantities were shipped during the year to Quebec, Ontario and the West Indies, and the growers are going into the business on a larger scale than ever before. Many large new warehouses are being put up throughout the province and the indications are that the output for 1907-08 will be larger than ever before.

Considerable interest centred in the visit of Sir Wilfrid Laurier and his party here last week. The premier was only in the city for half a day on his way to England to attend the colonial conference. While here, however, Mayor Sears called upon him on the steamer Empress of Britain and had a talk on the needs of St. John in the matter of harbor improvements.

"I want St. John to go ahead," said Sir Wilfrid, and the Premier left no doubt as to the genuineness of his wish, for he announced that the Cabinet had already authorized the purchase of a dredge and that the amount asked for St. John improvements had been agreed to.

Before leaving, Sir Wilfrid dispatched a telegram to Hon. Sidney Fisher, requesting him to inform his worship by letter of the works contemplated for the harbor this year, and urging him to put them in motion at once.

One hundred and two steamers have arrived in port during the winter sea-

son to date, with a tonnage of 400,079 tons. Of this number, eighty-nine have filed outward cargo papers at the customs house, showing a valuation as follows.

Canadian goods . . .	\$9,855,104
U. S. goods . . . . .	5,021,915
Total . . . . .	\$14,877,019

The amount of grain sent forward in these steamers is close to four million bushels. The number of cattle sent forward has nearly reached the twenty thousand mark. The shipments of cattle from the United States this year have been heavier than usual. Nelson, Morris & Co. and Swift & Co., of Chicago, have sent a large number through this port. It is claimed that the reason for shipping the American cattle through this port is because better accommodation can be secured than through the majority of ports nearer Chicago.

The C.P.R. steamer Montezuma, which arrived on Wednesday last, brought the largest number of passengers ever landed at this port. There were 2,162 immigrants on board, and all but 78 were bound for the Canadian west.

H. C. Rankine, Frank Rankine, Allan Rankine, Walter Rankine and Henry F. Rankine are applying for incorporation as T. Rankine & Sons, Ltd., with a capital stock of \$80,000, to carry on the business of T. Rankine & Sons, biscuit manufacturers.

The death occurred on Wednesday last of William A. Cathers, who for 21 years was a traveler for J. M. Humphrey & Co. Owing to ill-health Mr. Cathers left the staff of Messrs. Humphrey about two years ago, and since then conducted a grocery and commission business. He also conducted the exhibition restaurant at the exhibition last year. He was well known all over the Maritime Provinces and had many friends.

In the exchequer Court, at Ottawa, last Wednesday judgment was delivered in the case of Lorenzo G. Crosby, of St. John, vs. the King. On the 19th day of May, 1904, the claimant entered for warehouse at the port of St. John, N.B., 221 puncheons of molasses, alleged to have been purchased in Porto Rico, imported via New York. Suspicion fell upon the correctness of the entries, and 116 puncheons were seized on the ground that the statements made in the entry papers as to the molasses being in the original packages and not having been mixed, were untrue.

Pending the decision of the Minister of Customs, a deposit of \$1,308.44 was made to correspond to the amount of the true duty payable on the molasses by the claimant. The claimant was not the real owner of the molasses, but was consignee thereof for the N. W. Tausig Company, of New York.

Judgment was given for the Crown, with costs against the claimant, the court holding that the claimant had not established that the molasses was in the original packages when entered for duty.

William J. Magee, the Charlotte St. butcher, has opened a fish department in connection with his already extensive business, and the new premises, which are next door to the meat department, are thoroughly up-to-date in every way.

George E. Ford & Son, of Sackville, have opened a branch store at Bayfield Corner. They intend to run a thoroughly up-to-date general store.

W. Alexander Porter went to Boston last week on a combined business and pleasure trip.

At the annual meeting of the Thistle Curling Club last Thursday evening, J. Fred Shaw was elected president for 1907-08.



WILL. H. ESCOTT, WINNIPEG.

**TRAVELER NOW A BROKER.**

Will. H. Escott, for 17 years a traveler with T. B. Escott & Co., London, has followed the call of ambition and the west and is now in business for himself in Winnipeg, a member of the new brokerage firm, Carman and Escott. Anybody who has met Mr. Escott will not doubt his success. He is a big man every way, fair, smiling, with a hand shake that denotes energy and reliability. He is a trained salesman with all the ginger necessary. He knows the grocery business from the ground up. Before going with his uncle, T. B. Escott, he served five years in the retail trade with J. H. Bogart of Chatham.

Before leaving his old firm the staff expressed their appreciation of him by an address and a very handsome traveling bag. The Knights Templars, too, Richard Coeur de Leon commandery, made Mr. Escott feel he was appreciated and presented him with a handsome jewel of the order. Mr. Escott was as popular socially as in business. The Canadian Grocer and a host of friends wish him success in his new venture.



# CEREALS AND CONFECTIONERY

All Markets Firm—Transportation and the Ability of the Railways to Handle the Traffic Still the Important Question—Confectionery.

Continued reports of crop damage have more than overcome the effect of largely increased primary receipts of wheat and the market remains firm. Last week, primary receipts in Canada and the States increased 2,451,000 bushels compared with a decrease a year ago of 146,000 bushels. The determining factor in the situation, however, is the question of the ability of the railways to move freight. To date only about half the western crop has been moved out, and the likelihood of the railways overtaking business is very remote. A Toronto grain dealer stated this week that he had just got out the last of the grain stored in Georgian Bay ports last fall. It was ordered out in December and January. A large miller reported that he had 50 cars of wheat between Toronto and Fort William and didn't know when he could get it. He had no difficulty, however, in getting cars for shipments from his mill.

The firm wheat markets keep the prices of flour steady, and of breakfast foods also. Trade, however, is reported good.

### Confectionery.

The number of grocers handling high grade confectionery as a specialty is constantly increasing. It is the better, up-to-date grocers who are doing it. Next week we will produce on this page a picture of a Hespeler grocer's window with a display of high grade confectionery. When a grocer refits his store now-a-days he very frequently puts in a plate glass silent salesman. That is a very common fixture, and it is just what is needed for the displaying of fine confectionery. There is an illustration of it in the picture of Mr. Laren's store, Guelph, on another page of this issue. Some of the modern display counters also serve the purpose excellently.

### MONTREAL.

FLOUR—Local demand continues satisfactory, and there is reported a little better enquiry for export. Prices show no change this week, although wheat is firm and advancing in tendency. It is not thought that quotations will be higher in the near future.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 80	
Glencora.....	4 00	
Manitoba spring wheat patents.....	4 50	
"    strong bakers.....	4 00	
Buckwheat flour.....	2 25	2 30
Five Roses.....	4 60	

ROLLED OATS—Business in rolled oats is small, and price cutting is still the rule of the day. Grocers appear to be well stocked and are not in the market in the majority of cases.

Fine oatmeal, bags.....	2 45
Standard oatmeal, bags.....	2 45
Granulated.....	2 45
Gold dust cornmeal, 90 lb bags.....	1 75

Rolled oats, 90-lb. bags.....	2 15	2 30
"    50-lb. bags.....	1 90	2 05
"    bbls.....	4 70	4 85

FEED—While orders are plentiful, millers cannot accept them with any likelihood of being able to fill them. The shortage of all lines is very great.

Ontario bran.....	22 50	23 50
Ontario shorts.....	23 00	24 00
Manitoba shorts.....	23 00	23 50
"    bran.....	22 00	23 00
Mouille, milled.....	24 00	
"    straight grained.....	25 00	28 00
Feed flour.....	1 35	1 45

### TORONTO.

FLOUR—The market is firm in sympathy with the position of wheat, but navigation will open shortly, and with the freer movement of grain there will probably be an easier feeling. A little export business continues.

Manitoba Wheat.		
60 per cent. patents.....	4 40	4 60
85.....	4 10	4 30
Strong bakers.....	3 80	3 90

Winter Wheat.		
Straight roller.....	3 60	3 70
Patents.....	3 80	4 00
Blended.....	4 00	

CEREALS—Prices are still unchanged but firm. The Ontario crop of oats is practically exhausted. Western oats are in a strong position. Trade is switch-

The GRAY, YOUNG & SPARLING CO., Limited

### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

### QUEBEC CITY MARKET

### Flour, Grain and Produce

BEANS AND CORN a specialty. We are open for agencies connected with our lines—might consider reasonable offers in other lines.

### ALF. T. TANGUAY & Co.

Commission Merchants and Brokers

CORRESPONDENCE RESPECTFULLY INVITED

QUEBEC

### QUANCE BROS

MILLERS OF CHOICE

### WINTER WHEAT and MANITOBA FLOUR BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

### BE CAREFUL!

Most grocers are because they feature our

### ROLLED OATS

First in quality, and then there is a comfortable profit. Strict attention to all orders.

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

### NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

### SPRAGUE

### CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

## Are You Content?

with the flour you are handling?

If not, get a shipment of

## Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

## LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

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

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ing to wheat products, and wheat is firm.

Rolled wheat in barrels, 100 lbs.....	2 40	2 50
Rolled oats, in wood, per bbl.....	4 50	4 74
" " in bags, per bag 90 lbs.....	2 25	2 62
Oatmeal, standard and granulated, per bbl.....	5 00	5 50
" " in bags 98 lbs.....	4 02	2 00

**PERSONAL NOTES.**

Caporiceci and Miceci, bakers, of Montreal, have dissolved.

B. H. Herron, baker, of Lauder, is disposing of his business.

Wm. Anthony, baker, etc., of Guelph, has assigned to A. S. Allan.

O. Peladeau, grocer, of St. Johns, has had his stock damaged by fire.

F. H. Pokorney, of Rossland, confectioner, has sold to P. W. Hunt.

J. D. Thompson & Co, bakers, of Buckingham, have sold their assets.

J. S. Woods, of Raufurley, general store, has assigned to Grieve Elliott.

N. B. Lindsay, baker and confectioner, of Wallaceburg, has sold to W. H. Ruttle.

James Bews, grocer, etc., of Hamilton, has sold to G. A. Austin, and Chas.

48 Highest Awards in Europe and America

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



Registered U. S. Pat. Off.

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

**Walter Baker & Co., Limited**  
Established 1780, Dorchester, Mass.  
Branch House, 86 St. Peter St.  
MONTREAL, CANADA

**REASONS FOR ORGANIZATION.**

John A. Green, secretary of the National Association of Retail Grocers' of the United States recommends the following reasons why the retail grocer should be a member of a grocers' organization:

Because it will be the act of a sensible man, who perceives the great value of trade organization.

Because it will be a step you will never regret.

Because it will help you through your difficulties, and protect you in time of trouble.

