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# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXII.

MONTREAL, TORONTO, WINNIPEG, MAY 8, 1908.

NO. 19



Still the leader in Blue

## Keen's Oxford Blue

is the grocer's most reliable brand of laundry blue. Its superior excellence and non-streaking qualities make it the safest brand to sell.

For sale by all jobbers.

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

# STARCH

For Cooking Purposes, Puddings, Blanc-Manges, Desserts,

**Benson's "Prepared" Corn**

For the Finest Laundry Work

**Edwardsburg "Silver Gloss" Starch**

are unequalled as trade-getters and trade-holders.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

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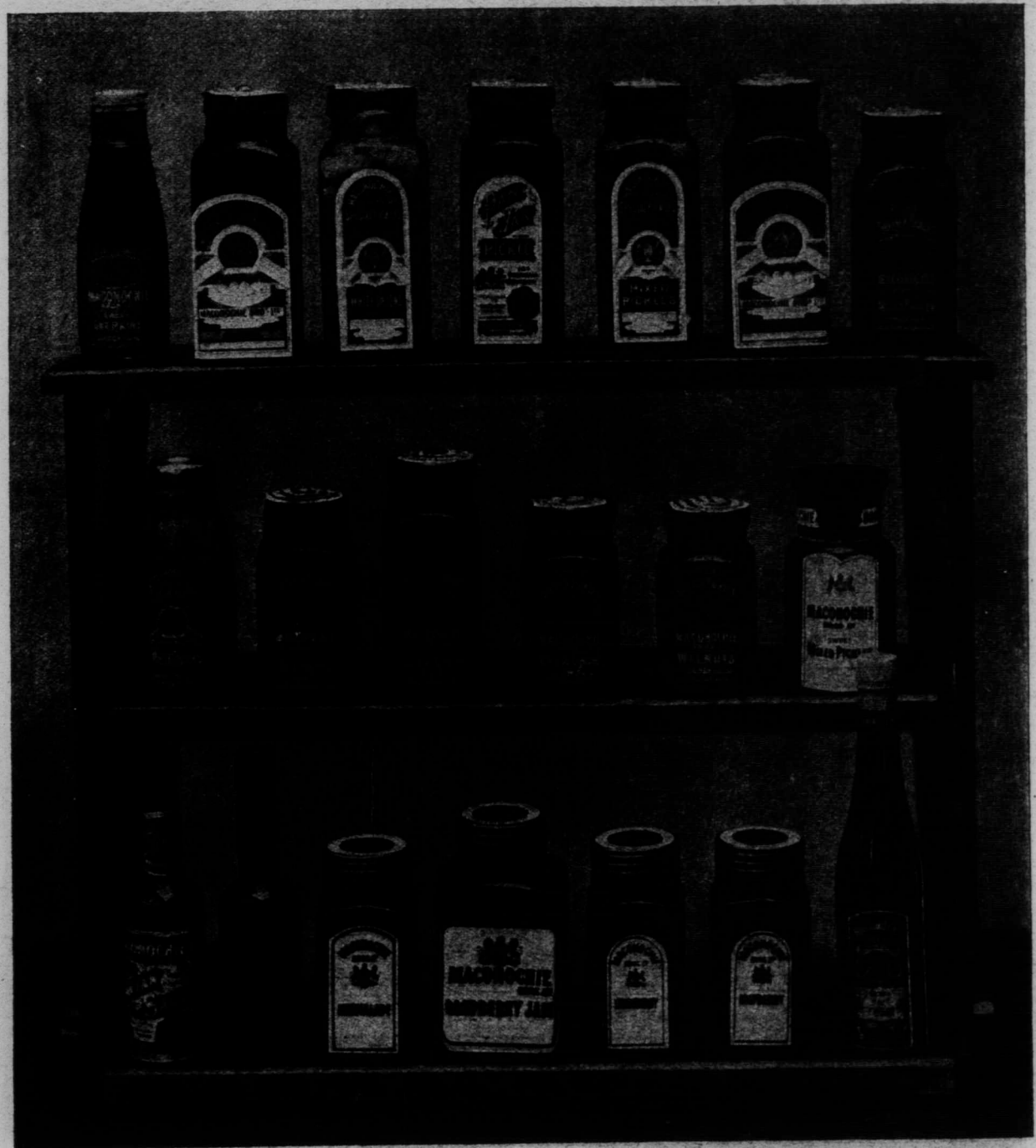
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# MACONOCHIES'

Pickles, Sauces, Jams, Marmalade, Canned Fish, Etc.

FOR INFORMATION APPLY TO

GENERAL AGENTS FOR CANADA AND UNITED STATES:

**MacLaren Imperial Cheese Co., Limited**

HEAD OFFICE: TORONTO

## From Father To Son

---

A business that descends from father to son is usually a long time in the making. If it is worth having at all it is certainly worth keeping. And the proud old father of Felix Codou admonished his son to preserve that reputation for quality he had gained only by a life-time of hard earnest endeavor to produce a Macaroni that would be the peer of all.

# Codou's Macaroni

---

And Vermicelli, Spaghetti, fancy letters and figures — pastes of all kinds (but only the best of each) take equal rank with the Macaroni made by Codou. The factory has been enlarged several times — isn't that fact an eloquent tribute to the steadfastly maintained high quality?

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### AGENTS :

Arthur P. Tippet & Co.

Montreal, 8 Place Royale

Toronto, 84 Victoria Street





# 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.

**EDMONTON.**

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

**HOWARD BLYTH & SONS**  
HALIFAX N.S.  
Importers, Exporters and General Commission Merchants.  
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.  
Domestic and Foreign Agencies Solicited.  
Highest References.

**FOR SALE**

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

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

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TEL. MAIN 778 BOND 28

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

**ROBERT ALLAN & CO.**

General Commission Merchants  
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Fish, Oils, Beans, Peas and Produce.  
Agents: "Royal Crown" Skinless Codfish.  
Representing Morris & Co. Chicago, Pork and Lard.

Phone Bell Main 3938.

**CHAUSSE & CIE.**

Wholesale Manufacturers of  
**OILS AND ESSENCES**  
Write for prices and particulars  
MONTREAL QUE. OTTAWA, ONT.  
322 Notre Dame St E. 49 Anigesea Square

**C. A. MORIN**

formerly manager of one of Canada's important manufacturing industries, intends resuming the brokerage business in Montreal (formerly of Morin & Co.) and has opened an office. Through his extensive knowledge of groceries and wide connection in Quebec Province, he can promise first-class service to firms desiring up-to-date representation in this district. Highest references. Address:

Room 35 Alliance Bldg.,  
107 St. James St., MONTREAL.

**J. WALTER SNOWDON**  
MANUFACTURERS' AGENT  
AND BROKER

Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.  
Address  
23 Burton Ave., Westmount, Montreal

**REGINA.**

Grocery and Fruit Broker  
**REGINA, SASK.**

**J. L. PEPPARD**

First to Start. Your Account Solicited.

**G. C. WARREN**

Box 1036, - REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

**TORONTO.**

**SWIFT'S  
SILVER LEAF  
LARD**

Tubs and Pails  
Now in Store.

**Anderson, Powis & Co.**

Agents  
15 Wellington Street East, Toronto

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Manufacturers Agents and Distributors.  
AGENCIES SOLICITED  
107½ VICTORIA ST. - TORONTO

**W. G. A. LAMBE & CO.**

Toronto  
Grocery Brokers and Agents.  
Established 1885.

**ON SPOT**

Currants  
Evaporated Apples  
Canned Strawberries  
Valencia Raisins

**W. H. MILLMAN & SONS**

Grocery Brokers  
TORONTO

**MacLAREN IMPERIAL CHEESE CO.**

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

(Continued on page 4.)

A sure, easy and satisfactory way to  
make money

Sell



½-lb.

1-lb.

2-lb. cans—

Whole or ground—

Retails at 40c. lb.

It will bring you new customers  
WE GUARANTEE EVERY TIN.

**EBY-BLAIN, LIMITED**  
COFFEE IMPORTERS TORONTO

**Popular and Profitable**

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

**Blue Ribbon Tea**

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

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



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East, Toronto

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L CHEESE CO.  
Limited  
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ETROIT, Mich.



Manufacturers' Agents—Continued.

VANCOUVER

TORONTO.

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

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

MOOSE JAW

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

**ELSON & WHITLOCK**  
MOOSE JAW, SASK.  
Manufacturers' Agents and Commission  
Merchants  
Wholesale Fruits and Produce  
Large Track Warehouse Accommodation  
Correspondence Solicited

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

NEWFOUNDLAND

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

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

WINNIPEG.

Wholesale Grocery Brokers, Com-  
mission Merchants.  
First class connection with the trade. Established  
1895. First-class references.  
Your correspondence and business solicited.  
**GEORGE ADAM & CO.**  
430½ Main St. W.

**GROCERY BROKERS**  
and Manufacturers' Agents  
**CARMAN, ESCOTT CO.**  
WINNIPEG, CALGARY and EDMONTON  
GOODS STORED AND DISTRIBUTED  
Head Office and Track Warehouse,  
141 Bannatyne Ave. WINNIPEG, MAN.

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

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

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

**F. G. EVANS & CO.**  
Grocery Brokers and  
Commission Merchants  
139 Water St., - Vancouver, B.C.  
Correspondence Solicited.

**AGENTS WANTED**  
to sell "TILBURY BRAND" canned goods on  
following territory. Montreal City and East,  
Eastern Ontario, Toronto City, Western Ont-  
ario, British Columbia. Our goods are strictly  
first-class and we want only first-class men  
to sell them.  
The TILBURY CANNING COMPANY, Limited  
TILBURY, ONT.

*When writing advertisers kindly  
mention having seen the advertise-  
ment in this paper.*

**EXPORT TRADE DEPARTMENT.**  
Firms Abroad Open for Canadian Business.

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

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

...ESTABLISHED 1849...

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Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World  
Executive Offices: Nos. 246 and 248 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  
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OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

FRASER & NEAVE, Gen. Mgrs. Western Canada, Toronto.

**NOXIE-KOLA**



Canada's most  
popular temper-  
ance beverage.

The drink that  
everybody likes

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

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

Send to-day for  
prices.

Advertising  
matter free with  
first order.

Correspondence Solicited from  
Jobbers where agencies are not as  
yet established. Made by

**Crystal Spring Bottling Works**  
WATERLOO, QUE.

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

# SOMETHING ABOUT PEAS

**CANNED PEAS** are sold in four grades or qualities--

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

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

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

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

Prices for these Peas vary according to Grade.

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

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

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

CANADIAN CANNERS, Limited

& CO.  
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olicted.

ED  
canned goods on  
sal City and East  
ity, Western Ont.  
goods are strictly  
ly first-class men  
MPANY, Limited  
NT.

vertisers kindly  
the advertise-

EPARTMENT  
inadian Business.

& CO.  
10 North John St.  
LAND.  
os. Try us with a ship-  
liverpool.

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LAND,  
Produce, gives personal  
and guarantees prompt  
Bank, Aberdeen. Codes-

**KOLA**  
Canada's most  
popular temper-  
ance beverage.  
The drink that  
everybody likes  
Brewed from  
healthful Roots  
and Barks and  
is absolutely  
free from alcohol  
No first-class  
Grocer should  
be without it to  
supply his  
family trade by  
case or bottle.

Send to-day for  
prices.

Advertising  
matter free with  
first order.

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ottling Works  
, QUE.  
S., Agents for NOVA  
nada Islands.



# Old Homestead Brand is a Cure for Failing Business

Many a grocer loses trade because his package goods are not up to the mark. A grocer should remember that, although from an exterior point of view, most canned goods look pretty much alike, when the can is opened—well, there's difference enough. You certainly ought to know—to find out—what is the quality of the canned goods you are handling.

## Your Customers Rely On You

to recommend something they will like, something that is healthy, at a moderate price.

## Recommend Old Homestead Brand

and you will never regret it. The purity, the natural, well-preserved deliciousness of Old Homestead Brand will hold your customers unflinchingly.