Because it will keep you directly in touch with your fellow traders, whose motto is "Defence, not Defiance."

Because the association does not support the wrongdoer, but safeguards the interests of the respectable trader.

Because you may never know when you may need its aid.

Because the cost is small, and you are not a mean man.

Because you are not a man to enjoy trade benefits at the expense of your fellow, and perhaps less fortunate trader.

Because in unity there is strength.

Because self help is the best help.

Because it is the adviser, advocate and friend of the retailer.

Because it brings grocery associations in various parts of the country into direct touch with each other, through the national association.

Because, by this means, absolute unity of action is assured, for the purpose of protection and defense, locally and nationally.

Because it facilitates inter-communication on all questions affecting trade, and insures the voice of the retailer being heard.

Because it watches closely, and opposes by every possible means, all measures calculated to injure the trade.

Because by joining you will strengthen your own position and render more efficient service in defense of your trade interests.

Because last, and most important of all, it teaches that in unity and resolution there is success, while division and irresolution means failure.

**The Shrewd Grocer**

makes it

**Perfection Cream Sodas**

on the order list for various reasons—the chiefest being that particular and economic housewives, women who know and appreciate biscuit goodness, always insist on



It could hardly be otherwise. First Quality goods are bound to capture the market and that Quality must last if that brand of goods holds the market.

The immense sales of Perfection Cream Sodas

can be explained in no other way. It does pay the grocer to recommend and push them and most grocers know it.

**THE Mooney Biscuit & Candy Company, LIMITED.**

Stratford, - Canada

**CRISP TASTY APPETIZING**

IF THEY ARE

**McLAUCHLAN'S Cream Soda Biscuits**

they are **THE BEST** soda biscuits on the market TEST THEM AT OUR EXPENSE.

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



Known and Loved for SIXTY YEARS

**COX'S GELATINE**

needs no introduction.

It is one of the old institutions of all English speaking lands.

**PURITY and STRENGTH** are the watch-words of the makers.

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



Philip, of the same town and occupation, has given up business.

J. W. McMicken, of Moose Jaw, confectioner, has assigned to J. McWilliams.

W. C. Hume & Co., confectioners, of Canora, are advertising their business for sale.

Leandre Paradis, of St. John, grocer and poulterer, etc., has had his stock damaged by fire.

P. & J. Tremblay & Co., bakers, of Hull, have assigned to H. V. Duggan and Jos. Desautels.

**MONTREAL RETAILERS**

**Discuss the Exhibition of Groceries — Their Annual Picnic.**

Attendance at the monthly meeting of the Montreal Retail Grocers' Association, held last Thursday evening, was most satisfactory. It is a long time since such a large number turned out at a meeting which did not promise something exciting in the way of elections or other matters along that line.

The chief topic under discussion during the evening was the exhibition of groceries to be held in the Arena from April 18 to 27. The grocers present were enthusiastic over the fair, and evidenced great interest in the progress being made by the committee. Secre-

tary Beaudry, addressing the gathering, pointed out the educative value of such an exhibition, and prophesied untold benefits for the retailer as a result of the fair. He urged those present to give their heartiest support to the movement in order to ensure its being

**MONTHLY COMPETITION.**

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description. This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

the success it should be. The grocers are right behind the movement, and will do all in their power to make things run along smoothly before and during the course of the fair.

It was announced that the grocers would be supplied with tickets for their customers' use. In the course of the

fair grocers of the city will be entertained at a luncheon.

Mr. Beaudoin moved, seconded by Mr. Plourde, that the association run its annual picnic this year as usual. He thought that Ile St. Amour, near Valleyfield, would be a fine place to hold the usual sports. He received the support of the grocers present, and the motion carried. The date for the picnic was not fixed, but will be decided upon later.

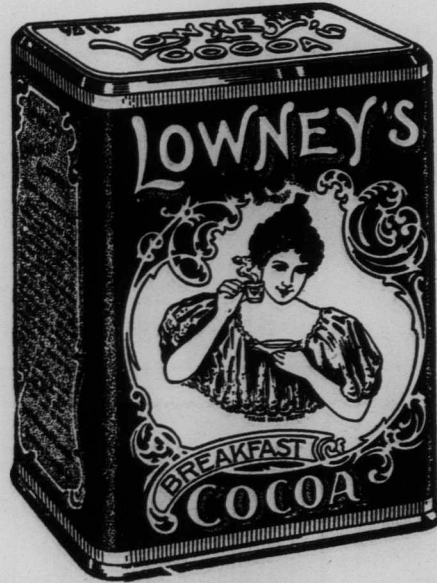
J. A. Labonte, seconded by Mr. Dore, proposed that the grocers should lend their presence at the annual picnic of their confreres in Ottawa. The Ottawa grocers' picnic will be held in Alexandria about the middle of July. This motion was unanimously carried.

Some discussion took place on the liquor license question but nothing definite was done.

Secretary Beaudry announced that important matters would be brought up for discussion at the next meeting.

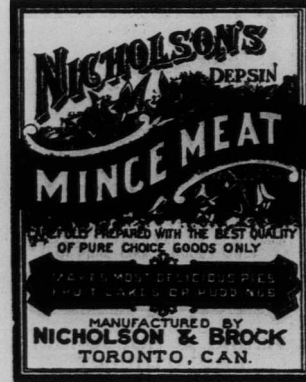
President A. Laniel occupied the chair.

E. D. Marceau Company, Montreal, in this issue are advertising their several brands of teas, coffees, spices, vinegar, and other specialties. Some attractive prices are given.



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.



**A Surety of Success**

When you stock

**Nicholson's Mince Meat**

you practically take out a policy assuring success.

We also recommend

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

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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



**SEND IN YOUR ORDERS EARLY FOR**

# LEA and PERRINS' SAUCE



BY ROYAL WARRANT TO HIS MAJESTY



BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE  
"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

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

## WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions—Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

## PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

**Western Canada Flour Mills Co., LIMITED**



Mills at  
**WINNIPEG, GODERICH and BRANDON**

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

## Particular People Like Our Flour

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

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

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

Order direct or from our nearest agent.

**THE ALEXANDER MILLING CO. LIMITED**  
**BRANDON, MAN.**

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

## ARTISTIC TABLE DECORATIONS

Your trade will be improved by handling our specialties. The art of artistically decorating tables for various social functions has always been our study. In

## "M. H. C. POPULAR" CHRISTMAS CRACKERS



we have to offer the very best value and selection as to contents, variety and color.

**PAPER TABLE SPECIALTIES**—Round, square and oval paper doyleys, chop holders, croquet frills, ice cream cups, pie dish frills, etc.


Lace mats and seals for your candy boxes! Do you use them?

All goods sold by us are manufactured at our factory in Hampstead, London, England.



**MANSELL, HUNT, CATTY & CO., Limited, 116 Board of Trade Building, Montreal**



 That's the safest and best Chocolate to handle.

**Cailler's**  
GENUINE  
**SWISS MILK CHOCOLATE**

(Produced in Switzerland)

It is more delicious than any other imported or domestic chocolate—

As a food it is pure, rich and palatable—

As a seller with your best trade it needs only a trial to make regular customers. Every Jobber.

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

We beg to advise the Grocers of the Dominion that we are making the finest

**Milk Chocolate**


produced in the world, and are using pure Canadian Milk.

**Cowan's Cocoa**  
(Maple Leaf Label)

**Absolutely Pure.**

**THE COWAN CO., Limited**  
**TORONTO**

CANADA: No better Country

 MOTT'S: No better Chocolate

People are using more Chocolate now than ever—

This fact is largely due to the taste created for it by

**Mott's**  
brands of  
**Chocolate**

"Elite" and "Diamond" brands

Purity always wins out. Every Jobber.

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

SELLING AGENTS:  
J. A. Taylor Montreal    R. S. McIndoe Toronto    Jos. E. Huxley Winnipeg    Arthur Nelson Vancouver

Write for

Free Tasting Samples

**LUCERNA**  
Swiss Milk  
**CHOCOLATE**

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

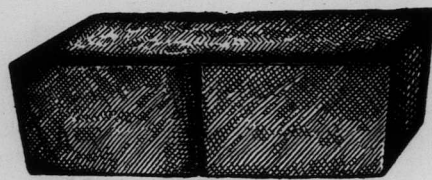
Prices on application to the general agents for Ontario

**MacLaren Imperial Cheese Co.**  
**TORONTO**

Dominion Agents:  
**JOHN BEARNS, LTD.**  
Winnipeg, Man.



# Our Twin Block Pure Maple Sugar



## **PURITY**

This Sugar has stood the test of Government analysis for years.

## **PRODUCTION**

The enormous sale and high reputation this Sugar has attained has led others to imitate it.

## **THE LAW**

We have taken legal proceedings against our competitors for infringing our registered trade mark "Twin," and have obtained an injunction restraining them from using or in any way offering for sale Maple Sugar under the name of "Twin Block."

## **WARNING**

We caution the trade not to be imposed upon by unscrupulous imitators who offer you inferior goods represented to be our famous Twin Block.

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**Sugars Limited - - Montreal**



**FRUIT NEWS**

California Navels are running to large sizes, and prices have to be graded accordingly.

OUR QUOTATIONS will be found interesting.

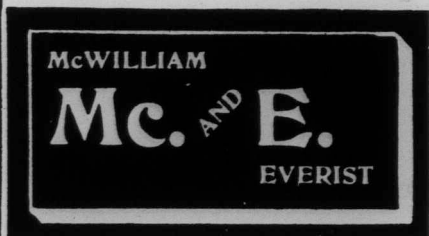
The BEST extra fancy and extra choice BRANDS offered.

**MESSINA LEMONS**

You will do well to remember that the first direct steamer for Montreal with Lemons sails from Messina on the 10th April. Our purchases ahead have been sufficient to insure you Lemons till then, and our prices will be independent of the higher figures which are sure to rule on the other purchasing markets.

**STRAWBERRIES AND NEW VEGETABLES**

Fresh supplies coming along daily, as per our price list. You will make no mistake passing your orders on to our care.



25-27 Church St., TORONTO

**WE ARE EXPORTERS**

to your Dominion of

**Fruit and Nuts**

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

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

**ANDREW WATSON**

91 Place d'Youville, - Montreal

Agents for Maritime Provinces

**W. S. CLAWSON & CO.**

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

Enquiries cordially invited

**FRED. FISHER & SONS**

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

**FRUITS, VEGETABLES AND FISH**

Lemons Steadily Rising—Oranges Stronger—Expedients for Surmounting the Car Shortage Difficulty—Pineapples Very Firm—Florida Celery Crop.