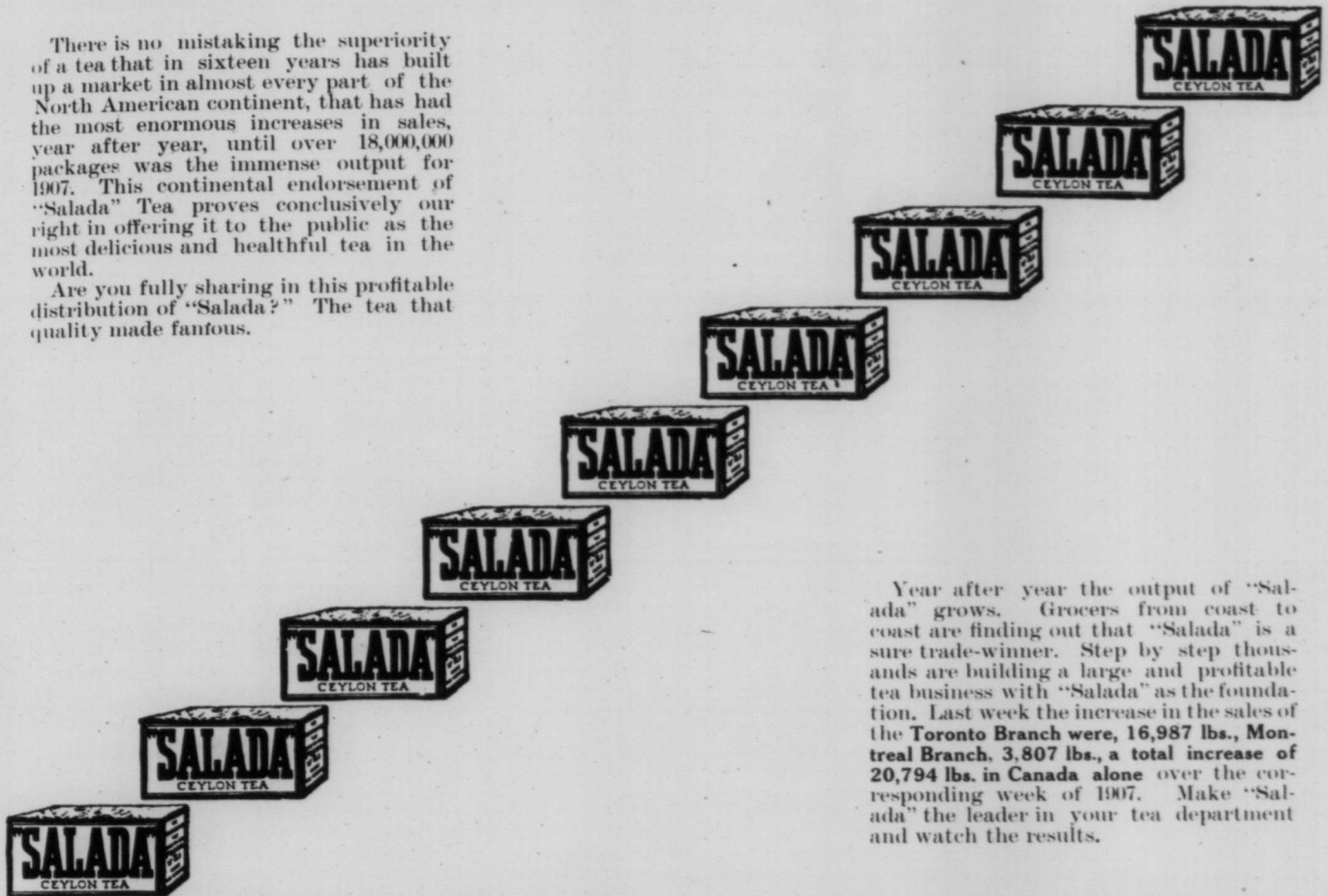
Ask Your Jobber for Old Homestead Brand—if he's a good jobber he has it.

**The Old Homestead Canning Co.**

**Picton, Ontario**

There is no mistaking the superiority of a tea that in sixteen years has built up a market in almost every part of the North American continent, that has had the most enormous increases in sales, year after year, until over 18,000,000 packages was the immense output for 1907. This continental endorsement of "Salada" Tea proves conclusively our right in offering it to the public as the most delicious and healthful tea in the world.

Are you fully sharing in this profitable distribution of "Salada?" The tea that quality made famous.



Year after year the output of "Salada" grows. Grocers from coast to coast are finding out that "Salada" is a sure trade-winner. Step by step thousands are building a large and profitable tea business with "Salada" as the foundation. Last week the increase in the sales of the Toronto Branch were, 16,987 lbs., Montreal Branch, 3,807 lbs., a total increase of 20,794 lbs. in Canada alone over the corresponding week of 1907. Make "Salada" the leader in your tea department and watch the results.



## Your Customers Will Buy

No other fruit jar when they hear about the **Schram Automatic Sealer**

A fruit jar that is easy to seal---Easy to open---and an absolute perfect SEALER every time.

They are better made than other jars. Clear Glass---no sharp edges. Every one perfect. 8,200,000 Schram jars sold in 1907.

Ask your jobber, if he cannot supply you, write us.

"The Price is Right."

**Schram Automatic Sealer Co.,**  
of Canada, Limited

WATERLOO,

ONTARIO




To Seal---Merely place cap over jar and press gently into place---That's all.



To Open---Insert the blade of a knife and raise the edge---That's all.





**Y. & S.  
SCUDDER  
M. & R.** } **STICK LICORICE**

**ACME PELLETS  
M. & R. WAFERS  
LOZENGES, ETC.,**  
and a complete line of  
**Hard and Soft Licorice Specialties**  
Price Lists and Illustrated Catalogue on request.

**National Licorice Co.**  
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Winnipeg Sales Agency—  
**Wiseman-Ashley Company.**

St. John Sales Agent—  
**H. S. Daly.**

Vancouver Sales Agency—  
**J. F. Mowat & Company.**

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

**Molasses**      **Molasses**

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

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

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

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

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

**Agents**

C. E. Paradis.	Quebec.	William Forbes,	Ottawa.
C. DeCartret,	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening,	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Pearse,	Edmonton.	Wilson & McIntosh,	Vancouver,

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

**BATGER'S**

WAIT  
TO SEE  
OUR NEW  
LINES  
**Before Ordering**


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

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

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

**Rose & Laflamme, Limited**  
Montreal and Toronto.

**GENUINE MERIT**



and good value are the reasons why all women prefer to buy

**Paterson's  
Worcester  
Sauce**

All grocers should sell it  
—if they don't they miss sales.

**ROSE & LAFLAMME, LIMITED**  
Agents, Montreal and Toronto

# TO THE TRADE:

You Should, in Selling

# CEYLON TEA

Teach the Customer

## How To Prepare It

The Superabundant Life and Vigor of the  
Ceylon Plant Give Its Leaves

**ALL TEA PROPERTIES IN HIGH  
DEGREE**

**3 to 5 MINUTES' DRAWING**

With Furiously Boiling Water, Suffices to  
Obtain the

Delicious Aroma, the Delicate Flavor and the  
Invigorating Tonic.



# LEA'S

## The Pickle with the Home-made Flavor

### History of the Lea Pickle.

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

Packed By

**The Lea Pickling & Preserving Co.**

Limited

**SIMCOE, - ONTARIO**

# PACKARD'S

"SPECIAL"

## SHOE DRESSINGS

UNEXCELLED FOR QUALITY  
EVERY PACKAGE GUARANTEED

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

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

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

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

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

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

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

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

FOR SALE BY

ALL WHOLESALE GROCERS  
AND JOBBERS

MANUFACTURED BY

**L. H. Packard & Co.** Limited

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

MANUFACTURERS OF  
HIGH-CLASS

SHOE DRESSINGS







In Strength and Purity  
**Shirriff's Flavoring Extracts**

Stand at the Top—Unequaled.

Let Shirriff quality increase your extract sales. Prices on Request.

**Imperial Extract Co., 18-22 Church St., Toronto**



# WAGSTAFFE'S

Fine Old English

## Pure Orange Marmalade

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

## Wagstaffe Limited

57 Vine Street . . . Hamilton

PURE FRUIT PRESERVERS



## NAPTHO SOAP

gives complete satisfaction  
wherever used, as evidenced  
by our rapidly expanding  
sales.

Try a sample order. It will  
pay you.

**The Welcome Soap Co.**  
Limited

St John, - N.B.

# JAPAN TEAS

TO WHOLESALE TRADE :

The market in Japan is now open, and we shall be prepared to quote prices  
on high-grade New Season's in a few days.

We have a very few of last season's on hand. These are teas which cannot be  
duplicated until August next.

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

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

55 St. Francois Xavier Street, Montreal

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

# WANT ANYTHING

Canadian  
Grocer  
Want  
Ads  
Bring  
Results.

**1**  
CENT  
A  
WORD

**1**  
CENT  
A  
WORD

They are read  
by the entire  
grocer trade.

# USE WANT ADS



THE CANADIAN GROCER

# SUGAR SYRUP

2 lb. Tins.

Retail 10c.

This is a seller

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

### This Week Only!

If you are interested, write for samples of our

**NEW  
JAPAN TEA**  
at 19c.

We solicit enquiries.

No trouble to submit prices.  
We carry a large assortment.

**S. J. CARTER & CO.**  
WHOLESALE GROCERS  
58 MCGILL ST., MONTREAL

They are

“Yours for More Trade.”

“Laurier” and “Togo”

## MATCHES

Grocers and general merchants in all parts of Canada have made money selling these brands.

We save you money in freight charges.

**The Improved Match Co.**

*Limited*

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.

## STOVE POLISH

Always in use, and if you see that your customers are supplied with

# James Dome Black Lead

you will always please them.

The **BEST STOVE POLISH** on the market to-day.

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

# 3000 Acres of Mother Earth

in the finest garden section of Prince Edward County, pay annual tribute to the unequalled quality of

## FARMER BRAND Canned Fruits and Vegetables

Right from the garden into the can with the least possible handling and what little handling there is, the most skilful. Farmer Brand preserves every speck of the pristine deliciousness of nature's gifts. Is it any wonder that grocers prefer handling Farmer Brand?

### Farmers' Canning Co., Limited

Bloomfield, - Ontario

It is a known fact that



MINT CHILI  
WORCESTER

## SAUCES

CANNOT BE BEATEN  
FOR QUALITY

The T. A. Lytle Company, Limited  
Toronto



Build for  
Future Sales

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

## Mathieu's Nervine Powders

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

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

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





THE CANADIAN GROCER

E. NICHOLSON

WINNIPEG

EDMONTON

CALGARY

CODES.  
A.B.C. 4<sup>th</sup> & 5<sup>th</sup> Edition  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON, WINNIPEG,  
" CALGARY,  
" EDMONTON.

EDMONTON BRANCH:  
NICHOLSON & BAIN

CALGARY BRANCH  
NICHOLSON & BAIN

**NICHOLSON & BAIN**  
WHOLESALE  
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST.  
TRANSFER TRACK.

*Winnipeg, Man.*

# We Distribute from Three Points

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

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

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

## We have room for a few more things.

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

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

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

Yours truly,

# NICHOLSON & BAIN

Established 1882

CALGARY

WINNIPEG

EDMONTON

"THE SIGN OF PERFECTION"  
TRADE MARK.



## To Our Canadian Trade :

We want to call your attention to the extensive advertising we are doing on "**FORCE**" and **KORN-KINKS**. This will continue for many months. You are going to have such calls for these products as you never had before.

Better see that your stock is in good shape.

"**FORCE**"

the Standard Flaked  
Wheat Food—the best

advertised product known—**Better than Ever.**

It has always led and others have followed.

**KORN-KINKS**

the **only malted**  
Corn Flakes on the

market—made from best grade of white corn. A "winner" for you at 5c. per package to the consumer.

**No Deals of any Kind—One Price to All.**

"**FORCE**" per case of 36, - - - **\$4.50**

**KORN-KINKS** per case of 72, - - **\$2.85**

Anticipate Your Wants. We will  
be Pleased to Have Your Orders.

**THE H.O. MILLS**

HAMILTON, - ONTARIO





THE CANADIAN GROCER

# Diamond Blend Coffee

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

THIS MAKES IT A SAFE PROPOSITION

## S. H. EWING & SONS, MONTREAL

### Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

## BASKETS

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

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

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

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

## Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

### ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind \$1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

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

## Do You Want to Buy

**A BOILER, ENGINE  
OR MACHINERY?**

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

**CANADIAN MACHINERY**  
TORONTO MONTREAL

# Tartan

SIGN OF PURITY BRAND

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

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

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

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

Mail orders carefully executed.

PHONE 596 Free to Buyers.

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



**REINDEER** condensed **COFFEE**



Hot Water Only

Required for

A CUP OF COFFEE

**A SPLENDID SELLER**

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

## New Maple Syrup



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

**Pride of Canada**

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec





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

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

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

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

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

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

*Redpath*

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

*Manufactured by*

**THE  
CANADA SUGAR REFINING CO.**

LIMITED

**Montreal**

**QUAKER SALMON**

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

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

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

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

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

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

**Now is the Time**

To place your orders for **Balmoral Marmalades** in 1 lb. and 2 lb. glass jars, and 5 lb. and 7 lb. tins.

**ABSOLUTELY PURE**

**J. W. WINDSOR**

Sole Agent for Canada

**MONTREAL**

# GREENBANK LYE and CHLORIDE OF LIME

*For Spring Cleaning*

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

## CHLORIDE OF LIME

(Best Disinfectant Manufactured)

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

SPECIAL PRICE TO THE TRADE.

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

*Distributing Agents*

ESTABLISHED 1840

The individual wrapper on the

# “Pansy Broom”

is a distinctive feature you will find on no other make, it keeps the broom in perfect condition until it reaches the consumer.

## H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE  
92 Adelaide Street West

TORONTO

FACTORY  
15 to 21 Jarvis Street



THE CANADIAN GROCER

# BROOMS

We offer **the best** values.