The Toronto and Montreal markets are again only moderately active this week, the "between seasons" period giving the jobbers and importers a few quiet moments in which to indulge their prophetic instincts, and foretell to an admiring and attentive clientele the exact future condition of the markets as it has appeared to them in dreams. If the future actually turns out to be as rosy as some of them forecast, a large majority will soon have to quit prophesying and get down to work, for there's big business ahead.

Owing to the lateness of the Montreal vessels, lemons will be scarce and high for another month at least. The "Fremona," which sailed on the 10th, cannot arrive for another three weeks, and it will be several days after that before her cargo can be got at.

Purchases are being made in New York, and all receiving points, for the Summer supply and there is at present every indication that the market will rule firm to higher, largely owing to the great demand in Northern Europe and Russia. Boston reports an almost bare market on lemons, but several direct shipments are due there this month.

Transportation in California is rapidly assuming an acute stage. The car shortage has been so bad that numerous expedients for handling the crop are being resorted to. Two prominent Redlands houses shipped several cars of fruit to Port Los Angeles, and from there by steamer to Portland and Seattle, when it was forwarded to northern and eastern points. Another firm shipped a car of fruit east in a box car. This is probably the first time on record that such a thing has been done. A Toronto house received a car under ventilation, and the stock opened up in fine condition. A somewhat risky substitute, this, for refrigeration, but in the present instance, at least, no bad effects resulted.

Oranges are firm, but the unusually large sizes which have been in evidence throughout the season have tended to lower the quality of the crop. The high prices may be put down to the car shortage, though in regard to this a well-known New York receiver said recently: "It seems deplorable that such a condition should exist, but from the point of view of the grower, the fact that the railroads have been unable to handle the 25,000 carload crop expeditiously has been one of the best things that could have happened, since it has prevented the glutting of the various markets and consequent demoralization of prices." Unfortunately the growers' point of view is not altogether that of the importer.

Pineapples are in good demand, but will be a little scarce for the next week or so. We have something to say as to the situation elsewhere. Bananas are higher at seaport than they have been in three years.

The Florida celery crop this season promises to be a record-breaker. From four to six carloads a day are being shipped out, and bring prices which, if not exactly fancy, are at least satisfactory to the growers.

**MONTREAL.**

GREEN FRUITS—Prices on the whole keep up, and business is more or less limited. Cocoanuts are higher, prices now asked ranging between \$3.50 and \$4. Pineapples have advanced 25 cents since last report. Lemons are obtainable for slightly lower prices, \$2.65 to \$2.75 being ruling figures for Mexicans. Californias are up.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 65	2 00
"    jumbos	2 00	2 50
Cocoanuts, per bag	3 50	4 00
Pineapples, crate	5 50	5 75
Apples, bbl	3 00	3 60
Lemons	3 40	
Mexican oranges, box	2 65	2 75
California oranges, new navels	3 50	3 85
Jamaica oranges, per bbl	4 75	
Jamaica oranges, per box	2 65	
Florida oranges, box	5 00	
Valencia oranges, case	3 50	4 50
New figs, per lb	0 08	0 12
Oranberries, Cape Cod, per bbl	8 00	11 00
"    Canadian, bbl	7 50	8 50
"    frozen, bbl	4 00	5 00
Florida grape fruit, box	6 00	
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 00	up

VEGETABLES—Trade in vegetables is not so great as it might be owing to the high prices ruling. Tomatoes and cabbage are in good demand, these lines, with celery, being chiefly asked for by the trade. Few grocers have the trade which will warrant them buying other lines quoted in more than small quantities.

Parsley, per doz. bunches	0 75	
Sage, per doz	0 80	
Savory, per doz	0 60	
New cabbage, crate	3 00	4 50
Montreal cabbage, per doz	0 50	0 75
American cabbage, bbl	1 25	
Florida tomatoes, crate	4 50	5 50
Turnips, bag	0 75	
Water cress, large bunches, per doz	0 75	
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
Celery, per doz	0 25	0 50
Florida celery, case	3 50	
Asparagus, doz. bunches	10 00	
Radi-her, doz	0 65	0 75
Spinach, per bbl	1 75	2 50
Cucumbers, per doz	0 90	1 00
Potatoes, per bag	0 90	1 00
New potatoes, lb	0 06	
"    bbl	9 00	
Jersey sweet potatoes, basket	2 25	
Spanish onions, crate	3 00	3 25
Red onions, bbl	4 50	
"    bag	1 60	1 75
Beets, bag	1 00	1 25
Carrots, bag	1 00	1 10
Mushrooms, lb	0 75	
Horseradish, lb	0 10	
Rhubarb, doz. bunches	1 00	1 25
New Orleans shallots, doz	0 60	

FISH—Since the closing of the Lenten season there has been very little movement in the fish line. Demand has fallen off perceptibly in all varieties. Staple lines are asked for as usual at this season of the year. Prices show a few changes this week as will be seen from the quotations hereunder. Fresh haddock is higher, being sold at 13c to 14c. Shadd are also advanced, the price being 5 cents above last week's figure. Labrador salmon in half barrels are now on the market, obtainable for \$6.50. Lobsters are quoted this week, as

The Cana  
are also S  
the price  
cents per  
Haddock, per lb  
Halibut,  
Gross pike,  
Mackerel, small  
Frozen cod,  
Dore,  
Smelts  
New tomocods,  
Steak cod, lb...  
Pike, lb.....  
Dressed bullhea  
Shadd, each...  
Haddock, fresh  
Lake trout, lb.  
White fish, lb..  
Smoked and S  
New haddie  
Kipped h  
Smoked her  
Yarmouth t  
Prepared and d  
Skinless cod  
Boneless cod  
Boneless fish  
Boneless fish  
Dry cod in l  
Shredded co  
Oysters—  
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"    live  
Pickled fish—  
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No. 1 N.S. l  
No. 1 Sta tr  
No. 1 Sea tr  
Labrador salmo  
Labrador salmo  
Large green cod  
No. 1 green cod  
Small  
No. 1 Mackerel,  
No. 1 green had  
FRUIT—  
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DRIED  
O. E. R  
ESTABLISHED



are also Standard oysters in sealed tins, the price asked for this line being 40 cents per imperial quart.

Fresh and Frozen Fish.			
Haddock, per lb.		0 05	0 06
Halibut, express, per lb.		0 13	0 14
Grass pike, express		0 05	0 07
Mackerel, small,			0 08
Frozen cod,			0 01
Dore,		0 08	0 08
Snelts		0 08	0 10
New tomcods, bbl.			1 00
Stank cod, lb.			0 07
Pike, lb.			0 18
Dressed bullheads, lb.			0 10
Shadd, each			0 30
Haddock, fresh, lb.			0 05
Lake trout, lb.			0 10
White fish, lb.			0 07
<b>Smoked and Salted—</b>			
New haddies, boxes, per lb.		0 08	0 09
Kipperd herring, half boxes			1 10
Smoked herring, per small box			0 10
Yarmouth blasters, box			1 10
<b>Prepared and dried—</b>			
Skinless cod, 100 lb. cases			5 50
Boneless cod, 20 lb. boxes			0 06
Boneless fish, 20-lb. boxes, bricks			0 05
Boneless fish, 25-lb., boxes, per lb.			0 04
Dry cod in bundles			6 50
Shredded cod, 2 doz., per case			1 80
<b>Oysters—</b>			
Standards, bulk, per imp. gal.			1 50
Standards, imp., qt. tins, sealed			0 40
Oyster pails, pints, per 100			1 00
quarts			1 25
Medium boiled lobsters			0 18
live			0 18
<b>Pickled fish—</b>			
No. 1 Labrador herring, per bbl.			5 00
per half bbl.			3 00
No. 1 N.S. herring, half bbls.			2 75
No. 1 Sea trout, bbls			10 50
No. 1 Sea trout, kegs			5 75
Labrador salmon in bbls.			12 01
Labrador salmon, half bbls.			6 50
Large green cod, 200 lb. bbls			8 00
No. 1 green cod, in bbls. of 200 lbs.			6 50
Small			4 50
No. 1 Mackerel, pail			1 75
No. 1 green haddock, bbl.			6 00

TORONTO.

FRUIT—Lemons and oranges continue firm, the former undoubtedly exhibiting a steadily advancing tendency. Higher prices may be looked for until the arrival of the first Montreal steamer. The cranberry season has run its course. Most of the dealers managed to clear

## SHIP TO US

We pay highest market prices for

## DRIED APPLES

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

**THE W. A. GIBB CO.**

Packers and Exporters

7 and 9 Market Street,  
HAMILTON

## DRIED APPLES

BRIGHT, DRY STOCK  
WANTED

**O. E. ROBINSON & CO.**  
INGERSOLL

ESTABLISHED 1886

To Shippers of

# EGGS and BUTTER

We have a splendid outlet for your produce, and are buyers of all your Butter and Eggs. Will name a price each week for your shipments.

CORRESPONDENCE INVITED

## WHITE & CO., Limited TORONTO

PHONE  
MAIN 4106

### ECONOMY

in buying Lemons with a low price and uncertain quality isn't ECONOMY. "ST. NICHOLAS" and "HOMEGUARD" are a uniform high-grade pack.

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

### ARRIVALS THIS WEEK:

2 Cars Valencia Oranges, ord. 420s, large 420s and 714s.  
1 Car Navel Oranges, large sizes.  
2 Cars Palermo Lemons, large cases, 300s.  
Also Strawberries, Spinach, New Cabbage and other Early Vegetables, all at close prices.

1 Car Native Onions  
1 Car Florida Celery.  
1 Car Florida Tomatoes.

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

### The Celebrated "GOLDEN ORANGE" brand NAVELS

Grown and Packed at ARLINGTON HEIGHTS, California

Are in a class by themselves, beyond comparison, delicious and fine as silk, without a doubt THE MOST PERFECT ORANGE GROWN. CAR JUST RECEIVED. Send us your orders.

**HUGH WALKER & SON GUELPH, ONT.**

### OUR CUSTOMERS ARE HAPPY

since we started shipping *Signal* and *Warrior* brands California Seedless Oranges from Redlands and Chase & Co.'s *Florida Celery* from *Sanford*, also *Grape Fruit* from *Dunedin* (the real silky kind). Special prices for large lots. Give us your orders.

### MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

I offer for prompt shipment:  
**2,000 boxes (60 lbs.) Salt Dates**  
**1,000 bags French Peanuts**  
Prices and samples on application.  
**ANDREW WATSON**  
PRODUCE BROKER  
91 Place d'Youville, MONTREAL  
Phone Main 4409



### TRADE WINNERS.

Pop Corn Poppers,  
Peanut Roasters and  
Combination Machines.  
MANY STYLES.  
Satisfaction Guaranteed.  
Send for Catalog.