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO



### SAUCE

ENGLAND'S MOST POPULAR SAUCE

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

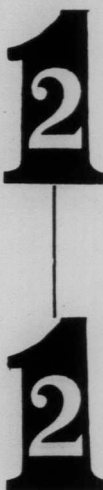
The "live" H. P. Canadian Advertising is creating a demand for **YOU** to supply.

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

Write for samples and prices.

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

Midland Vinegar Co., Birmingham & London, Eng.



### NOWADAYS

people put a grocer down as a back number if he can't supply them with

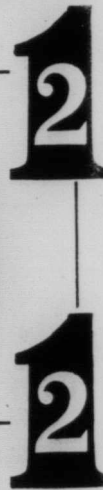
## 2 IN 1 STOVE POLISH

Consequently, all up-to-date grocers are pushing **2 in 1** and making good profits and satisfied customers.

**THE F. F. DALLEY CO. LIMITED**

HAMILTON, CANADA

BUFFALO, U.S.A.



## SPRING IS THE CLEANING SEASON

# BON AMI

Is the Best Cleaner

# Bon Ami

Will do 50% more  
work, or last 50% longer  
than an equal weight  
of any other cleanser  
or polisher.

It is the cheapest.

### Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER  
FROM OCEAN TO OCEAN

**Cases of 3 doz. \$1.19 per doz., or \$14.28 per gross**

F.O.B. wholesaler's shipping point.

**Lots of 5 gross, \$13.40 per gross**

Delivered to any railway station from Halifax  
to Vancouver.

Terms : Net 30 days.

## HUDON, HEBERT & CO., Limited

### MONTREAL

The Most Liberally Managed Firm in Canada



## HIGH GRADE EMBOSSED CAN LABELS

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

Write for Samples and Prices.

**STECHEER LITHO. CO.**  
ROCHESTER, N.Y.

## FRUIT CANS

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE  
**Norton Manufacturing Co.**  
HAMILTON

## Sanitary Cans

FOR HAND FILLED GOODS

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

### Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND  
GOODS OF STRONG ACIDITY

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

"THE CAN WITHOUT  
THE CAP HOLE"  
"BOTTOM LIKE THE TOP"

Write for Samples

**SANITARY CAN COMPANY, LTD.**  
NIAGARA FALLS, - ONTARIO



Do Not Make the Mistake

of allowing your stock of

**Brooms** and  
**Brushes**

to run down.

This is the time when you will want a complete range and the **Keystone brand** is the line to buy.

ORDER NOW.

**Stevens-Hepner Company**  
PORT ELGIN, ONT. LIMITED

We help the  
grocer

# SELL JELL-O

Advertising matter for store display and recipe books to give to customers sent pre-  
paid on request. This offer applies also to

## JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate,  
Peach, Cherry. } 90c a doz.  
Retails 10c. per package

## JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. \$1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to  
get them.

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

## E.D.S. Brand is the Open Door To Success in Jam Selling!

There is no getting over the fact that one of the most insistent demands  
of the day is for absolute purity in food stuffs.

# E.D.S. Brand Jams and Jellies



caters honestly and most successfully to that demand. We have government documents which  
indisputably prove it.

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

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



**QUAKER  
CANNED  
GOODS**

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

THE CANADIAN GROCER

# LIPTON'S

## STRAWBERRY JAM AND ORANGE MARMALADE



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



EVERY POUND GUARANTEED

EVERY POUND GUARANTEED

THOMAS J. LIPTON, - -

75 Front Street East, TORONTO

## Good Coffee

costs but little more, if any, than poor Coffee, and people have twice or thrice the pleasure in drinking it. That's why some dealers have a big business. They build on High Grade Coffees such as Chase & Sanborn's.

# CHASE & SANBORN


Importers

MONTREAL



# Seeded Raisins to retail at 10c. pkg.



We are offering 

## MALAGA SEEDED RAISINS

Freshly Processed and  
In Excellent Condition

—At a Popular Price—

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

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

**Rose & Laflamme, Limited**

Montreal

Toronto

# JAPAN TEAS

In the trade, it is well known that practically all the first and second crop Japan teas go to the United States and the third crop stuff (the poorest of the season) is shipped to Canada. The Japs value the Canadian market highly, as it affords a dumping ground for their refuse which they cannot sell elsewhere.

**Isn't it time for a change ?** I think so. Let the Japs drink their own third crop trash if they can't find anyone but Canadians to buy it. **Very easy to do.** If the lowest retail price was 30c. you could afford to buy second crop teas, and still make a fair profit, but at 25c. you must continue to buy the third crop rubbish. **Which will it be ?** I am so much in favor of selling only good teas I may be prejudiced but, really I think we can afford to use as good tea as our Yankee cousins. Your customers would say so—if they knew. About a dozen words of explanation will be enough to change them from 25c. to 30c. tea. **You know you could do it. Isn't it worth trying good and hard ?** Others will soon follow.

BE THE LEADER

TORONTO OFFICE, 3 Wellington St. E.  
WINNIPEG OFFICE, 315 William Ave.

T. H. ESTABROOKS,  
St. John, N.B.

## STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

**THE DOMINION WAREHOUSING COMPANY, LIMITED**

**52 NICHOLAS STREET, OTTAWA**

J. R. ROUTH, Manager



# RAW SUGAR

## Barbados, Jamaica Crystals

Car of each IN STORE

### Warren||Bros. & Co., Limited, - Toronto

STOCK THE BEST.

# "KIT"

## COFFEE



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

### "K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

### WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

### A Word to the Wise

The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.  
Quebec City, Albert H. Dunn, 67 St. Peter St.  
Ontario, A. E. Bowron, 18 King William St. Hamilton  
Winnipeg, Mason & Hickey 108 Princess St.

## Counter Check Books The "Newear."

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

Write for Sample.

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

Mention this paper.

## It pays to have proper connections in The West

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

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

Charges Reasonable Satisfaction Guaranteed

### R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

I Offer

## For Prompt Shipment

Several lots of very fine

## Smyrna Sultana Raisins

Prices and samples from

### ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



## CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

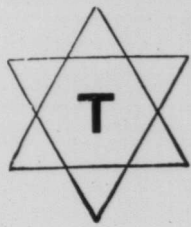
1/2 dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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



# Hygienic Canned Goods

WE HAVE A LIMITED STOCK OF

- Hygienic Strawberries
- Hygienic Red Raspberries
- Hygienic Peaches
- Hygienic Whole Beets

These goods are packed from extra selected stock, in gold lacquer lined tins, without any soldering in top or bottom; in consequence they preserve their natural color and flavor as well as if packed in glass, and the risk of breakage in transit, the lighter weight saves in freight and there is no fermentation as in glass packages. Try a sample case of each.

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




**All  
Absolutely  
Pure**

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

**High Grade Throughout**

Ask for our list.

The Robert Greig, Com-  
pany Limited Toronto




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Guaranteed

**CO.**

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**BRAND  
MEAT**

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crate.

75-lb. Tubs.

a per hour.

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nto, Ont.



# What the Canadian Trade is Doing

Letters From Our Corps of Grocer Correspondents From Coast to Coast—Interesting Happenings of the Week in the Various Towns and Cities—Discussion of Trade Problems.

## BRACEBRIDGE.

May 5.—J. W. Reid, one of Hutchison Bros. successors, has been quite ill. We are pleased to note that he is feeling better again.

One of the hardest propositions the feed merchants have to contend with, is the bag question. D. T. Hodgson, of Hutchison Bros., has put forward a suggestion, which seems to provide a solution. The proposition is that merchants should have aluminum checks made and numbered from one to fifty, and that the purchaser should pay ten cents for each bag. If only one bag he pays ten cents and gets coupon marked one. For five bags he pays fifty cents and gets coupon marked five. The bags are to be returned within thirty days in good condition with the coupons, and he will receive his cash value. By doing this the purchaser cannot unload flour bags and old bags that he never paid for.

Our Easter window displays deserve special mention. Each merchant and staff vied with one another toward this end, and residents took pleasure in showing the holiday visitors the handsome displays.

## BARRIE.

May 5.—H. Knight, who recently sold out the Iroquois Dining Hall, has purchased the stock and fixtures of D. H. Murehison's grocery.

Jas. Vair's stores were closed last Thursday and Friday owing to the death of Mrs. Vair's mother.

The market was fairly well attended last week for this time of the year, when the majority of the farmers are seeding or very busy with other work.

Butter was a little firmer, and sold at 26c to 27c. Eggs sold readily at 15c and 16c. Chickens were \$1 a pair for medium sized, while old fowl sold at 8c. Maple syrup was very plentiful and sold at \$1 to \$1.15 a gallon, and a quantity of maple sugar sold at 12½¢ a pound.

Potatoes are scarce here just now and any that come in at all are grabbed up at a dollar a bag.

Trade here is brightening up quite a lot lately, especially in the stores who

\*Contributions are invited from merchants, grocery travelers or clerks in places where there is not a regular correspondent of this paper.

carry and push the sale of fresh fruits, although some of the merchants are making complaints of the Italian people cutting prices on these lines. A slump in pineapples last week and this week is causing quite a lot of cutting on these goods, some of which are being sold at from 50c a dozen to \$2, a very unusual price at this time of year. Ripe tomatoes are now being sold at 10c a pound in some stores. Strawberries at 10c for a pint box, or 18c and 20c for the large boxes, while there are a lot of Florida vegetables, such as spinach, wax beans and cucumbers being disposed of.

The merchants who advertise and push the sale of farm and garden seeds are the men who at this time of year are

## WERE ANXIOUSLY AWAITED.

The following note from our Guelph correspondent this week is along the lines we like to read of. The Grocer is evidently popular in Guelph:

"There were quite a number of anxious enquiries for The Grocer this week, on account of it being one day late. It might be a good idea to miss us for a week sometime, just to see how big a fuss there would be. One of the mail carriers said he was being blamed for not looking after it at the post office, and said he was glad when he saw them arrive on Saturday."

Last week's issue was unavoidably held a day late on account of the large number of illustrations in the article descriptive of the Montreal Exhibition of Groceries.

making money, as there is no better paying proposition than this line.

J. M. Bothwell has installed a meat slicer for all kinds of boneless meats.

## CHATHAM.

May 6.—A subject which the local retail merchant would do well to agitate is that of systematic house numbering. With more paved streets than any other city of its size in Canada, with plenty of handsome store fronts, with fine public buildings, good railway and water facilities and natural gas, it is still far and away behind the times in this one respect.

Speaking to The Grocer representative the other day, President Wm. Anderson, of the Retail Merchants' Association, expressed the opinion that house

numbering was a subject which the R. M. A. could with propriety discuss. It will likely come up at the next regular meeting.

For several years past the question has come every January before the City Council, and has just as regularly been shelved on the ground of economy. Last year the Council went so far as to instruct the City Engineer to draw up a plan book of the city, on the understanding that the numbering would be proceeded with by this January. January it was ignominiously shelved.

Such a system would be particularly valuable to the retail merchants in facilitating deliveries. There can be little doubt that a systematic and persistent agitation would speedily accomplish definite results.

At the meeting of the Retail Merchants' Association held on Monday April 27, specific and clear-cut action was taken with reference to the vexed question of double cartage. Mr. Cunningham, for the committee who were appointed at the last meeting to consider the question, reported recommending the printing of 3,000 cards to be handed travelers and sent with mail orders. These cards contain the ultimatum of local retailers as follows:

"Notice.—We will in future require all goods purchased delivered free on board cars at point of shipment. We will pay no cartage charges. All shipping bills must be marked 'Not Carted.' Adopted by all sections of the Retail Merchants' Association, April 27, 1908."

The ultimatum was adopted, and 3,000 cards were ordered printed.

This meeting was the first held under the chairmanship of President W. Anderson. It was a very busy and businesslike session, quite a few matters of local interest being handled. The central delivery system was informally discussed; though, pending a visit of Chairman John McCorvie, of the grocers' section to Ann Arbor, for the purpose of investigating the system there, no action was taken. The outlook is good, however, for the inauguration of a local system.

The re-organization of the grocers' section for the present year will likely take place in the immediate future, when the delivery system will be, in all probability, taken up.

The Board of Trade Council held a well attended meeting last night. A couple of new industries are in sight for Chatham. The Board of Trade rooms, which are also the meeting rooms of the local R.M.A., are to be remodeled, to provide more accommodation. Prof. Shortt, of Kingston, is to be secured to deliver an address here on May 12.

The tobacco store formerly conducted by the late W. J. Bennett, has changed hands, being purchased by Andrew Crow.

Fish of the commoner kinds are reported plentiful in the Thames. One local fisherman caught 130 mullet in one day with hook and line.

Chairman John McCorvie, of the Grocers' Section R.M.A., was in Detroit last week attending the funeral of the late T. B. Rayl, a well-known merchant. Mr. McCorvie had intended visiting Ann Arbor to look into the workings of the central delivery system there, but could not find time. He intends to do so, however, at a later date.