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




The shrewd Grocer stocks our  
**Pure Apple Juice**  
 for a variety of reasons, but mainly because it is pleasing to the palate and as wholesome as our justly famous line of  
**Jams and Jellies**  
 The demand for these trade-builders is increasing. Can you supply the demand?  
 The Belleville Fruit and Vinegar Co., Ltd.  
 Belleville, Ont.

**J. & R. McLEA**  
 Wholesale Fish Dealers  
 23 Common St. MONTREAL

No. 1 Lab. Salmon	11.00 ½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00
Frozen Smelts No. 1	6 ½ a lb.	
" " No. 2,	4c. a lb.	

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.

Can you afford to sell any product which may cause business to decline? If not, you'd best line up with shrewd grocers and push  
**"E.D.S." BRAND Jams and Jellies**  
 Not because I say they are the purest and the best, but because the Dominion Government declares that brand superior to all others manufactured in Canada. Write for particulars.  
 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, Ont.



Summer freight rates are now in effect.  
**SALT**  
 Fresh English Salt will arrive by first steamship.  
 All Brands and every grade  
 GLAD TO SEND PRICES  
**VERRET, STEWART & CO.**  
 LIMITED  
 12 Port Street, - - MONTREAL

**The Nibble of a Mouse**  
 will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**  
**IF A MAN WANTS CREDIT**  
 for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.  
 For Sale in Canada by  
**THE EBY BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**WM. T SLOANE, WINNIPEG, MAN.**



**ALLISON COUPON CO.**  
 Manufacturers  
 Indianapolis, Indiana.  
 We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1  
 Write for our quotations  
**W. S. LOGGIE CO., LIMITED**  
 CHATHAM, N.B.  
 Packers and Exporters of Canned Lobsters  
 —Wholesale only

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



out their remaining stock, but one or two were not so fortunate. The Spring banana trade is starting up actively and prices are firm. Pineapples are much higher, but prices will come down before long. Grape fruit continues first-class in quality, but stock is rapidly getting out of the market. Strawberries are easier, but the hot weather in the south has spoilt a large proportion of the stock in transit. The Louisiana is rapidly supplanting the Florida stuff.

Oranges	3 00	3 25
" Ordinary Valencias, 420's	4 00	4 00
" large 420's	4 50	5 00
" Extra choice navel, 96's, 112's, 128's, 250's	2 75	3 25
" 150's, 176's, 20's, 216's	3 50	3 75
" Palermo bloods, in 1/2-boxes, 80's, 100's, 110's	2 25	2 25
" in 3/4-boxes, 1 0's, 180's	2 50	2 50
" Ovals, 80's, 100's, 150's, 176's, 200's, 250's	3 25	4 10
Extra fancy navel, 96's, 150's, 176's, 200's, 250's	2 75	2 75
Bahamas, 126's, 150's, 176's, 200's, 216's, 250's	2 50	2 75
Mexicans 126's, 150's, 176's, 200's, 216's, 250's	4 00	5 50
Grape fruit, Florida, 48's, 64's	4 50	5 50
Lemons, No. 1's 300, 360	3 75	3 75
" 2's 300, 360	3 25	3 25
Pineapples, Florida and Cuban, 30's and 24's, 26's	5 00	6 00
Apples, snows	2 00	3 00
" Spies, No. 2 and fancy No. 1	3 25	4 25
Other varieties per bbl	3 00	3 00
Bananas, Jamaica firsts, per bunch	1 75	2 25
Bananas, Jumbo bunches	2 00	2 50
Strawberries, Florida, per qt.	0 60	0 60
" Louisiana, per pint	0 12 1/2	0 15

**VEGETABLES**—Trade is quiet, but there are several alterations in prices. Yellow onions are somewhat easier, and last week's quotation of 80 cents for new beets and carrots is hard to get. The first shipment of Florida tomatoes has been received and stock reported excellent. Rhubarb is a little firmer.

Potatoes, Delawares, per bag	0 95	1 05
" Ontario	0 75	0 85
Sweet potatoes, per hamper	2 00	2 25
New potatoes, per bush basket	3 00	3 25

Onions, Spanish, per large case	3 00	3 50
" small case	1 15	1 25
" Red Globe, per bag	1 75	1 75
" Yellow Danvers, per bag of 75 lbs.	1 90	1 90
" Green onions, per doz.	0 15 1/2	0 15 1/2
" Dutch sett, per lb	0 12 1/2	0 12 1/2
Cabbage, new Canadian, per case	2 75	3 00
" old, per bbl	1 75	2 00
" per ton	20 00	20 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 30	0 40
" Boston head, per doz.	1 00	1 25
Radishes, Bushland, per doz.	0 50	0 50
Cucumbers hot house, per doz., fancy Boston	1 50	2 25
" out-door, per hamper	5 00	6 00
Beans, white, prime, bush	1 40	1 40
" hand-picked, bush	1 50	1 50
" Lima, per lb.	0 06	0 06
" green, per bushel	4 50	4 50
Tomatoes, fancy, per crate	4 50	5 50
Tomatoes, Florida, per crate	4 00	4 00
Parsley per doz.	0 25	0 25
Celery, California, per crate, 7, 7 1/2, 8 doz.	6 00	6 00
" Florida, 4 and 6 doz., per case	3 00	3 25
Asparagus, fancy California large, per bunch	0 75	0 75
" per doz.	2 00	2 25
Fancy Baltimore spinach, per hamper	1 00	1 25
Rhubarb, per doz. bunches	1 00	1 25

**FISH**—Fresh caught trout and whitefish should be arriving by the end of next week. One or two lines quoted regularly have dropped out, but prices for the remainder rule about the same. Flounders have dropped a cent. A few fresh caught pike and carp have come to hand, but the demand is not great.

Haddock, fresh caught, per lb.	0 07	0 07
Whitefish, winter caught, per lb.	0 07 1/2	0 10
Trout, per lb.	0 10	0 10
Ciscoes, per basket	1 30	1 30
Finnan haddie, per lb.—fresh cured	0 10	0 10
Oysters, per gal.	1 80	1 80
Labrador herring, per half bbl.	3 00	3 00
" bbl.	4 75	4 75
Smelt's, No. 1, per lb.	0 08	0 08
Cod, fresh caught, per lb.	0 08	0 08
Halibut	0 12	0 14
Yellow pickerel, winter caught, per lb.	0 07 1/2	0 08
Tublees, per lb.	0 16	0 16
Shredded cod, per lb.	0 08	0 08
Shredded cod, per doz.	0 80	0 80
Flourders per lb.	0 04	0 04
Digby herrings per bundle	0 60	0 60
Bluenose cod, per lb.	0 06	0 06
Halifax fish cakes, case	2 40	2 40

**ALASKA SALMON FOR CANADIAN**

**All British Columbia Salmon Cans Should be Stamped for Identification.**

P. B. MacNamara, Canadian commercial agent at Manchester, has written again about the fraud practiced in Great Britain of substituting red Alaska for British Columbia salmon. He says:

"My informant assures me that British Columbia salmon of all grades reaches this country without mark of origin on the tin, and in almost all cases without marks other than an identifying mark on case in which shipped, corresponding with mark on B.L. for identification.

"There would be no possibility of fraud if the tins were stamped with a letter identifying the river, as after the tin is filled it could not be branded. The great part of the Alaska fish that contribute to the fraud is caught by large firms owning vessels adequately fitted up for catching and canning the fish on board, and hence it is effected at little cost as compared with cost to canners. This class of salmon is plentiful, large quantities are caught, but the quality is much inferior, being coarse and hard, neither can it compare in the matter of cleanliness with that put up in canneries as the space on ship is limited as well as the fresh water supply. The best quality of Alaska red salmon is selected to carry out the fraud,




**NEW PACK  
BRUNSWICK BRAND  
SCALLOPS  
CLAMS**

First orders in have preference. Freight prepaid on all shipments of canned goods. Price lists and information on goods cheerfully furnished. Wholesale trade only.

Yours respectfully,  
**Connors Bros., Limited**  
Black's Harbour, N. B.

Since introduction to Canada

**"King Oscar"  
Sardines**

have secured such a hold upon the public that the grocer finds it easy to buy in larger quantities—  
"King Oscar" Sardines do not stay on your shelves, they sell freely and well.

For sale by all Wholesale Grocers

**John W. Bickle & Greening**  
(J. A. HENDERSON)  
Canadian Agents, HAMILTON



## CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

### BUSINESS CHANCES.

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

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

**\$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.

**GROCERY Business for Sale**—\$1,300 new stock and fixtures, corner store; growing business; good reasons for selling; this is a snap. Address R. C. Strutt, corner Parliament and Sydenham Streets, Toronto. [16]

### SITUATION 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.

### SITUATION WANTED.

**ENERGETIC**, capable English grocer (36) married, desires situation in the Northwest or British Columbia; sailing May 3. W. G., 411 Market Place, Weaste, Manchester, England.

**COMPETENT** and reliable young man, with references, wants position as traveller in West. Send all applications to Box 142, GROCER, Toronto. [15]

### TRAVELLER WANTED

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

### AGENCIES WANTED.

**A** WELL known provision house of over 40 years standing in the United Kingdom, with a large staff of travellers calling upon the leading grocers (wholesale and retail), is open to represent a sound Canadian firm of packers. Address "Proprietary," care of Street's, 30 Cornhill, London, Eng.

**A** MAN of good address and 10 years' experience in the grocery and crockery business is moving to Victoria, B.C.; would be open for engagement to represent one or more lines in British Columbia; highest references. Address F.B., CANADIAN GROCER, Toronto. [18]

## YOUR SODA FOUNTAIN AND ICE CREAM TRADE

Do you want to do a little better than last season? See how our rates compare with prices paid for last year's supplies.

**PHOSPHORIC ACID  
FRUIT ESSENCES  
HARMLESS COLORS  
ICE CREAM POWDER**

We can supply you at right prices. Drop us a line for folder.

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

and a label bearing 'British Columbia Salmon,' without any other mark is put on in England. This salmon is bought from 17s. to 17s. 6d. per case, and is put in competition with genuine British Columbia salmon at 22s. to 22s. 6d.

"In many cases the fraud is discovered, and complaints, returns and cancel of orders follow, yet a great quantity reaches the consuming public upon whom the fraud is constantly perpetrated. Last season's pack of British Columbia salmon is very small. Prices in consequence will be higher, as best quality is very scarce indeed. One large firm is short 10,000 cases on existing contracts, and other firms are situated similarly."

### THE GRECIAN CURRANT SITUATION.

Those who read the article in a recent issue of The Canadian Grocer on the "Grecian Currant Retention Law" will be interested in some statements made a few days ago by Frank W. Jackson, New York, of the Grecian Currant Company. He said: "Currants on the spot have been subjected to some pressure during the past ten days in view of the earlier date when shipments from Greece will have the advantage of the payment of the export tax in cash rather than in currants. It was generally believed that the export limit, of which we have made mention already, would not be reached until about the last of April, but the demand from various markets has been considerably heavier than anticipated with the result that currants take advantage of the change in tax for shipment about April 1st.

"Our to-day's cables report the foreign market as steady and the impression is general in Greece that the market will not change to a lower level. It is reported on what seems to be good authority, that the quantity of currants in Greece for export, aside from retention currants, is not above 8,000 tons. It would at least appear that 10,000 tons would be sufficient to cover the available stock.

"The export of currants from Greece to the first of March is 18,000 tons in excess of the export to the world's markets to the same date last year. An interesting comparison might be drawn from the export figures to England. England purchased about 19,000 tons from March 1 to August 23 last year. Should she buy as many currants between these dates for the present season her purchases would be 10,000 tons more or less in excess of last year."

### PRESERVING FISH.

**A New Method Devised in Australia—Not Yet Patented in Canada.**

J. S. Larke, Canadian commercial agent in Australia, writes:

Some time ago a system of preserving fish was patented in Australia, Great Britain and the United States, but no protection was taken out in

Canada. A short time ago the Fisheries Department of this state made an investigation into its merits, and the experts of the department believe the process to be one of considerable value. It is exceedingly simple and not expensive. The fish are immersed in a tank, through which a stream of salt water, which has percolated through bone charcoal, is kept in circulation. At the one end of the tank is the reservoir of bone charcoal through which the water filters, and at the other end the water passes out through a series of sponges and sand, which collects the mucus of the fish and enables the water to be re-used. In Sydney the salt water used was water from the ocean. The fish lie in the tank five or six hours. The process is described in the United States patents, which can easily be obtained in Canada. It is not claimed that this process alone will preserve the fish for any length of time. Cool storage in addition is required, but the fish do not require to be frozen, hence the cells of the flesh are not burst and the full flavor of the fish is retained. A test of fish which have been preserved in cool storage in this way for several days has been made by the fisheries experts, who assert that the flavor cannot be discerned from fish that had been freshly caught. Canadian fishermen can make an experiment which would not be costly, and thus satisfy themselves of the value of the process.

### STOCKS OF LARD.

According to the monthly bulletin issued by the N. K. Fairbank Co., the stocks of lard held in Europe on April 1 were 92,100 tierces, a gain of 12,200 over a month before. Stocks afloat for Europe on the first instant were only 60,000, as against 75,000 on March 1. The total stocks in Europe and afloat on April 1 were thus 152,100, a shrinkage of 2,800 from last month's estimate. On April 1, 1906, they were 164,000, on the same date, 1905, 168,450, and two years previous to that only 91,100.

The total number of tierces held in America on April 1 were 79,212, a drop of 5,601 from last month's figures, and an increase of 1,629 over last year's holdings. On April 1, 1905, the stock on hand was 154,068, in 1904, 135,488, and in 1903, 37,131.

Of the European cities Hamburg is again in the lead with 25,000, the Baltic ports rating second with 19,500. The former shows an increase of 5,000 tierces over last month's holdings, and the latter a gain of 1,000. With regard to the other European cities, the order is substantially the same as last month, the only noticeable change being Berlin, which, with 6,000 tierces, an increase of 4,000 over March 1, rises from 7th to 5th place in the list. All but two show a gain over last month. The American cities, on the other hand, without exception, show a falling off of from one to twenty-two hundred from the stock of March 1, New York heading the list with a drop of 2,203.

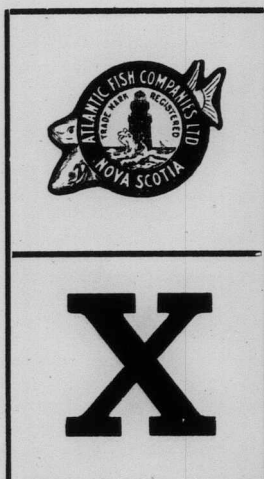


# IF YOU WANT YOUR CUSTOMERS TO LIVE LONG FEED THEM ON FISH.

There's no healthier diet in the world and none that tastes nicer for breakfast than

## "Halifax" "Acadia" or "Atlantic" Codfish

The sale of these brands increases every month because they meet the requirements of particular people.



**Atlantic Fish Companies, Limited**  
**LUNENBURG, NOVA SCOTIA**

A. H. BRITAIN & CO., General Agents for Quebec and Ontario, Board of Trade Building, MONTREAL

*You can't beat the West - Booths selling  
fast - one exhibitor will give away a grand  
Piano - another will give away a pony and  
cart - the railroads will give excursion  
rates - Every resident of Western Canada  
will be invited - Thousands will come -  
Our Association will meet in annual  
convention - It's the Food Manufacturers  
greatest opportunity -*

*Western Canada's Big Pure Food Show  
Winnipeg July 1-13-07.*

*Secure a space  
and share the  
profit - you can't  
lose.*

*Address  
W.A. Coulson Secretary  
Retail Merchants Assn of Western Canada  
53 Scott Block  
Winnipeg Man*



GROCERY NEWS OF THE ATLANTIC PROVINCE

Halifax, April 9.

With improved weather conditions the receipts of eggs are increasing and the price is showing a steady decline. They have dropped three cents per dozen since last report and a further decline is sure to follow next week. The price of butter is steady but the receipts are better and more local made stock is reaching the market. There is a good market for all that is brought along. Cheese are very firm.

Fish—The fish markets are very dull, both home and foreign at the present time. According to advices received here there is a slump in the foreign markets and the fish dealers of Newfoundland have been hard hit. One firm has already been forced into liquidation. It is stated that they paid a million dollars too much for their fish the past season. For the first time for several weeks fresh boiled lobsters were offered for sale in this city during the week just closed. They are small in size and retail at \$1.00 per dozen. Halibut is more plentiful now and the demand is fair. The retail price has dropped from 20 to 15 cents per pound.

**New Fruit and Produce Co.**

A company to be known as the Hants County Fruit and Produce Company has been incorporated under the laws of Nova Scotia. John L. Sexton is the president, and F. H. Manning, of Falmouth, the secretary and manager. The company will occupy the large brick warehouse built by Manning and Sexton, on the site of the old Dufferin Hotel in Windsor. The capital stock of the company is \$10,000 and it has power to buy, sell or handle on consignment all kinds of farm produce, especially apples in their season, and to carry on a general wholesale and retail flour, feed and grain business. The company will rent storage for fruit and other goods or act in the capacity of general warehousemen. As a side line the company intends handling all kinds of farm machinery, wagons, etc.

**More Mixed Farming.**

A well-known agriculturist says that the tendency of farming in the Annapolis Valley has been to run more and more exclusively into fruit raising. For years past there have been those who have advised against this. The trend of events now seem to emphasize the arguments of those who have advocated mixed instead of exclusively fruit farming. With the prices for apples remaining stationary, and those for butter, beef, pork, poultry, mutton, cheese, etc., advancing the temptation to neglect everything else for the orchard is growing less strong, and we may expect to see a revival of stock-raising in its various forms in Annapolis and Kings counties. This will have a doubly good effect, as it will enable the farmer to increase his cash sales and cut down the big fertilizer bill. If the Valley farmers can solve the problem of fertilizing their own farms they will be on the way

to prosperity. Times have changed within a quarter of a century in Nova Scotia, and now there is a demand for more than the farmers can produce, and the prices are greatly advanced. Butter and eggs command a better price than ever before.

**Grocer's Money for Charity.**

The late R. T. Forristall, grocer, left an estate valued at between 30,000 and \$40,000. He bequeathed \$200 each to five charitable institutions, and directed that the residue be divided among such charitable institutions as the executors

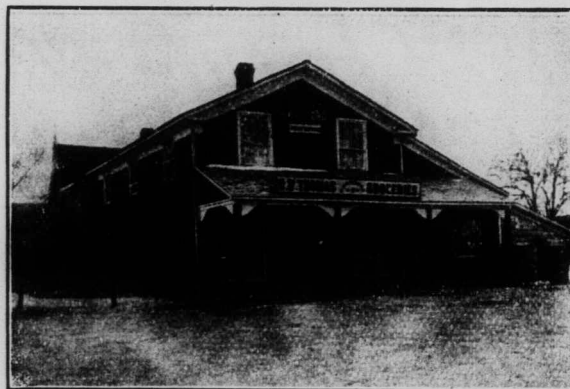
may see fit. The stock is now being appraised by F. T. Courtney and W. Stetson Rogers, and the business is offered for sale by tender.

Thomas Major and Sons, grocers, are retiring from business, and the premises are on the market. The stand is an exceptionally good one for a grocery and has been used as such for more than forty years.

J. H. Treen, commission merchant of Sydney, was a visitor to the city this week.

The West India liner Olenda, landed 6,000 packages of sugar and 800 packages of molasses at this port last week.

**A STOREKEEPER WITH IDEAS**



The many general merchants who are subscribers to The Canadian Grocer will have been interested in the advertising device described in last week's issue by R. J. Thomas, of Hartford. They will be interested in the accompanying pictures of Mr. Thomas himself and of his

store. Mr. Thomas' advertising device was a means also of disposing of the packing cases and boxes that often accumulate in a way to become a nuisance to the merchant. It is worth noting that Mr. Thomas' credit is reported Al by Bradstreet.

**DRINK MELAGAMA.**

Minto Bros., proprietors of "Melagama" tea, have had erected on the roof of T. Lindsay & Company's warehouse, at Ottawa, a large electric sign, which ever and anon flashes to the public the advice: "Drink Melegama Tea." It is a proof of the progressive spirit of this firm. They are always ready to assist the retailer and—as everyone knows—no matter how excellent the value of an

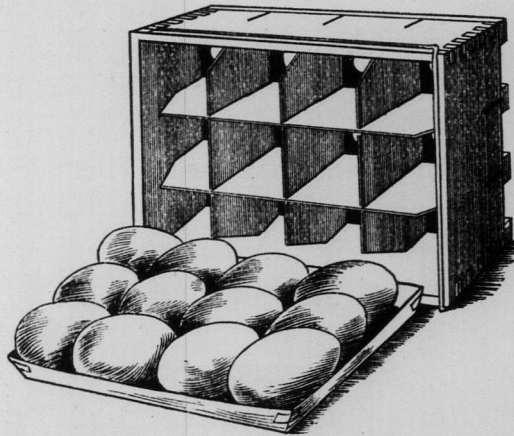
article it has to be advertised. The proprietors of "Melagama" are never behind in this respect.