The series of burglaries in rural and village stores still continues. Last week the general store of E. Desmarais, Stoney Point, was broken into, and Mr. Desmarais held up by two men at the point of the revolver. Last Wednesday Stuart & Howat's general store at Thamesville was entered, though the safe being empty, no money was secured. As yet, none of the culprits have been nabbed, and the general expectation is that none of them will be.

The prospects are that Petrolea will shortly secure a canning factory. Negotiations are now in progress with that end in view.

C. A. Jeffrey, formerly in the grocery business in Blenheim, will shortly open a general store at Kingsville in the Conklin Block.

Jos. Zakoor, of Amherstburg, has leased the store of D. Conklin, Kingsville, for a year and will open a general fruit business.

**GUELPH.**

May 5.—The brightest feature in the grocery trade this week was Geo. Williams' window, dressed by Robert Millar, which was quite an attraction. It consisted of French dainties, such as cherries, peas, sardines, etc., all neatly arranged and set off with neat little signs of Mr. Millar's own manufacture.

The Guelph Co-Operative Association held its regular quarterly meeting last Monday, and the reports presented showed the most successful quarter in the history of this association, the last week being particularly good. The meeting had before it a communication from Hamilton stating that the Co-operative Association there had opened a wholesale establishment. The Guelph Association decided, after considering the matter, to give the new wholesale establishment their business and support. Now what do you think of that?

Hugh Walker, of H. Walker & Son, accompanied by Mrs. Walker and their

daughters, Mrs. Douglas and Miss Bella, leave this week for an extended trip to the Old Country. We wish them a very pleasant voyage.

W. H. Fielding has purchased a fancy driving mare at a high price, and may be seen in the matinees here this summer.

A. W. Tyson and J. and A. Tyson, who have been connected with the meat trade here for the past half-century, have disposed of their two stores and businesses to B. Hewes, late of Calgary, and J. Bell, of Arkell.

The pineapple season has started again and some of the largest we have ever seen are being displayed in the stores.

The many friends of Little & Costigan, grocers, will regret to hear of the death of Mrs. Costigan, mother of both partners, which occurred here on Friday morning.

The next move is cheap fruit. A firm of Italians have started a fruit store in Guelph for wholesale and retail business. They come to the stores and put up this proposition: You buy from us and we will not sell retail in your neighborhood, but if you don't we will sell all the houses right around you. Let them sell retail, but from the price the stores have been selling bananas, from 5c to 10c a dozen lately for choice fruit, the public are getting the advantage of some cheap fruit. It's up to the Italians to move on. We have had them in Guelph before and find we have not any room for this class of merchants, although the city council did put a license on the peanut vendors. This is a job for the Merchants' Association.

**LONDON.**

May 5.—A little improvement is noticeable in wholesale trade and payments continue fair. Prices of all staples are firm. Coffees show a trifling advance. Raisins and currants are quiet, wholesalers holding off, evidently in expectation of lower prices, of which brokers say there is at present no indication.

Retail trade is rather quiet just now. Dealers however appear quite satisfied with the outlook.

At a meeting of the Middlesex Beekeepers' Association, held in the city hall, on Saturday, reports presented showed that bees had wintered well and that the prospects for a good honey crop this year were excellent. The announcement was made that of 141 samples of Canadian honey tested last year only two were found to be adulterated.

The first meeting for 1908 of the London Dairymen's Exchange was held in the city hall on Saturday, when about fifty salesmen and buyers were present. Three small lots of new cheese sold at 11½c. to 11¼c. The prospects for a big season's make were never better than

at present. Speaking of the importance of the dairying industry in this district, Secretary Nelles told The Grocer that last season considerably more than a million dollars' worth of cheese was sold on this exchange for export. At 8 cents per pound there would be a snug profit for the producer, but when it is remembered that last year's price averaged at least 11 cents per pound, it will be seen what there is in the business. One of the exchange's rules provides that cheese must be paid for on delivery, except where other arrangements are made. This exception appears to have caused no end of trouble and to have made the rule practically a dead letter. The matter was pretty well threshed out and finally a committee of three salesmen and two buyers was appointed to consider the question and report. Secretary Hern, of the Western Ontario Dairymen's Association, was present and referred, in the course of an address, to friction caused by the conflicting opinions given of cheese in factories by instructors and inspectors. He also spoke favorably of the change in the law which increases the power of instructors. The following officers were elected: President, D. Smith, Thedford; vice-president, J. W. Scott, Sparta; secretary-treasurer, J. A. Nelles, London; directors, Wm. Elgie, Belton; W. Fitzpatrick, Belmont; W. S. Sifton, Cairngorm; Thos. Ballantyne, jr., Stratford, and J. R. Isaacs, London. Representatives to the Western Fair Board, J. A. Nelles and J. R. Isaacs.

**MONTREAL.**

A meeting of the Montreal Retail Grocers' Association was held on Tuesday evening, April 28, at 270 St. Catherine St. East. Among those present were A. Laniel, president; J. D. Boileau, J. A. Dore, vice-presidents; A. Sarrasin, secretary. The report of the delegation which went to Quebec to interview the Government regarding the license now placed on peddlers, was read. The Government has promised to consider their recommendation that the license of \$50 be raised to \$200, except that on fruit and vegetable vendors. Among other questions discussed was the disregard of the law shown by some grocers regarding Sunday closing. It is a deplorable fact that in some quarters of the city this regulation is flagrantly disregarded and the association passed a strong resolution requesting Chief of Police Campeau to rigidly enforce the law in this matter.

The question of the annual picnic came up for discussion, and after considerable talk the meeting finally considered two places as suitable for the event—Lanoraie and Lachute. On this matter the meeting was about evenly divided, consequently it was suggested that a committee be appointed which could report at the next meeting on the relative merits of these places, and it was agreed that their decision in the matter should be final. The committee was composed as follows: The president, A. Laniel; vice-president, J. A. Dore; V. Boileau and A. Malo.

The Westmount Grocery Company has opened for business at the corner of Grosvenor Avenue and Sherbrooke St. The proprietors are Messrs. Nordheimer



and Durocher, formerly of Dionne & Dionne, St. Catherine St., Westmount. Both members of the firm are practical, and they are hustlers. They should make good.

As a token of their keen appreciation of the efforts of J. A. Beaudry, secretary-manager of the Exhibition of Groceries, at the Arena, the exhibitors presented him with a handsome mission work chair, Wednesday evening, April 29. Mr. Beaudry, in a few well-chosen words, acknowledged the honor which had been done him.

VANCOUVER.

May 1.—Sugar from Scotland is being placed with the retailers this week. This will be in direct competition with the product of the B. C. Sugar Refining Company, which heretofore has had the market to itself. The price is 1/4c per pound less, which is an inducement to the retailer to purchase. Generally, he does not secure much profit from fluctuation in prices, the refineries taking this to themselves, and the wholesaler getting his percentage also, secures a modicum. With the rise in the East in the price of sugar, it is not known just how the market will be affected here. With the imported article selling at lower than the present price, there is no room for an increase here. The new sugar is manufactured from West Indian cane, is finer, if anything, in the grain than the local, and comes from the Glebe Sugar Refining Company, Greenock. The wholesalers will be the most affected among the traders, if this business grows. When they receive an order it is sent to the refinery in the city here, which ships direct to the store. The jobber does not have to stock or bother much, yet receives his 8 per cent. on the business.

While living in this position on the Coast has the effect of bringing prices up to a high level, there is also the advantage of living within shipping distance of California. The point is that the fresh butter from California has brought local down five cents a month sooner than under ordinary conditions, and it is likely that another drop of five cents will be made, making it retail at 35c. If local creamery is jobbed at 30c, and fresh grass at that, it will not be profitable to bring in the butter from the South.

While butter is weakening, eggs are stiffening, so that cheaper living, measured in the aggregate, is not a big thing. However, with prime necessities, such as butter and sugar at least stationary, and eggs as low as 30c for the best, it is not too bad.

The advantage of living close to subtropical regions is shown further by the amount of early luxuries that are on the market. This week excellent shipments of tomatoes and asparagus are to hand, bringing down the price materially. To-

matoes are 20c and 25c per lb., good quality asparagus 15c. Strawberries are very high yet, but the later shipments will be to hand any time. New potatoes, 3 lbs. for 25c, are along. These will not sell particularly well, as old potatoes, in fine condition, are on the market in large quantities and at low prices. Last year, prices were high, and Asherofts could not be had. This year, farmers and others stocked in, and now that they have to come out, the market is almost flooded.

With the arrival of early apples from Australia in prospect, last fall's stocks are coming out. This is not so much the case with locals as those in Eastern Washington, which find a considerable market in Coast cities. In Seattle, the prices have been brought down by the quantities that have been unloaded, but here the effect has not been appreciable.

After the arrival of the steamer Corwin at Nome a month hence, the citizens there who is handed a lemon will be as proud as if he received a gold nugget. The Corwin will be about the first boat to reach this gold camp, which has been shut off from civilization since last October, and lemons and potatoes done up in tin foil, with oranges, apples, onions, asparagus, eggs, etc., were on board. These will bring very high prices, but despite this they will be snapped up, as they always are.

The members of the Retail Grocers' Association were the guests of the Vancouver Milling & Grain Company, the other night, and were shown over the company's flour mill, the only one in this city. About 150 members and their wives visited the plant, and were shown the different processes of manufacture. Refreshments were also served. The mill company intends to have Wednesday as visitors' day during the summer, beginning next Wednesday, when expert millers will be on hand to explain the system of turning wheat into high-grade flour.

Another effort is being made to revive the creamery at Armstrong, in the Okanagan, or rather to keep it going. This district is not a dairy section like the coast, where the winters are nil, and with much moisture. In the Okanagan, where the dry, warm weather brings along the fruit in fine style, the grass suffers, with the result that creameries are not the success that the promoters would wish.

It is different in the Lower Mainland and Vancouver Island districts. Here the creameries are thriving and are generally considering expansion. R. M. Palmer, Provincial Horticulture Commissioner, is of the opinion that the Provincial creameries as a whole are doing a splendid trade. He is convinced that imported butters are not finding as ready a market as in the past. He was at Cowichan the other day, a

short distance out of Victoria, and reports that the creamery there has more orders than can be filled. The management of that institution is very careful in the selection of the cream, with the result that the article produced is unexcelled.

There is money for the man who will invent something to take the place of wood boxes as packages for fruit. With the growth of the fruit growing industry, the amount spent on boxes is very considerable, and this article is getting dearer all the time. One thing, the smaller timbers may be used in the construction of boxes, and with the greater demand for these small wares, lumber, which has formerly gone to the mill bonfire, will doubtless be turned into use for the manufacture of boxes.

A. McKillop, of McKillop & Company, Vancouver, was in Vernon last week, consulting with the Board of trade, and the Mayor. He will submit a proposition to the Vernon City Council regarding the establishment of a fruit cannery there. He will ask a free site, free water and exemption from taxation for a certain period. A box factory would also be connected with the plant.

General trade conditions are good, and merchants report a bigger volume of business than a year ago, though there is not such an inclination to large expenditures. Collections are fair. Flour and feed has had a normal amount of business with remarkable steadiness.

GALT.

May 4.—Travelers have been unusually numerous lately, and to have three or four call in one day was not unusual. In this connection, a prominent grocer remarked to your correspondent that the transaction of business between travelers and grocers had altered greatly during the past few years. "Time was," he said, "when a traveler would stand and argue the merits of his goods for half an hour, after he had been courteously informed that you were not in a position to give him an order. To-day the traveler comes in, tells you what he has and why he has it; if you want it he is only too pleased to take your order; if you don't, he takes his departure. And I think the grocery trade in general thinks considerably more of a traveler who recognizes the fact that a man in business is perfectly able to form an opinion of his own as to what he does and does not want." The day of the over-talkative traveler seems to have passed.

The regular spring movement for a half-holiday for the clerks during the summer months is again in progress. Would it not be well for both sides to come to a final decision regarding the matter. It is understood that the majority of the merchants are in favor of



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a half-holiday during the summer months, but that two or three merchants are blocking the movement. One has been heard to remark that the Golden Rule might be profitably employed in the agitation for a half-holiday during summer. It is understood that if necessary the clerks, or at least a large portion of them would be willing to forego the half-day's pay if they were assured of the holiday. To one who has to remain cooped up in a store six days and a greater part of one night every week, the benefit of the half-holiday would be almost incalculable. Unfortunately, however, opinions differ widely.

One of our prominent grocers is shortly to foresake the rank of bachelorhood. He will have the congratulations of his bachelor friends, and the sympathy of his fellow-benedicts. At least, we presume so.

WINNIPEG.

May 2.—With favorable spring weather and an improved business outlook Winnipeg city grocers are finding conditions much better than they were. The best stores are all busy and report an increased business, as compared with last year. Collections are showing considerable improvement. Had it not been for the efficient service of the credit information department of their Retail Association the Winnipeg grocers would undoubtedly have fared much worse during recent months. This department furnished reliable information as to the standing of customers throughout the city and the retailers thus saved large amounts which would otherwise have been lost through the giving of credit.