Fielding & Campeau, Windsor, had a fire recently which practically destroyed their stock. They have installed an entirely new stock, as well as a very large cooling room to accommodate their provision and meat department.



## IT IS FOOLISH TO BREAK EGGS!

When for a very small cost you can install a system for delivering eggs from your store to the customer's house with absolutely no breakage.



## THE STAR EGG CARRIER and TRAY

are indispensable to the grocer who wants to stop the leaks in his business.

The old-time pasteboard and wire carriers are costly, slow and clumsy. Not only does the Star egg carrier quickly pay for itself by stopping breakage, but it saves much time, and time is money.

The Star egg carrier is not only quick but it is automatic; it will deposit the eggs anywhere (either one or two dozen) without waiting for a dish to place them in or waiting for anyone at the house to receive them; moreover as the carrier need never leave the delivery boy's hand there is no excuse for losing it.

Ask your jobber to send you a sample order, or write to the Canadian agents :

**The MacLaren Imperial Cheese Company, Limited**  
**TORONTO, ONT.**



# A Twentieth Century Business Plan

Even suppose I marketed my cigars in the old way—the way all my competitors market theirs—Grocers couldn't possibly make a mistake in stocking my

## PHARAOH and PEBBLE

because their superiority to all other cigars as trade winners is admitted by a big majority of the Grocers in Canada. They say that my plan of doing business is not only a surety of the goodness of my cigars, but it also safeguards their profits absolutely and completely. Do you know the advantages of my plan to you? A post card brings particulars.

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

**Mr. Grocer!** You **must** sell tobacco. **You can not afford** to sell ordinary tobacco, because the man who pays the bills argues: "If his tobacco is no good I've no faith to place in the purity and wholesomeness of his provisions." Eliminate all doubt from that man's mind by stocking

# T. & B.

the best pipe tobacco ever placed on the Canadian market. Ask any dozen pipe lovers you know which tobacco you should stock and their decision will please and pay us both.

**T. & B. Sells more than Tobacco.**

**The Geo. E. Tuckett & Son Co., Limited**

**HAMILTON, CANADA**

### LOOSE-LE

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**LOOSE-LEAF ACCOUNTS IN COURT.**

John A. Green, secretary of the National Association of Retail Grocers of the United States, in the weekly bulletin of the association says about loose-leaf book-keeping:

On account of the many devices being placed on the market for keeping a record of credit between the retailer and the consumer, many letters of inquiry have reached this office in regard to whether a loose-leaf system would have any standing before the courts.

There are, at the present time, a great many of the retailers adopting the new system and discarding the old ledger, and the duplicate loose-leaf method is gaining ground every day. Hence, the many inquiries in regard to its standing before the courts.

The following result of a thorough examination by the authorities of this question was made public in the Banking Law Journal for July, 1905, which I think has a direct bearing on the question at issue, and we are not aware of any higher court decision specifically relating to the admissibility of loose-leaf books as evidence since the time when the above was published, nor bearing upon the weight of credibility of such evidence as compared with evidence afforded by a bound book. The report was as follows:

"A correspondent writes asking 'As to the admissibility in evidence of loose-leaf books' and for citation of any decisions which have been rendered by the courts on this point. We find no decisions of any of the higher courts bearing upon the admissibility of loose-leaf books as a distinctive form, but believe they are admissible as evidence, to the same extent and for the same purposes as bound books of account, while having certain decided advantages in respect of convenience.

"A notched stick, pieces of board sawed out of a corn crib, and boards upon which the measurements of lumber were kept, all have been held good books of original entry, and receivable as evidence.

"The manner of keeping the accounts, and their purpose, is the important consideration, rather than the form of the books themselves."

Where accounts offered in evidence as books of original entries had been started in a small pass book and continued on sheets of paper attached together, and were objected to on the ground that the entries made upon the sheets were not made at the time of their respective dates, the dates not being in chronological order, and the ink having the appearance of being fresh, indicating that the entries were made simultaneously, it was held the account was admissible for whatever it was worth, going to the jury subject to criticism and cross examination.

Where account books have become shop-worn, the outside covers and some inside pages lost, the threads binding the leaves in some cases loosened, and leaves fastened together with a pin, held admissible their condition being a

matter going to their weight and credibility with the jury.

**LIGHT WEIGHTS IN NEW YORK.**

**Dishonest Methods Checked by Prosecutions—Some New Devices.**

In the annual report recently issued of the Bureau of Weights and Measures, New York, 2,750 violations with penalties aggregating \$68,750 were reported.

According to the following paragraph in the report, some New York grocers have a systematic method of cheating their customers:

"One of the largest retail grocers in Brooklyn was visited by an inspector at noon on a certain Saturday, who tested a number of packages of flour and sugar, which he found short of weight from four to six ounces. He warned the manager and the clerks not to sell these short weight packages, but to refill them to the correct weight. The answer given by the manager was that 99 out of every hundred grocers did the same. At about 8 p.m. that same day the inspector visited the store while several packages were being sold, and upon the reweighing of a three and a half pound bag of flour purchased it was found to be one of the several bags examined that day, and four and one-half ounces short weight. The result of this inspection and prosecution was very effective in stopping this kind of larceny, and the fact that the dealer was fined \$100 spread through the grocery trade, with the result that it is now hardly possible to find a short weight package sold, and not one genuine complaint has been received of late indicating that such frauds are practiced any longer."

Some of the devices used by butchers

**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

We shall receive from different European firms, per Str. direct to Quebec, \$25,000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

**All First-Class Grocers**

**Handle**

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**



THE CANADIAN GROCER

in "fixing" the scales are interestingly described as follows:

"There was one brand new and indeed an ingenious electric device discovered this year. It consisted of an incandescent bulb hung on the hook of a scale, presumably to show the face of scale to better advantage to the customer, who, by the way, only looks at it when his purchase is on it, and does not discover that the scale pointer starts at two ounces beyond the zero point. An inspector found the bulb suspended as described. A new excuse went with the new trick. It was merely hung out of the way, said the dealer, but upon inspection it showed that it was two ounces in the 'weigh.'

Another explanation given for a scale found seven ounces fast was that the scale had a hole in the pan and it was an ounce against the dealer, so to obviate any possible chance of losing one ounce on account of such hole, he placed a bag with a seven-ounce bar of solder in it, hung upon the pan, and began selling turkeys at 22 cents per pound.

"The attachment game is worked only by the boldest butchers who give short weight and it is only resorted to upon Saturday nights during the rush hours, at which time many of them have been found. It is used because it is surer than the overcharge method, inasmuch

as the weight of attachment is always paid for, and is shown on scale in the weight charged."

THE GROCER AND TEA.

To the Editor of The Canadian Grocer:

It has occurred to me lately, especially during a recent visit to the town of Simcoe, that the great abuse that the retail trade is suffering from (in the line of business I am in) is the tea pedlar.

In the town mentioned I recently hired two young men, and made enquiries at every dwelling house there as to the line of tea they were drinking, where they got it from, and also left a sample of "Salada." I found that at least three houses out of every five were getting their tea through a well-known tea pedlar in London, Ont., and getting only indifferent tea at that, certainly nothing like the quality that the retailer has for sale, but most of them keep it in the back-ground, and push their bulk teas, giving the desired opportunity to the pedlar to get in his "fine work" with the consequence that there was comparatively little tea sold by the retailer in Simcoe. If the retail grocer was only true to himself, he would soon have the tea trade back to where it belongs, and this impressed itself so strongly on me, that I am taking the

liberty of asking publicity from my experience in your widely circulated journal.

A. S. GORMALY.

Toronto, April 6, 1907.

WALL PAPER ADVERTISING.

Good stores are paying more attention than ever to the advertising of wall papers, and such a policy must certainly be profitable. Some have even devoted an exclusive ad. to this line occasionally. We note with satisfaction the better tone that pervades their talks to the public, and this comes from a better appreciation of the merits and possibilities of the goods. One ad. that we have picked out at random has an attractive illustration and is headed "Artistic Wall Decorations." Part of the matter following is reproduced:

"Spring is at hand, which means that you soon will be brightening up your present home. We have a very nice line of high-grade wall papers, made for those who appreciate the best efforts of clever artists in most elaborate combinations, with which you will be able to match any particular kind of house-furnishings." The heading is excellent; the word "decorations" gives the goods a higher standing in the eyes of the public than would the mere term "wall papers."



On one side  
you will  
always find  
that

"Cow Brand"  
Baking Soda

is the purest and strongest  
baking soda you can  
buy.

On this side  
you will  
find

Satisfied Customers,  
Steady Demand  
and  
Good Profit.

CHURCH & DWIGHT, Limited

Manufacturers  
MONTREAL



DON'T,  
GROPE  
AROUND  
IN THE  
DARK

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

One Cent. Per Word

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





Determine to  
Fully Satisfy Every  
Customer For  
**Wall Paper**

If you have not just the right goods in stock, give us the particulars and get

**Stauntons' Decorative Specialties**

which will help you to make the sale and win for you another pleased customer. Write us for samples. Be assured of prompt and efficient service.

**STAUNTONS**  
LIMITED  
Makers of  
Superior Wall Papers  
TORONTO

# EDMONTON

and the enormous territory for which it is the distributing centre is developing faster than any other section of this continent.

## Edmonton's Building Record

for 1906, places it in 5th place on the list of Canadian Cities

## Clearing House Returns

give Edmonton 13th place. It is rapidly climbing up

### DO YOU WANT TO SHARE THIS

#### TRADE ?

Premises to Let—Consignments Received for Storage and Distribution.

Best Storage in the West—on spur track in the wholesale centre.

## F. T. FISHER

Drawer 14

## Edmonton, Alberta

**BANISH  
"BLUE MONDAY"**

**SELL**

# SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new **LAUNDRY SOAP**

# SUNNY MONDAY

**SUNNY MONDAY** is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

**YOUR CUSTOMERS** should try it and avoid the aching backs which cause "Blue Monday"

## SUNNY MONDAY

**SAVES LABOR, TIME, CLOTHES  
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

**THE N. K. FAIRBANK COMPANY - - Montreal**



# Here

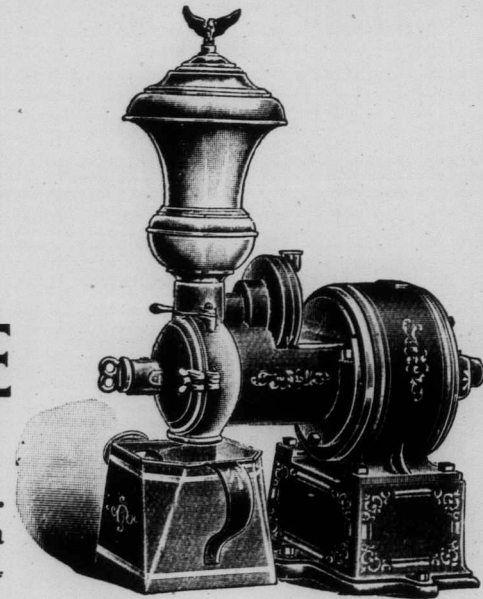
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

## THE ENTERPRISE

### Electrically Driven Coffee Mill

The  $\frac{1}{4}$  H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize  $\frac{1}{4}$  lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



## Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

### Walker Bin Fixtures



insure :

- A clean and attractive interior
- Fresh stock temptingly displayed
- Prompt and efficient service
- Satisfied and permanent customers
- A larger volume of business and

### INCREASED PROFITS

**WALKER BIN FIXTURES** are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**THE WALKER BIN & STORE FIXTURE CO., LIMITED**

**BERLIN, ONT.**

Representatives

Manitoba: Stuart Watson, Winnipeg, Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

## COLES Electrically Driven Coffee Mills

Single and Double Grinder

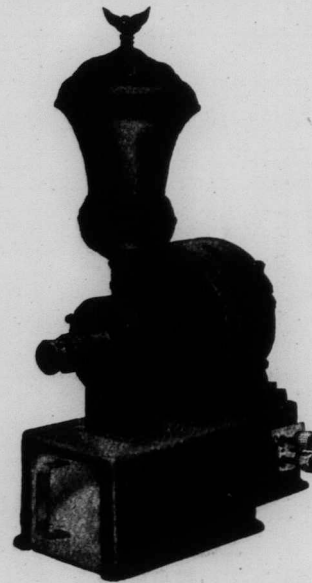
Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

**Our Grinders Wear Longest**

**Grinding Capacity**

Granulating 2 lbs. per minute.



**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

**PHILADELPHIA, PENN., U.S.A.**

AGENTS:

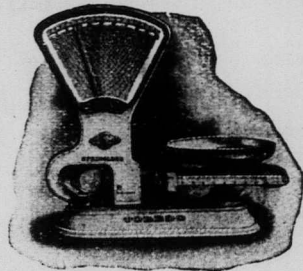
Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.



## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it paid for with the money you are now losing.  
 For Catalogue and information apply,



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

The Arctic Refrigerator, made for all lines of business. We have just what the grocer needs. The best on the market. Write for our new catalog.  
**JOHN HILLOCK & CO., LIMITED TORONTO, ONT**

## TRADE WITH ENGLAND

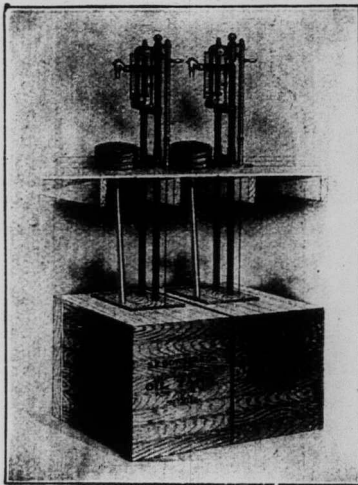
Every Canadian who wishes to trade successfully with the Old Country should read

### "Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80).  
 Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## Bowser Oil Tanks Pay



CUT No. 35  
 CELLAR OUTFIT  
 FOR TWO KINDS OF OIL

The purchase of a Bowser Self-Measuring Oil Tank does not mean an additional expense. As in all good investments, there is a first cost, but the money saved by the Bowser in the first year alone will repay the original price.

### The Bowser Pays Because

It is an oil saver, and oil costs money.  
 It is a labor saver, and labor costs money.  
 It is a time saver, and time is money.

Our booklet B tells why the Bowser saves. Send for it to-day.

## S. F. BOWSER & CO., Inc.

Makers of Kerosene and Gasolene Tanks

66-68 Fraser Ave.

TORONTO



REFRIGERATORS  
 FOR BUTCHERS AND GROCERS.  
 EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS.

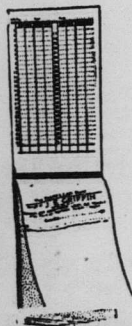
### Foolish Economy

There is such a thing.  
 There are men who save dimes to lose dollars. The retailer who worries along without our

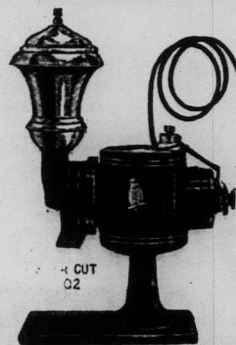
## "Duplex" Counter Check Book

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**





# IT IS JUST THIS

The quality of Maconochie's Pickles cannot be improved. Money will not do it—we pay the highest price for the best raw materials the world produces. Skill will not do it—the art of preserving vegetables in vinegar has in Moconochie's factory reached the highest state of perfection that the human brain can devise. Still we are not satisfied. To have placed in the hands of the grocer the **greatest value** in pickles is not enough.

## LOOK OUT FOR THE NEW SCREW BOTTLE

If we could not improve the contents, we found there was room for improvement in the bottles. We are therefore putting on the market an entirely new style of bottle, handsome in appearance, easily opened, and air tight. The stopper is gold lined and waxed to resist the action of the vinegar, thus preserving the flavor of pickles from contamination with cork, rubber or metal. No cork screw is needed to open the bottle; there is no lever to rust and get out of order.



## THIS BOTTLE WILL APPEAL TO YOUR CUSTOMERS

just as strongly as a combination of quality, value, and profit appeals to you.

Order from your wholesale grocer, but in justice to yourself refuse to accept a substitute.

A price list of Maconochie's goods can be obtained from the agents

**MacLaren Imperial Cheese Company, Toronto**

**Maconochie Bros. Limited**  
**LONDON, ENGLAND**

Quot  
The  
responsibl  
Grocer, at

Br  
Cook's Friend-  
Size 1, in 2 and  
" 10, in 4 doz  
" 2, in 6  
" 12, in 6  
" 3, 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

Casco.  
4 doz.....  
3 doz.....  
1 doz.....  
3 doz.....  
1 doz.....  
4 doz.....

Ocean Baking  
" "  
" "  
Borax, 1  
Cornst  
Freight



ROY.  
Sizea.

Royal—Dime  
" 1 lb. ...  
" 6 oz. ...  
" 1 lb. ...  
" 12 oz. ...  
" 1 lb. ...  
" 3 lb. ...  
" 5 lb. ...

Barrels—Whe  
cent. disc

CLEVEL

Cleveland's—1  
" "  
" "  
" "

Barrels—Whe  
cent. disc

T.

Crown Brand  
1 lb. tins, 2 doz  
1 lb. " 2 "  
1 lb. " 4 "

Keen's Oxford  
In 10-box  
Reckitt's Squ  
Reckitt's Squ  
Gillott's Man  
Nixey's "Cer

accordi



# 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.

April 12 1907.

### Baking Powder.

Brand	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$3 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

### W. H. GILLARD & CO.

Brand	Per doz.
Diamond—	
1 lb. tins, 2 doz. in case	\$3 00
1 lb. tins, 3 " "	1 25
1 lb. tins, 4 " "	0 75

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 lb.	10 50
1 doz.	5 lb.	19 75

### OCEAN MILLS.

Brand	Per doz.
Ocean Baking Powder, 1 lb., 4 doz.	\$0 45
" " 1 lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 35
Borax, 1 lb. packages, 4 doz.	0 40
Cornstarch, 40 pk. in case.	0 78

Freight paid 5 p.c. 30 days.

### MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
8 doz.	5c.	\$0 40
4 " "	4-oz.	0 70
4 " "	6 "	0 75
4 " "	8 "	0 85
4 " "	12 "	1 40
4 " "	12 "	1 45
4 " "	16 "	1 65
4 " "	16 "	1 70
1 " "	2 lb.	4 10
1 " "	5 "	7 80
1 " "	6-oz.	Per case
1 " "	12 "	\$4 55

### ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	\$0 95
" 1 lb.	1 40
" 6 oz.	1 95
" 1 lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

### CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	\$0 93
" 1 lb.	1 33
" 6 oz.	1 90
" 1 lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

### T. KINNAR & CO.

Brand	Per doz.
Crown Brand—	
1 lb. tins, 2 doz. in case	\$1 20
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45

### Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nitrey's "Cervus", in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 to 0 10

### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1 gross, 2 oz., or 1 gross, 4 oz.	
Reckitt's Zebra paste, 1-gro. boxes,	\$10.20
per gross.	

### JAMES' DOME BLACK LEAD.

Size	Per gross.
5a size	\$2 40
5a size	2 50

### Cereals.

Wheat OS, 2-lb. pkgs., per pks.	0 08
" 7-lb. cotton bags, per bag.	



### PETERBOROUGH CEREAL CO.

Canada Flakes	
" English	
36/10's	\$2 85
Canada Flakes	
" Household	
24/25's	5 00
5-case lots	4 90

Freight prepaid on 5-case lots assorted.

### Chocolates and Cocoas.

#### THE OOWAN CO., LIMITED.

Cocoas—	
Perfection, 1/2-lb., per doz.	\$2 40
" 1 lb., " "	1 25
" 10c. size " "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1.5 and 10-lb. tins, per lb	0 20
" No. 2.5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolates—	
Queen's Dessert, 1/2's and 1/4's per lb.	\$0 40
Vanilla, 1/2's	0 25
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.	\$0 30
Diamond, " "	0 25
Special Diamond, 1/2's, " "	0 22
" 8's, " "	0 22
" 8's, " "	0 30

The following unsweetened:

Perfection, 1/2's, per lb.	0 30
" Flat cakes, per lb.	0 30

#### Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

#### Confections—

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—	
Caracons, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal" sweet, 1/2's, 6-lb. boxes	0 42
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond", 1/2's, 14-lb. boxes	0 24
Fry's "Monogram", 1/2's, 14-lb. boxes	0 24

#### Cocoas—

Concentrated, 1/2's, 1 doz. in box	2 40
" 1 lb., " "	4 50
" 1 lb., " "	8 25
Homeopathic, 1/2's, 14-lb. boxes	
" 1/2's, 12 lb. boxes	

#### EPF'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

### BENSCHORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
1 lb. tins, 4 doz. to case	per doz., \$ 30
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	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.	