John Bearns, Ltd., the Lucerna chocolate people, have removed their offices in Winnipeg from the Bank of Hamilton building to a warehouse on Princess Street, where they have ample storage accommodation.

H. Musham, of Holbrooks, Ltd., has been in Winnipeg for a fortnight conferring with the local agents of his company. He has been conducting an energetic demonstrating campaign throughout the west, and will shortly make Vancouver his permanent headquarters.

Geo. W. Prout, produce and commission merchant, Winnipeg, has opened a branch in Brandon, where he will have ample storage room and track accommodation for the handling of large quantities of butter and eggs. He has also removed from 182 Princess Street, Winnipeg, to a larger warehouse at 132 Princess Street, where he will have track facilities.

PERTH.

May 5.—The question of cartage charges at both ends being paid by the retailer, is, judging from your correspondence pages, a live question just now. It would, I think, pay wholesale houses in the larger centres to consider this matter. At present by buying from a

wholesaler in one of our smaller cities, where there are no cartage charges, we save 12c on the shipment. It is true 12c is a small item on a lot of goods, but it will send half a dozen letters and will, I think, sometimes turn an order from the wholesale house in the large centre.

Perth has a branch of the R.M.A., but it cannot be said to be alive, as a meeting of the association is almost unknown.

A traveler for one of the large cereal mills stated that during the past week he had sold more rolled oats than during the previous six weeks. Why? Because the price is down. Five-pound packages, \$4 a case; barrels, \$5.60, delivered. Oats have not dropped. This looks like good buying.

The first 1908 cheese was offered this week. It is western Ontario make and the price is 11½c.

Travelers are already booking orders for next fall's canned goods. Canned goods, we are told, will be lower this year. Tomatoes not over 95c. It seems strange that almost before the seed is planted we have the price of the canned article; but nowadays it is not always the size of the crop that puts the price on the product.

Application has been made to the town council for the exclusive franchise of supplying natural gas to the town for a term of years. Mr. Jamieson, the applicant, is drilling a well, and claims there is every indication that gas or oil will be struck.

Potatoes and butter are still on the scarce list. Eggs are plentiful, but the price is still high.

HAMILTON.

May 5.—Trade in grocery lines is picking up here. With prospects of a good wheat crop in the west, the merchants and manufacturers are looking for a revival of good business; not as good as last year, but an improvement on the first three months of this. Some of the factories and foundries have started again and the grocers are now expecting some payments on the accounts they have been carrying through the winter. Many a family has kept the wolf from the door through the kindness of the groceryman, and it is hoped that he will be repaid in full for his good acts, but very often the man who is ready to strike at a moment's notice when he thinks it serves his interest, will repudiate his grocer's account and transfer his custom elsewhere.

I see the grocers are up to the house-cleaning season. A number of window displays are in evidence drawing the attention of the ladies to the different lines that make the work lighter for this festive season.

Quite a discussion has been going on among some of the grocers here in regard to what they call our dog nuis-

ance. It even went so far that some bad feeling arose between those who owned thoroughbreds and those who were prepared to ask the city council to remove all dogs, particularly from the public market. Now, have you or any of your correspondents any suggestions to offer on the dog question; that is, when a customer brings one into a store where food products are on sale?

I notice the bill allowing anyone to control the label on canned fish and fruits, without the name of the packer appearing on the label, has passed the third reading in the House of Commons and will now become law. Now, if I may be allowed a word, I think this question could have been discussed by a Provincial Association of Retail Grocers with profit. While some may think it is a piece of bad legislation, there are others who may view it in the opposite light. It seems to me that we are approaching the time when legislation will be sought, for the passing of a Pure Food Act, along the lines of the one now in force in the United States, and it strikes me that this label question will be a factor that will stand in the way when that question comes up.

Your Kingston correspondent does not want to know about John Jones' left arm being sprained, or where James Smith spent Sunday; he wants to know something new about groceries. More power to him. Maybe he will give us something refreshing himself.

The annual convention of the Wholesale Grocers' Guild opened in this city on Tuesday. As I am not invited, I am not in a position to give you any details, but from reports in circulation there is no doubt that the members enjoyed themselves thoroughly while the guests of the Hamilton wholesalers. If the others are as nice a lot of fellows as ours, they are all right.

Cutting prices goes merrily on here, some stores selling granulated sugar at 5c a pound, and all cereals that cost them \$1 a dozen at three packages for 25c. The only cereal not cut in price is Shredded Wheat, and this one the grocers are quietly recommending to their friends. It is not always the cut price that sells the most goods, and just here is a hint to the manufacturer.

It looks from here as if there would be something doing in the canned goods situation before many moons. The wise retailer should positively refuse to buy futures at either fixed or open prices.

PERSONAL NOTES.

A. F. Graham Montreal, has returned from a trip to Toronto and the West.

Robert Miller, head clerk for George Williams' grocery, Guelph, was in Toronto this week to hear Caruso and called on The Grocer.

Archie Langevin, for many years with the firm of Rowe & Rowe, Waterville, Que., has severed his connection with them to take a position with F. X. St. Charles & Co., of Montreal.



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**TARIFFS OF THE WORLD.**

The Department of Trade and Commerce has made a very useful addition to the work hitherto done in that Department by securing and keeping on file, with amendments to date, the tariffs of every country in the world. This step has been taken for the convenience of Canadian exporters, and should prove of great value to them. Information regarding tariff matters will be furnished on request to the Department.

**A QUESTION FOR THE MOMENT.**

Now that the political campaign in Ontario is with us and will shortly be in full swing, we may expect to have as our principal daily news the reports of political meetings held in various parts of the province. That the people, especially in rural communities, may be well informed on current matters of public interest it has become the custom of late years for the leaders of both Liberal and Conservative parties to make a tour of the political battleground, explaining their position regarding certain questions, and giving evidence of the political faith that is in them. Mr. MacKay has spoken, and is speaking at a number of places in the province, and Mr. Whitney has just begun. Very soon the Quebec leaders will be racing up and down that province.

While it is to the newspapers, and most particularly to the smaller dailies and country weeklies, the great majority of the voters look for information, all must approve of this plan of the political leaders touring the country and explaining the political situation as they see it. But cannot something be done for the comfort of the men who must sacrifice their time, their business and the pleasures of their home life for the extremely strenuous work of an election campaign?

Many of the meetings are held in the smaller centres and these always attract a crowd. It is a familiar fact that the hostelries in a great many of these smaller towns are unable to adequately provide the accommodation necessary for the convenience of a party of travelers such as would accompany these public speakers. For this the proprietors are not to blame. They do the best they can, but they are suddenly face to face with an unusual situation. What we wish to emphasize is the fact that our public men are forced to put up with food and lodging to which they have not been accustomed. It is hard enough to be compelled to make wearisome journeys in crowded cars, without the additional inconvenience of sleeping in an uncomfortable hotel at some crossroads station and eating hastily prepared food whenever an opportunity presents itself.

A plan that will no doubt commend itself to all reasonable men is suggested herewith: Let the railway companies provide private cars for the convenience of the leaders of both parties, while they are on tour, and allow these men to make them their home and their office such as is now the case, and rightly so, with railway officials. Our public men are surely of as much importance to the country as these railway men. In this way they would be reasonably sure of good food at regular hours, and suitable, if not comfortable, sleeping places. Let the tours be planned beforehand, so that the trips may conform to some sort of time schedule. If the railways are themselves unwilling to set aside a couple of cars for this purpose, surely some arrangement might be made whereby the political parties would see that this accommodation is provided for the men they have chosen to be their leaders.

Very probably there are people with comfortable homes in the centres where these public men speak, who would be only too glad to have them as their guests if the suggestion were made to them.

We know the inconveniences and worse than inconveniences that Mr. Borden had to contend with while on his tour of the west last summer, traveling in some cases by freight

trains, to catch which he had to rise at unearthly hours; sleeping in beds in apologies for hotels, and eating his meals, if at all, at some wayside station restaurant, and we know how he came back completely worn out, with impaired health and a weakened constitution.

Sometimes in our conversation we speak lightly of politics and politicians, but we must recognize the fact that we placed these men in their positions, and that with very few exceptions they fill their places with credit, most faithfully and conscientiously, and among the leaders, with much self-sacrifice and often little reward. They are our representatives and we must look after their welfare while they are attending our business.

To do their best work and maintain health these men should have good food and comfortable resting places and to be able to have these the railways should provide private cars or the political parties should have these provided for them.

**THE FLOUR SITUATION.**

The small amount of wheat in sight at the present time has had its inevitable result on the market and millers announce an advance on their better lines of ten cents per barrel. This condition of affairs is due to the sharp decline in supplies, and the healthy demand displayed in both the American and Canadian markets. In addition to these influences the foreign demand is exceptionally good at advanced prices, and all these tendencies, taken into conjunction with the fact that there is a shortage in the wheat market of over 21,000,000 bushels, provides for some activity in flour.

**COURTESY PAYS.**

If there is one man on earth more than all others that the retailer cannot afford to offend it is the drummer, providing, of course, the latter is a man who knows his place and keeps it; if not his influence is nil and he will soon cease to be a drummer.

Aside from the value of the commercial man as a trade barometer and a source of information on new goods, he is meeting grocerymen, both wholesale and retail, constantly and has more influence with every branch of the trade in a day than the local dealer has in a life time. How easy then it is for him, consciously or otherwise, to communicate elsewhere certain personal impressions, and of course these would be most likely to come to mind at the places where they would be of the most interest, and where they would consequently do the most good or harm.

## WHAT ABOUT TRAVELERS' HOLIDAYS?

It has been customary for a number of years for the grocery jobbing trade of central and western Ontario to arrange their travelers' holidays at a specified time. The reasons for this need not be mentioned here, but it is apparent that the arrangement has not been satisfactory to the majority of the traveling salesmen, nor can it be said to have benefitted the jobbing houses to any appreciable extent. Several of the wholesale grocers have taken the ground that it is not within their province to dictate when their salesmen should be compelled to take holidays. Circumstances in connection with the traveler's own personal affairs often make the taking of his holidays at the specified time, generally the end of July and first week in August, without benefit to the salesmen and only tend to dissatisfy him.

As one of the largest jobbers in Canada remarked to *The Grocer* in discussing this question the other day: "Why should I dictate to my travelers when they should take their holidays? They have rights and privileges as well as I have and they are loyal to me and my interests year in and year out, or they would not be on my staff very long. Their tastes, like the tastes of my fellow wholesale grocers, are varied: One delights in fishing, another prefers to take a trip to the south during the winter months, still another desires to take unto himself a wife, and an odd man may prefer to go hunting during the hunting season. Why should I compel all my men to take their holidays during the hot month of July or August when their is no fishing, Florida is too hot, and July and August closed to wedding ceremonies and the law prohibits the shooting of deer and other game. No sir, I let my men choose their own time, leaving it to them to arrange their trips so as not to be detrimental to their connection or my trade, and the experience of my house has been that it pays us to follow this plan. It also seems to me that the plan regarding travelers' holidays is rather a sign of weakness on the part of the jobbing trade entering into this arrangement. It appears very much a matter of small jealousy on the part of individual houses in assuming that the withdrawal of their travelers from their ground for a few weeks will throw the business into the hands of their competitors. Surely this must certainly be very poor business that will turn so readily or the houses' hold on the customers' confidence must be very weak. I realize that I cannot, nor does my house wish, nor is it able to handle all the business obtainable and during the absence of any one of my travelers off

his ground if my house loses a certain amount of business, I have always found that some time or other I will get it back again, so what's the difference, it all comes out the same in the long run and I have a satisfied staff of salesmen."

The jobber in question is recognized as one of the brightest minds and business men in the grocery trade in Canada, and the conduct of the business of his house on up-to-date liberal lines has placed it in the very forefront of the grocery trade.

Our object in referring editorially to the question of the travelers' holidays at this time is due to the fact that a number of travelers have mentioned the matter to *The Grocer*, asking for ventilation on the subject. Owing to the fact that the tercentenary of the founding of the City of Quebec will be celebrated in a most royal manner during the latter part of July, and also that the prevalence of low railway and steamboat rates is a foregone conclusion and the great fact that our central and western Ontario travelers, at least the majority of them, have never seen the ancient capital, and the still greater fact that a trip and visit to the French-Canadian cities of Quebec and Montreal and contact with their fellow travelers and their houses will tend to broaden their minds and views and cannot help but make better feeling not only in business but also generally. It would seem wise, in the opinion of *The Grocer* that the members to the agreement arranging for holidays be held during the usual term, namely the last few days in July and the two weeks in August, should consider this feature so as to permit travelers desiring to take advantage of the Quebec Jubilee to do so.