Elite, 1/2's (for cooking)	\$0 32
Prepared cocoa, 1/2's	0 30
Prepared 1/2's	0 28
Mott's breakfast cocoa, 1/2's	0 40
" " " " " "	0 38
" No. 1 chocolate, 1/2's	0 32
" Navy " " "	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 24
" Confectioner's chocolate, 2-lb. to 0 31	
" Sweet Chocolate liquors, 2-lb. to 0 35	

### WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 37
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 27
Caracons sweet chocolate, 1/2-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 41
Oracked cocoa, 1/2-lb. pkgs., 5-lb. bags	0 34
Caracons 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—	
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 38c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins, 38c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 26c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins, 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	

Premium chocolate—	
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	32c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	32c.

Milk chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	28c.
100 2-cent pieces in box, each	\$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	\$1.25
6-lb. boxes, 12 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	26c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	28c.

Diamond sweet chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	22c.
6-lb. " 12 " " " "	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins in case	35c.

### TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquettes (20)	1 50
20c. " " " "	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 85
" Reindeer " brand per case (4 doz.)	5 60



### Coffees.

Brand	Per lb.
JAMES TURNER & CO.	
Mocha	\$0 33
Damascus	0 28
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 12

### E. D. MARCEAU, Montreal.

"Old Crow" Java	\$0 35
" 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 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec	0 15
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.

### 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 Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Books	Un- num bered.	Covers and Coupo ns
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	2c.	3c.



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

### SELLING SATISFACTION

is a leading attribute of

## BORDEN'S BRANDS

**"Eagle Brand"**  
Condensed Milk

**"Peerless Brand"**  
Evaporated Cream

No milk can be purer—No brands more profitable to sell—All jobbers sell them

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

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

(Unsweetened)



Allison  
\$1 00 to \$3 00  
5 00 books ..  
10 00 " ..  
15 00 " ..  
20 00 " ..  
25 00 " ..  
30 00 " ..



The Davidson  
E2

LAPORTE  
"Vita" Pasteur

Bottles 1-oz.,  
" 2 "  
" 4 "  
" 20 "  
" 20 "

In:

Robinson's paste  
" "  
" "

JAM

SOFT

Frank B

range marmal

Clear jelly mar

Strawberry W. I

Raspberry "

Apricot "

Black currant

Other jams....

Red currant jelly

T.

Compound Fruit

12-oz. glass jars, 3

2-lb. tins, 3 doz. i

5 and 7-lb. tin pa

crabs.....

7 and 14-lb. wood

30-lb. wood pails.

Compound Fruit

12-oz. glass jars, 3

2-lb. tins, 3 doz. i

7 and 14-lb. wood



# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

## THE GROCER



who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

### BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled. Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

## WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

**Allison's Coupon Pass Book.**

\$1 00 to \$3 00 books	4 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
50 00 "	12 "

**Cleaner.**

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**

LAPORTE, MARTIN & CIE, LTD.  
"Vita" Pasteurized Extract of Beef.

Bottles 1-oz., case of 2 doz	\$3 30
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

**Infants' Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " groats 1-lb. tins	1 25
" " " 1-lb. tins	2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS.

Frank Magor & Co. Agents.	Per doz.
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Raspberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	1 75
Red currant jelly	\$1 50
	2 75

**T. UPTON & CO.**

Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case	per lb. 0 07½
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	0 08½
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 3 doz. in case, per doz.	0 07½
7 and 14-lb. wood pails, 6 pails in crate	

30-lb. wood pails	per lb. 0 07
Home Made Jams—absolutely pure—	0 06½
1-lb. glass jars (16-oz. gem) 3 doz. in case	\$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

**Lard.**

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces	\$0 10½	30-lb. tin pails	2 05
4-bbls.	0 10½	Cases 3-lb.	0 10½
Tubs, 60 lbs	0 10½	" 5-lb.	0 11½
Pails	2 15	" 10-lb.	0 11½

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (35 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
Tar licorice and Tolu wafers, 5-lb. cans	per can 1 50
Licorice lozenges, 5-lb. glass jars	per jar 2 00
" 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

**Lye (Concentrated).**

GILBERT'S PERFUMED.

1 case of 4 doz.	per case \$2 00
3 cases of 4 doz.	5 50
5 cases or more	8 40

**Mince Meat.**

Wetthey's condensed, per gross net	\$13 00
per case of doz. net	3 00

**Mustard.**

COLMAN'S OR KERR'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 80
" 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 25
" 1-lb. tins	1 45

**E. D. MARCHEAU, Montreal.**

"Condor" 12-lb. boxes—

1-lb. tins	per lb. \$0 25
1-lb. tins	0 25
1-lb. tins	0 25½
1-lb. jars	per jar 1 20
1-lb. jars	0 25
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 25
1-lb. tins	0 25
1-lb. tins	0 25½
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
" pta. 24's	6 50
" 1-pt. 24's	4 25

**Orange Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 3 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 3 doz. case, per doz.	1 75

**Sauces.**

Worcestershire, Holbrook's, small	per doz. \$2 15
Worcestershire, Holbrook's, large	per doz. 3 00
Less than case lots, 10c. and 15c. doz. extra	

**Soda.**

OW BRAND.

Case of 1-lb. containing 60 packages per box, \$3 00	
Case of 1-lb. (containing 120 pgs. per box, \$3 00)	
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pgs., per box, \$3 00)	
Case of 5c. pgs. containing 96 pgs., per box, \$3 00	

**MAGIC BRAND.**

No. 1, cases, 60 1-lb. packages	per case \$2 75
No. 2, " 150 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 4, " 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pgs.	per case 2 25
5 cases	3 75

**Soap and Washing Powders.**

GUELPH SOAP CO.

Royal City Soap (bar)	1 case. 5 case.
Peerless Soap (bar)	2 50 2 40
Standard Soap (cake)	2 50 2 40
Crystal Soap Chips, per lb. 5c.	2 40 2 30

JOHN TAYLOR & COMPANY, TORONTO.



**Taylor's best borax soap.**

1-case	5-case	10-case
\$4 00	\$3 85	\$3 75

A. P. TIFFET & CO., Agents.

Maypole soap, colors	per gross \$10 30
black	15 30
Oriole soap	" 10 30
Gloriosa soap	" 12 00
Straw hat polish	" 10 5

**Starch**

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$0 05½
No. 1 " 2-lb. "	0 05½
Canada laundry	0 05½
Silver gloss, 5-lb. draw-lid boxes	0 07½
Silver gloss, 5-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 05½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pgs.	0 05½
Benson's enamel	per box 1 25 to 2 50
Ordinary starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
AMERICAN PURE FOOD COMPANY.	
Japanese Starch	Case
1 case, 5 doz.	\$5 00
5 " 5 " "	4 85
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY"	
12-oz. case, 4 doz.	0 80
Lot 10 cases, freight paid.	







1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

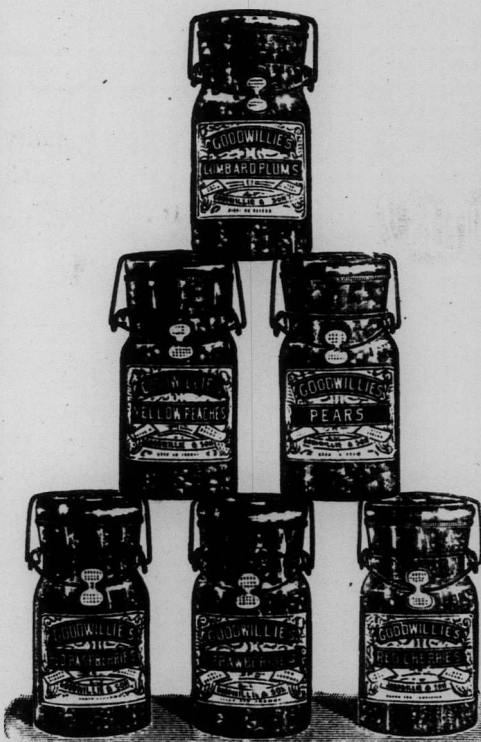
## "Batger's"

Strawberry Jam has all these, and other points, also, that have made it so popular with the GROCER and the CONSUMER alike.

Try a case of 4 doz.

# Strawberry Jam

Agents:  
ROSE & LAFLAMME  
Montreal and Toronto



The Fresh Fruits are carefully selected  
.....  
Their delicious flavor appeals to everybody

You should have them in stock.

Agents:  
ROSE & LAFLAMME, - - - MONTREAL

A lot of grocers spent

## One Cent

last week in dropping us a post card for our price list of

# MATCHES

They are this week making

## Dollars

If you did not write us do so now—

Address as under

# The Improved Match Co., Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.

Every day our factory is in operation, we turn out 150,000 cans. We're as busy as we can be, running every day and a good many nights.

ACME CAN  
WORKS  
MONTREAL

The above significant statement will convey a certain hint to your mind. We are not filled up, but nearly so. The sooner you can send us your order the better pleased will we be.

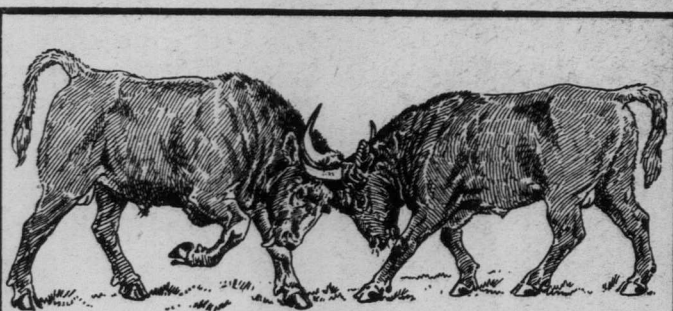












**STRENGTHEN YOUR HOLD**

on your best customers by  
only selling them the best.

**“BOVRIL”**

is the BEST fluid beef to  
stock, because it sells  
quickly and is always to  
be relied upon.

**Wethey's  
Mince Meat**

(In Cartons)

has been recognized as the standard of  
Canadian excellence for a quarter of a  
century.

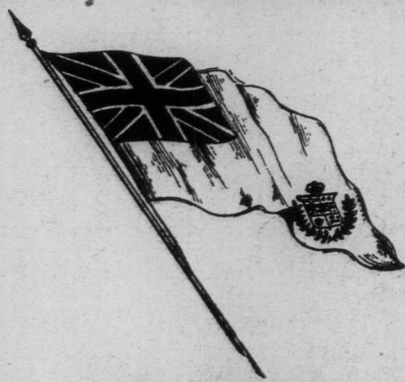
**PURE                      WHOLESOME                      RICH**

**“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 traveller who has nothing  
new or interesting to offer you  
every trip is no use to you or  
value to his house.

Ask our Travellers to show you

**Change No. 63**

It is a list of reasonable bargains. Some lines  
offered may be

**Just What You Want**

**4 FREE** long distance phones.  
Write—or better, wire or phone  
at our expense.

**LUCAS, STEELE & BRISTOL**  
**HAMILTON**