There is also another and a more direct effect on the trade of the houses by reason of this agreement and that is this: the holidays, as stated above, are usually arranged for the last few days in July and the early part of August, or the first two weeks in August. This arrangement keeps the traveler two weeks off his ground. He returns about the 15th or 16th of August, makes one call on his trade and then during the Canadian National Exhibition, the Western Exhibition at London, the Central Canada Exhibition at Ottawa, and other fairs, he is off again probably for another two weeks. This means that the customers upon whom he has called regularly every two or three weeks will not receive more than one call in seven weeks or two months. There may be a few exceptions to this, but from *The Grocer's* knowledge of the condition of the trade, we are convinced

that we are not far wrong in suggesting that a change be made in this respect. The driving of intelligent men to conform to certain unwise rules and methods has never paid and is against all the principles of modern business ethics.

If houses who have arranged for this specific period for their travelers do not wish to leave the territory open they could very readily send out one of their sample room young men. Besides keeping the connection in this way it would be the best training for the substitute to know conditions as they actually are outside.

## TO IMPROVE MONTREAL HARBOR.

Major Stephens, president of the Montreal Harbor Commissioners, has arrived in Montreal fresh from his trip abroad, where he went to inspect various harbors of Europe, with a view to obtaining information which might be employed in the proposed improvements in the port of Montreal. Major Stephens, after a close scrutiny of all the great shipping centres abroad, has come home full of enthusiasm for the future prospects of Montreal harbor, and will immediately lay a report of his investigations before the Minister of Marine and Fisheries, also a plan for the future development of the harbor, prepared by the eminent English engineer, R. C. Davison, M.I.C.I. This plan, when carried into effect, will make Montreal's port one of the most complete harbors in the world. At the present time the expenditure on this port has reached the sum of \$10,000,000, as against \$186,700,000 for London; \$125,000,000 for Liverpool, and \$90,000,000 for Manchester, whilst Glasgow, Bristol, Cardiff, Antwerp, Hamburg and Havre have each expended \$30,000,000 or more on the development of their harbors. At present the channel from Montreal to the sea is 31 feet deep. It is proposed to increase this depth to 40 feet, and it is also deemed necessary to increase its width, which, at present, is 450 feet. At the present time there are boats lying in the harbor which draw 29 feet. Major Stephens compared Liverpool with Montreal, saying that her docks would reach from Victoria Bridge to Longue Pointe, so it will be seen the possibilities for development are equal to the large ports of Europe.

It is quite plain that if the proposed improvements are carried into effect, Montreal will have a chance of getting the *Empresses*, which at present, on account of their great draught, are not brought up to the city.

It will require many years to carry into effect the proposed plans, but it is thought they will make Montreal the great national port she should be.



## NEWS OF THE ORGANIZED TRADE

## Interesting Notes From Boards of Trade and Associations in Canada and Abroad.

At a recent general meeting of the Brighton and Hove (England) Grocers' Association, a discussion was opened on the decline and fall of the grocer. One speaker said there were two common foes—the multiple shop and the co-operative society—neither of which paid their share to the national exchequer. The trade done by one of these societies last year, if done by a trader, would mean an addition of £1,500 to the exchequer. This was one reason why men were falling in the trade. The Association was urged to take action to impel the railway companies, post office, and other employers of labor to see that their employes' time was not utilized in the cause of co-operation. It was deemed advisable that private traders should see that their premises were made attractive. Another speaker did not believe in the decline and fall of the grocer. The grocer of to-day was more intelligent than 36 years ago, he said, when he was a young man. The grocer today kept an emporium, was a man of brains, and was progressive, but he was a bad financier. Grocers must expect competition from company shops. The buying of coupon articles was denounced and the giving of credit was regarded as unjustified. One of the greatest secrets of success was ready money; and the company shops in selling for cash were wiser in their generation than the private trader. Many traders did not succeed, because they did not deserve to. The keeping open of stores to a late hour was denounced. Still another member combatted the opinion of the previous speaker. Trade was not as good as twenty years ago, and traders were only getting a living on goods not handled by company shops. The public should be educated in regard to this competition, for the company shops were selling only cheap grades of goods; and there should be an association of all traders to combat the company shops. The President closed the discussion by expressing the hope that something tangible might be done in the near future.

At the same meeting the following resolution was moved: "This association desires to enter a strong protest against the growing evil of clergy of all denominations appealing to manufacturers and retailers for goods to be supplied gratuitously, or at less than wholesale prices, in connection with bazaars and sales of work. The practice leads to an undesirable form of competition, inasmuch as the prices charged to the public are generally much below those of private traders, and, in the majority of instances, the supporters of places of worship are the sufferers by this system of trading. The hope is expressed that the clergy will discountenance any proposals for obtaining goods from the sources named when bazaars or sales of work are to be held in connection with their churches."

The majority of members thought this

too drastic, but the feeling was general that traders should not be broached on the subject of bazaars by customers when paying bills. A conference of representatives of the trade and the heads of churches was suggested, and the President referred back the matter to the committee.

Foam Lake, Sask., has organized a Board of Trade. Mr. Craig is President; A. M. Sparrow, Secretary-Treasurer, and R. Cain, O. Peturson and Angus Robertson, Directors.

The Lindsay, Ont., Board of Trade has made a proposition to G. H. Woodward & Co., to move their biscuit factory from Cannington to Lindsay.

The Orangeville, Ont., Board of Trade at a recent meeting decided to start a weekly market at once, and a committee was appointed to secure suitable premises. The Board also has a proposition before it advocating the closing of all stores at six o'clock in the evening.

A pure food by-law is before the Victoria, B.C., City Council, and has already received endorsement, the civic authorities apparently being agreed as to its necessity. The measure provides for the appointment of one or more sanitary inspectors to enforce the civic health by-laws and act as inspectors of food, drugs and agricultural fertilizers. Dairies, milk shops, slaughter houses, etc., will be visited; and milk, cream, butter, cheese, meat, poultry, vegetables and other natural products offered for sale for human food or drink will be inspected. The officers are empowered to stop vehicles carrying these goods and destroy all articles unfit for use. A money penalty may also be imposed on offenders.

## CANVASSING FOR ORDERS.

The question as to whether or not it is advisable for a grocer to solicit business by canvass outside the store is a very interesting one. A letter from our Guelph correspondent this week discusses the matter quite comprehensively and in an interesting manner as follows:

"Some firms believe in going after business with all their energy, while others not only believe it, but also do it. That is not the way to build up a successful business and there is no money in it," said a prominent grocer the other day, in talking of going out after orders at private houses. "You get the orders in some cases, but never get the money. It is hard work enough to get the money for what you sell in the store when they come with their orders, without going out begging for orders and then have to go and beg for your money."

"This canvassing for trade is just the means of giving a number of people a chance to get into your books who never intend to pay. We lost more money in that way than in any other in connection with our large business," said another former partner in a large grocery store. "If I cannot get business without running after it, I will close up shop," said another.

Having had some experience in this line your correspondent enjoyed it very much indeed, but could not agree with

any of them. There are some bad pays, to be sure, also some who will tell you to your face when asked for money that you worried the heart out of them for an order and now you can whistle for your money till they get ready to pay you.

"Another man told a grocer he would pay him in hogs. 'Tut, man,' the grocer said, 'you have no hogs.' 'Well, if ever I get any hogs I will pay you.' Even at that there are only exceptions, and a clerk can easily detect in a few calls who intend to pay and who do not, and can avoid calling. Keep your eye on the doubtful customers. One firm who keeps a horse and rig on the road all the time getting orders, had no fault to find with bad accounts from this source. You can do a nice business by giving a clerk two half days a week, say Tuesday and Thursday mornings. The mornings are the best, for you get the buyers at home generally. Give the clerk about twenty-five calls each morning of customers living at a distance from your store, and whose trade you would not get if you did not go after it. This gives you a chance to split up the Saturday trade and to ease off this one big day's business each week. He can urge the people to have their orders ready for him and after getting what they have written down he can introduce a new line or two each week, and not lose much time at each place. Give him a book with their accounts each time he goes and see they are properly checked each week. There are a great many people who like to have a clerk call on them once a week and tell them of new things in stock, who will buy and also pay who never see your store from one year's end to another.

"Others like to have their orders called for during the week and like to call on Saturday and pay for it. Each store loses a great deal of trade that properly belongs to it, just because it is not looked after. There are no set rules to run any store, and if you can make any money out of calling for orders, by all means do so. But don't let the other fellow laugh you out of it because he lost some money and cannot see eye to eye with you. Dig right in and get the business that some of those tea peddlers are getting and that properly belongs to you."

## ONTARIO GUILD ELECTS OFFICERS

At the afternoon session of the meeting of the Ontario Wholesale Grocers' Guild at Hamilton on Wednesday, the officers for the ensuing year were elected as follows: W. G. Craig, Kingston, president; Fred. T. Smye, Hamilton, vice-president. Committee on Costs—William Logan, Toronto; Samuel Vila, Hamilton; and John Dillon, London. Committee to confer with manufacturers—T. B. Escott, London; F. T. Smye, Hamilton; A. H. Paffard, Toronto; Thomas Kinnear, Toronto; W. G. Craig, Kingston, and H. C. Beckett, Hamilton. Legislation Committee—James Gilmour, Brockville; James Gow, Hamilton; John Garvey, London, and J. H. Simpson, Guelph.

The Guild have decided to provide for the travelers' holidays the last two weeks in July, instead of in August, as formerly. This will allow any of the travelers who desire to attend the Quebec Tercentenary.



**EVOLUTION IN GROCERIES.**

**Reasons for the Growing Tendency to Attempt to Eliminate the Jobber.**

The following article from a recent issue of the Tea and Coffee Trade Journal of New York, applies to a great extent to conditions existent in Canada, as well as in the United States, and will repay careful perusal by all branches of the trade:

"No jobber who takes time to think—and there are some who do—can fail to recognize in many of the trade movements which are now attracting attention the unmistakable signs of an evolution. Yet the great bulk of the trade fails fundamentally to appreciate the need for careful study and revision of methods and practices. Such firm and immovable problems as the chain store, the buying exchange, the co-operative store, the semi-jobber, the manufacturing jobber and the changing methods of manufacturers in merchandizing their goods, all betoken a trend which needs something more than mere contemplation. If the old factors in the process of feeding the nation are to prevail they must carefully study the facts and trim accordingly.

"Within a year or two the jobbers' associations have been awakening to this and their aggressiveness has passed the interest along the line to the manufacturer, who is now devoting more attention to the problem than most jobbers imagine. The writer has of late been making a somewhat extended visit among the leading grocery manufacturers and producers and was surprised to find how generally manufacturers are aroused to the need for meeting the changing conditions. As a rule they desire to recognize the jobber as their most desirable and effective distributor. They profess to prefer to use his agency rather than that of the retailer direct, but with singular unanimity they raise their voices in protest against practices which, they say, must be changed before any amicable plan of co-operation can be devised. If half they say be true, one of the wisest things the jobbers' organizations could do would be to indulge in a general house-cleaning and setting to rights of the disorders the manufacturer complains of.

**A Growing Tendency.**

"There is a growing tendency among the canners and manufacturers to refuse to sell their products under the buyer's label, and to maintain their own identity by an insistence on their own label, whoever markets the goods. The antagonism of certain jobbing interests to this demand is fast driving the manufacturer to seek a direct outlet through the retailer. But, aside from that, there are many concerns which claim to be selling direct from sheer force of necessity, due, they say, to the inability or unwillingness of the jobber to faithfully and loyally represent the manufacturer who relies upon him. Even those who solicit the retail trade direct yet bill through the jobber make complaint of this in most significant ways and there is much in what they say for the jobber to listen to.

"I would much prefer to market my goods through the jobber," said one of the best-known manufacturers of the country the other day, "and to pay him a handsome profit for his work, but there are circumstances about the situa-

tion which make it impossible for me to do so with safety to my own interests. I have been forced to solicit my own trade, although we bill through the jobbers and give them a margin practically for doing nothing. Our goods are of a kind which slowly deteriorate, and therefore need constant watching. Yet we found the jobber letting goods get old and shopworn and then trying to substitute his own brands, which he would watch more carefully. Our only salvation lay in organizing and maintaining a corps of our own salesmen, who look out for us and us only. That's the only reason we solicit direct sales. I'd be mighty glad if the jobbers would reform and let us discontinue such expensive distributive machinery."

**The Salesman's Responsibility.**

"The above indicates strongly that one of the weaknesses in the present jobbing system is the salesman. If salesmen were ideal many of the prevailing woes of the jobber would be eliminated and he would enjoy a larger reputation as a merchant of broad calibre. As things are to-day, he is growing more and more an automaton, a mere bit of perfunctory mercantile machinery, whose sole aim in life is to buy for one dollar and sell for two with as little effort as possible. The process is particularly complicated because of the fact that salesmen of the average type follow the lines of least resistance, and fail totally to recognize the need for individual effort in harmony with the policy of the head of the house.

"There are two kinds of merchants: those who simply pass out what the trade may want, and those who seek to influence the trade to take up new lines and new articles on which there is a better chance for commercial gain. The salesman is the essential factor in the differentiation. A faithful salesman will aim to push those goods on which his employer can make a reasonable profit; the average will not take the time to do so. They are content to pass out whatever the customer may ask for. It is difficult for the jobber to guarantee the manufacturer a reasonable and aggressive pushing of his product unless he can have the co-operation of the salesmen. As a rule he prefers to reserve his pushing power for his own goods. In that event, what ground has a jobber left on which to stand in pressing his claims to the manufacturer for recognition? If the manufacturer cannot safely and profitably leave his interests in the hands of the jobber, what reasonable objection can there be to his seeking a direct market? In general fundamentals each has ample ground for his contention. But if harmony is to be restored, it is evident that both should investigate their own ranks as well as find fault with the other fellow. Else evolution must proceed uninterruptedly, whoever may fall by the wayside."

**RESUME EARLY CLOSING.**

Davidson & Hay, the Toronto wholesale house, resumed on Tuesday of this week their usual custom of early closing during the summer months. No matter how brisk business is, 5 o'clock sees an end to the day's work, and this innovation is continued from May to September. The early hour of closing is certainly greatly appreciated by the firm's employees.

**BUILDING UP U.S. BUSINESS.**

P. C. Larkin, of the Salada Tea Co., Toronto, has just returned from an extended visit to the firm's branches in Montreal, New York, Boston and Buffalo. Speaking to The Grocer, Mr. Larkin reports that trade in Montreal is excellent; that branch which caters for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island, having shown an increase this year of over 20 per cent. over the corresponding period of 1907, and this, notwithstanding the raising of the 25c tea to 30c per pound to the consumer during the past three months.

In Boston, he reports that general trade throughout New England is very quiet, many of the larger manufacturing establishments being closed entirely and others working on half or quarter time. Notwithstanding this, the growth of this firm's business is most satisfactory, this being one of the most profitable branches.

New York, where Salada is now in its sixth year, is showing very satisfactory business, indeed. Over 4,000 grocers in the City of New York are now handling this tea, and it has established a very satisfactory reputation.

Mr. Larkin expressed surprise that more Canadian manufacturers did not go to the United States for business. They are received there, he says, with the same welcome that the American business man is here, and, if their goods have merit, the fact that they come from Canada is, if anything, in their favor. If the members of packet tea firms who have made strenuous attempts, often unsuccessfully for business in Canada for the past fifteen years, had devoted their energies and money to an exploitation of the American tea market, they would have met with better success. To be sure, there is not as much tea consumed per head of population, but neither is the tea trade looked after, nor understood as well by the American wholesale grocers and merchants, as in Canada. They understand coffee all right, but Ceylon tea to the average wholesaler is more or less a mystery.

Mr. Larkin says Ceylon and India teas are making wonderful progress. Last year 19 per cent. of the total imports into the United States were Ceylon and India teas, and he believes that in the long run these will displace all others in the United States, as they have, to a great extent, in Great Britain, Canada and Australia, and are now doing in Russia.

**CLERKS ELECT OFFICERS.**

The regular monthly meeting of the Toronto Grocery Clerks' Benefit Association was held in their rooms on Tuesday evening, April 28. Business of importance was dealt with, and disposed of, and the officers for the ensuing year were elected as follows: President, E. Mathews; Vice-President, G. L. Hiese; Corresponding Secretary, W. G. Bail; Recording Secretary, F. Turpin; Treasurer, R. H. Hudson.

The capital stock of Smellie Bros., general merchants, Russell, Man., has been increased from \$100,000 to \$200,000.



## MEETING OF ONTARIO GUILD.

## Wholesale Grocers of Province Enjoy Hospitality of Hamilton Trade—A Most Successful Meeting.

The annual meeting of the Ontario Wholesale Grocers' Guild was held in the Federal Life Building, Hamilton, on Tuesday and Wednesday, of this week. Members to the number of about forty were present from every city and branch of the Guild in the Province, and this meeting was from all appearances the best ever held by the Provincial Guild. President T. B. Escott, London, was in the chair.

On Tuesday morning, after the appointment of W. T. Armstrong as Recording Secretary, addresses of welcome were delivered by F. T. Smye, President of the Hamilton branch, and H. C. Beckett, President of the Dominion Guild. A Press Committee was appointed, consisting of Messrs. Smye and Beckett. Mr. Smye presented his report on legislation. The financial report was presented, showing a very satisfactory balance.

The President, in his address, in reviewing the work of the past year, was pleased to report very satisfactory progress in many matters affecting the interests of the trade. He stated also that other important matters were in the course of attention, and he hoped that these would shortly be brought to a successful issue. Mr. Beckett explained that the question of the suit that had been pending for nearly two years, and which had been decided for hearing sometime in June, was still in unsatisfactory and uncertain position. It was expected, however, that this question could not be very much longer postponed, and he hoped for a very favorable issue.

H. N. Kittson delivered a most eloquent and interesting address on "Know Thy Opportunity," full particulars of which will appear in next week's issue. After the conclusion of Mr. Kittson's address an adjournment was made to the Hamilton Club for luncheon, as the guests of the Canadian Cannery, Ltd. After luncheon an automobile trip was tendered by the Cannery to the delegates, and a very happy run was made to Grimsby and return.

The afternoon session on Tuesday was taken up by the discussion of the letter of recommendation from the Hamilton Board of Trade re the new Bill of Lading, flag station difficulties and settlement of claims by railway companies. There was also discussion on a letter prepared by the Dominion Wholesale Grocers' Guild, dealing with the relations between manufacturers and wholesalers. A paper was read by H. C. Beckett on "The Importance and Value of Trade Associations and Their Relations With the Government." This aroused the greatest interest, and discussion, and many flattering remarks were made commending Mr. Beckett on his presentation of the subject. The Canadian Grocer will reproduce Mr. Beckett's article in next week's issue.

Interesting discussion with reference to the payment of freight to non-competing points followed Mr. Beckett's paper, and was continued till adjournment to be resumed on Wednesday morning. At 6.30 the visiting delegates were entertained at the Hamilton Club by the Hamilton trade to an informal dinner. After dinner the members of the Guild adjourned to Bennett's Theatre, also as the guests of the Hamilton trade.

Some interesting papers and discussions were given during the Wednesday sessions and the visitors were entertained similarly to Tuesday. Unfortunately W. G. Craig, of Kingston, who was to have given a paper on Wednesday morning, was unavoidably absent through illness.

Owing to the importance and value to the Canadian trade of these meetings, The Canadian Grocer will publish in detail in its issue of the 15th, a full report of the proceedings of the Guild meeting.

## NEW FISH DRIER.

## Economical System Recently Invented in Newfoundland.

A recent letter from E. D. Arnaud, Canadian Trade Commissioner in Newfoundland, describes a system of fish-drying which has recently been used in St. Johns, and which should be of interest to fish packers generally. The letter says in part:

"Through the courtesy of Hon. John Harvey I have been afforded an opportunity to inspect a new style of fish drying apparatus that has recently been erected on the premises of Harvey & Co., and is now, I understand, patented by John Clouston, of St. John's, who constructed the drier under Mr. Harvey's directions.

"Mr. Harvey explained that while the initial cost of his plant was very much less than one of similar capacity operated by means of hot water, the consumption of fuel was by actual test from one-quarter to one-fifth less, and the result in the making of the fish was more satisfactory than by other methods. A brief description of Mr. Harvey's plant will probably be of interest to fish dealers in Canada, especially the Maritime Provinces and British Columbia, and may induce them to inquire into its merits. It may be roughly described as an oblong structure of close-fitting boards into which dry heated air is forced by means of an electrically driven fan through horizontal metal perforated piping between which the fish are spread on wire trays, the air after passing over which is conducted back through wood air-ducts to the furnace to be used over again. Ventilation is had by metal air-ducts opening close to the floor of the drier, and leading up through the roof, which removes any moisture evaporated from the fish. This drier is designed to spread 70 quintal of small or 90 quintal of large fish, and the furnace consumes one ton of hard coal a week. Mr. Harvey informed me that it has been in operation since December last, and has given very satisfactory results."

## A VISITOR FROM BRAZIL.

## Native From Centre of Santos Coffee Plantations Spends Few Days in Toronto.

Toronto had a visitor from South America last week in the person of M. Achilles Daunt, of Santos, Brazil, whose home is in the middle of the coffee plantations. Mr. Daunt is a cousin by marriage of General Campos Saltes, ex-President of Brazil. When interviewed regarding coffee growing and the prospects for Santos this year, he spoke in an interesting manner of his native country, comparing the importance of coffee production there with that of wheat growing in Canada. A year ago, Mr. Daunt says, the yield was unusually heavy, the total value of the crop being about \$17,000,000. This year prospects are rather discouraging, and the outlook is for a light crop.

The importance of Brazil's coffee plantations is rapidly increasing, according to Mr. Daunt, and there is a steady stream of immigrants coming from Italy, Spain and Northern Africa, most of them with a view to securing employment on the coffee plantations. It will be interesting to note that the total number of immigrants arriving annually is between 200,000 and 300,000, about the same number as Canada is receiving.

## TO STIMULATE FRUIT SALES.

Several grocers of Grand Forks, N. D., have combined in a scheme that should get business for the stores interested. A window of one of the stores will be filled with a mixture of various kinds of fruits, it being planned to put as many in as possible. During an entire week purchasers of groceries at any of the stores in the arrangement will have an opportunity of guessing the total number of pieces of fruit the window contains, and each grocer will reward the one who comes the nearest with a box of oranges. This plan should increase fruit sales at all of the stores.

## COMES FROM PANAMA.

G. Jackson, a bright young man, who has spent the most of his life in the grocery trade, is in Toronto this week looking for a situation. Mr. Jackson grew up in the trade in England and for some time occupied a position as manager of one of Sir Thomas Lipton's stores. A couple of years ago he wandered down to Panama and until recently has been engaged as manager of one of the Government stores there. Feeling ill effects from the climate, Mr. Jackson started for colder weather and just reached Canada on Saturday. He intends settling in Toronto.

A. H. Mace & Co., Montreal, are meeting with good success in the placing of their ice cream freezers on the American market. Already a New York office has been opened, at 32 Broadway, under the style of M. B. Mace & Co. J. Egbert Peters, vice-president, is manager. The freezers supplied the Canadian trade are being manufactured in Montreal, in the company's own shop on Bleury Street.











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The Oldest and Largest Manufacturers of Shoe Polishes in the World



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

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

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



## "GILT EDGE"

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

Shines Without Brushing  
Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . . .



## OIL PASTE

For ALL kinds of Black Shoes

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

Price per gross . . . . .  
Excellent for old rubbers.

## "SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross  
Med. size (blue tin boxes) per gross  
Per doz. 1/2 lb. boxes  
Per doz. 1/4 lb. boxes

## "BOSTON" Waterproof Polish

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

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



## "ELITE" Combination

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

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

## "DANDY" Russet Combination

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

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

## Russet Pastes

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



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## SALES PLANS

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

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

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

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

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## The MacLean Publishing Company

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

Cleansing Cooling Healing

There are few as good  
—but none better.

# Glycerine Pumice

"The Soap that Cleans."

For general Toilet uses—for the Bath—for Cooling, Healing, Cleansing Properties—there is nothing to equal Glycerine Pumice.

There is no other like it.

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



**Business Is On The Hog**—

that is, business is hard on the well-fed young hogs from which is derived



**HAM AND BACON**

Just when these innocent animals, brought up in positive luxury—from a hog's standpoint—reach the heyday of youth, lo! the axe falls, and they are hogs no more!! But the great demand for the delicious Corona Brand continues apace, and hundreds more of the flower of Youthful Pigdom must be sacrificed.

**THE MONTREAL PACKING CO.**

Limited

MONTREAL, : P. Q.

WE HAVE NO RETAIL STORES.

**New Butter**

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

**New Cheese**

are now on the market—not so good as old cheese, but lower in price.

**New Hams and Bacon**

Always new, because we keep no old stock.

**F. W. Fearman Co.**

Limited

Hamilton, Ont.

There are many reasons why you should stock

**O'MARA'S BACON**

Here are a few of them. It is undeniably the best. Your customers want it. It shows good profits.

Specialties

**Breakfast Bacon  
Pure Leaf Lard  
Cooked Meats  
Jellied Meats  
and Sausages.**

**JOSEPH O'MARA**

PORK PACKER

PALMERSTON, - - ONT.

**Keep Your Door Open**

to accommodate the extra run of customers who will pass through it into your store when they hear you are handling

**Ryan's Short Roll Bacon**

The first customer you sell will note the excellent flavor, and pretty soon her neighbors will be after some Ryan's Short Roll, too. It is really the cheapest meat on the market, it is so good. Made from carefully fed young hogs, and mild cured.

Send To-Day for Prices!

**The WM. RYAN CO.**

LIMITED

70-72 Front Street East  
TORONTO, - ONT.





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

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

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

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

Yes, we certainly are  
**BUYING EGGS**  
 If you have any to sell we want  
 to hear from you no matter where  
 you are. Write or 'phone.  
**EGG CASES SUPPLIED**  
**Rutherford, Marshall & Co.**  
 Wholesale Produce Merchants,  
 TORONTO

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

which just about meet the local demand. Field creamery stocks are nearly exhausted. Prices continue steady around 28c to 30c.

Fresh Creamery, .....	0 28	0 30
Dairy, tubs, .....	0 23	0 24
Fresh large rolls .....	0 24	0 25

EGGS—Supplies during the last week have not been as large as usual for this time of the year, and dealers have been paying fancy prices in the country in order to obtain stock for storage purposes. The warm weather is expected to have a salutary effect on the market, and supplies will come in in greater quantities. Locally, the demand is very good, and prices show an increase of one cent.

New laid, .....	0 17½	0 18½
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HONEY—There is a great scarcity of this product, but, fortunately, the demand is very light at present. There are no changes in prices from last week.

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

CHEESE—The cheese market exhibits no extraordinary features this week. Receipts of new cheese are small, and the export demand is light at present, consequently there is not much activity in this market. Old cheese is still in good demand around 15c to 15½c.

Cheese, old, .....	0 15	0 15½
.. new, large, .....	0 12	0 12½
.. twins, .....	0 12½	0 13½

**TORONTO.**

PROVISIONS—Business is quiet this week and but slightly improved over conditions of a week ago. There is, however, a hopeful feeling pervading the trade. Smoked breakfast bacon and hams are very slightly easier, and plate beef is up almost fifty cents a barrel. Lard (compounds) also has advanced from one-quarter cent to one and a quarter cents. The market prices of other goods are firm and unchanged. The farmers are still holding on to their hogs, and as the demand is light, very little is doing in this line.

Long clear bacon, per lb, .....	0 10½	0 10½
Smoked breakfast bacon, per lb, .....	0 14	0 15
Roll bacon, per lb, .....	0 10	0 10½
Small hams, per lb, .....	0 14	0 15
Medium hams, per lb, .....	0 13	0 14
Large hams, per lb, .....	0 12½	0 13½
Shoulder hams, per lb, .....	0 09½	0 10
Bacon, plain, per lb, .....	0 16½	0 17
.. pea meal, .....	0 17	0 17
Heavy mess pork, per bbl, .....	18 50	19 00
Short cut, per bbl, .....	21 00	22 50
Lard, tierces, per lb, .....	0 11½	0 12
.. tubs, .....	0 12	0 12½
.. pails, .....	0 12½	0 13
.. compounds, per lb, .....	0 19	0 20
Plate beef, per 200-lb. bbl, .....	14 00	14 50
Dressed hogs, .....	0 08½	0 09

BUTTER—"Easier" is the word that describes the butter market, and the prices have dropped a cent. There is an improved supply, but the demand also has increased, the dealers carrying but little stock over. The prospect is bright, however, now that grass is beginning to show itself and the tendency is toward a decline in prices.

	Per lb.
Creamery prints, .....	0 29 0 31
Creamery solids, .....	0 28 0 29
Farmers' separator butter, .....	0 27 0 28
Dairy prints, choice, .....	0 26 0 27
.. ordinary, .....	0 23 0 25
Baker's butter, .....	0 21

EGGS—Prices are up again about a

cent and the market is very firm. The supply is freer than a week ago, but not sufficient for the demand. From the packers' standpoint, prices will have to be considerably lowered before they do any buying, as it would be quite a bit better for them to pick up supplies as required, even at a high price, than to pack at anything near the present market price. The season is early, however, and the cool weather has kept back work on the farms. They will loosen up a bit with warmer days, and egg prices are expected to decline to a more reasonable figure.

Eggs, new laid, .....	0 18
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CHEESE—But little change is noted during the week, and, as reported last week, business is quiet. New cheese is being offered more freely, and the price of old is getting firmer, which was bound to be the case as the season advanced. A slight decline in price is noted for new cheese.

Cheese, large, prime old, .....	0 14	0 14½
.. " new, .....	0 11	0 12
.. " twins, old, .....	0 14	0 14½

HONEY—Demand is light and the supply is sufficient for all needs. Prices remain stationary.

Honey, strained, 60 lb tins, .....	0 12	0 13
.. " 10 lb tins, .....	0 12½	0 13½
.. " 5 lb tins, .....	0 13	0 14
.. " in the comb, per doz, .....	2 00	2 25
Buckwheat honey, per lb, .....	0 8	0 10
.. in comb, per doz, .....	1 25	1 50

POULTRY—Only an occasional lot of poultry is offering and both supply and demand are light. Prices remain unchanged. Very little business will be done before the end of the month.

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

**WINNIPEG.**

BUTTER—For No. 1 dairy the Winnipeg produce houses are paying 22c per lb., and for No. 2 18c.

EGGS—Produce houses are paying 14c f.o.b. Winnipeg.

CHEESE—New Ontario cheese is selling at 14c per lb.

**SITUATIONS WANTED.**

YOUNG MAN of 24, with several years' experience as grocery manager, seeks situation. First class references. Apply to G. Jackson, 159 Sherbourne Street, Toronto. (19)

**Saskatchewan Merchants!!**  
 Get highest CASH prices on the  
**REGINA MARKET**  
 (and prompt returns) for your  
**BUTTER, EGGS and POULTRY**  
 by shipping direct to  
**THE REGINA**  
**FRUIT AND PRODUCE CO.,**  
 ROSE ST. REGINA, SASK.  
 Trial orders and correspondence solicited

The sale of  
**CLARK'S MEATS**

is absolutely guaranteed in advance.

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

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

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

**WM. CLARK**  
Manufacturer  
**MONTREAL**

Are Your  
**Customers Permanent ?**

Do they come back for the same thing twice ? If not, maybe there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.

**HEINZ**  
**57 VARIETIES**

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws. Guaranteed pure and guaranteed to please or money refunded.

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

**H. J. HEINZ COMPANY,**

New York      Pittsburg      Chicago      London

**Royal Salad Dressing**

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING**. Manufactured in Canada only by

**Horton-Cato Mfg. Co.**  
**Windsor, Ont.**

By  
Royal Warrant  
Purveyors



To  
H. M. King  
Edward VII

MESSRS. BOVRIL, LTD., also have the honour of the appointment of purveyors to H.M. the King of Spain and H.M. the King of the Belgians

There is only one

**BOVRIL**

The Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

Supplies can be obtained from—

<b>BOVRIL LIMITED,</b>	27 St. Peter Street	<b>MONTREAL</b>
<b>A. B. MITCHELL</b>	Mitchell's Wharf	<b>HALIFAX, N.S.</b>
<b>R. S. MOINDOE</b>	120 Church Street	<b>TORONTO</b>
<b>W. L. MCKENZIE &amp; CO.</b>	306 Ross Avenue	<b>WINNIPEG</b>
<b>A. C. URQUHART &amp; CO.</b>	338 Hastings Street West	<b>VANCOUVER</b>

and from all wholesale houses throughout Canada



**CANADIAN-ITALIAN SPAGHETTI.**

**Western Wheat Going to Spaghetti Manufacturers in Italy.**

The fame of our great Northwest, upon which Canadians build so many fond hopes for the future, has penetrated to the remote corners of the earth, and now the inhabitants of Sunny Italy are looking to it as the salvation of their national dish, macaroni. Lately they have been experiencing some difficulty in obtaining the proper wheat from which this product could be manufactured. This fact having become known among the Canadian shippers, samples were sent to Italy, with the result that we find we have the wheat which meets all requirements, and at the present moment there lie in Montreal harbor three ships which will shortly sail for Italy with this wonderful product of our great Canadian West, and the hearts of Spaghetti consumers from Lombardy to Palermo will contribute their share towards the wealth of the last great West.



KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati 6

**DON'T FAIL**

To send for catalog showing our line of

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

**LIBERAL TERMS.**

BUTTERFLY BRAND

# FUSSELL'S

# 'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

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

**Keep your Labels to get a Gold Watch Free**

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

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

To please the housewife should be every grocer's first thought.

In offering or recommending chocolate to your trade absolute safety lies in suggesting

# Mott's

"Diamond" and "Elite"

brands of

# Chocolate

It has pleased Canadian housekeepers for over a quarter of a century. It pleases them still—

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS:

J. A. Taylor Montreal	R. S. McIndoe Toronto	Jos. E. Huxley Winnipeg	Arthur Nelson Vancouver
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# B U D A F L O U R

is "The Flour of Quality"

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

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

**J. B. HARTY**  
PICTOU, N.S.

# THE FLOUR AND CEREAL MARKETS

Flour Advanced in Quebec, Firm in Ontario—High Prices on High Grades of Wheat Prevent Export Business.

The week has seen an advance in flour in Quebec markets to meet the former advance in Ontario. One or two firms still sell at the old prices, but the majority have followed the lead set a week ago. The milling companies attribute the advance to stronger wheat markets, both in Canada and the United States, and the sharp advance in values, coupled with the steady decrease in available supplies.

There has also been an improved demand from all foreign sources for spring wheat flour during the past few days, and prospects seem to point to the fact that this demand will be stimulated in the near future, while available supplies of wheat will decrease from now until the next crop is harvested.

For some time the bull element in the Canadian wheat market has maintained the higher grades at a higher level than any other market in America, and has kept the millers from doing practically any export business. The output has had to be curtailed on this account, when it exceeded domestic demand.

Cereal markets generally continue steady, with fairly brisk demand and supplies coming in freely.

## MONTREAL.

**FLOUR**—Flour has advanced slightly. Royal Household now stands at \$6.20, instead of \$6.10, and Glenora has gone forward ten cents. The market is firm and there is a good demand. There may be another slight advance on some other lines.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 30
Glenora.....	5 70
Manitoba spring wheat patents.....	6 10
"    strong bakers.....	5 50
Five Roses.....	6 10
Harvest Queen.....	5 50

**ROLLED OATS**—The market is about the same. A slight advance is anticipated, but not one of very alarming dimensions. Demand is still good.

Fine oatmeal, bags.....	3 30
Standard oatmeal, bags.....	3 20
Granulated ".....	3 20
Golddust cornmeal, 98-lb. bags.....	2 25
White cornmeal.....	1 65 1 70
Roller oats, 90-lb. bags.....	3 00
"    90-lb. bags.....	2 75 2 80
"    bbls.....	5 85 6 00

**FEED**—Feed remains about the same as last week. The market is steady, with a fair demand.

Ontario bran.....	23 00 24 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
"    bran.....	23 00 24 00
Moullite, milled.....	27 00 31 00
"    straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

## TORONTO.

**FLOUR**—The market continues strong, with demand fair from local points. Local millers have had inquiries from Great Britain during the week, but at the present basis there is little likelihood of much export business being

done. Prices are quoted on same basis as last week.

Manitoba Wheat.		
80 per cent. patents.....	5 50	5 70
85 ".....	5 30	5 50
Strong bakers.....	4 90	5 10
Winter Wheat.		
Straight roller.....	4 50	4 60
Patents.....	4 60	4 70
Blended.....	5 00	5 10

**CEREALS**—The market continues steady with business fairly brisk. Demand from the retailers is quite active. Supplies of oats and wheat are both quite plentiful. Prices are on about the same basis as a week ago.

Roller wheat in barrels, 100 lbs.....	2 90	3 00
oats in bags, per bag 90 lbs.....	2 85	2 95
Oatmeal, standard and granulated, in bags 98 lbs.....	3 00	3 10

## OPENING DOWN TOWN OFFICE.

Wm. Moore & Son, grocers, 402 Spadina Avenue, have sold their business to W. M. Connor, recently of Saskatchewan.

With this item is connected an interesting story of progress. Almost everybody who has anything to do with fruit in Toronto knows Eugene Moore, who, with his father, has been for years at the head of the retail business on Spadina Avenue. Of recent years, however, Mr. Moore has become interested in handling fruit on a brokerage basis and has been so successful in this that this branch has become a good deal more important than the retail business. Feeling the call of the wholesale district, Mr. Moore last week disposed of the grocery business as noted above, and has this week opened an office for the more convenient carrying on of the brokerage business at 32 Church Street. Mr. Moore has the agency for several of the best-known fruit importing houses, such as Underdown & Creighton, J. B. Indereed & Co., Hills Bros., of New York, and, as he says with a smile, "thirteen others." Mr. Eugene will spend considerably more time among the trade under the new arrangement, and his father, Wm. Moore, will spend his time in the office.

## RETURNED AFTER VISIT TO FRANCE.

Zeph. Hebert, of Hudon, Hebert & Co., Montreal, has returned to Canada, after a stay of five months in France. Mr. Hebert left Montreal on December 3 for a holiday, which he spent with his family in Paris, and returned on May 4, so that he was just a day over the five months absent. He brought his family home with him.

Mr. Hebert stated to The Grocer that affairs in France and on the continent were in good shape, and that business men there were looking forward to a prosperous year.

## Listen To This ! His Wife's Wise Advice

Grocer's Better-3-4: Henry, I paid a social call on Mrs. Thompson this afternoon, and she told me that she never knew before that one soda biscuit could be better than another. She said that she borrowed a few from a neighbor who told her they were MOONEY'S; and they certainly were fine! She's going to buy some MOONEY'S from you next week. Hadn't you better lay in a stock, seeing they're so good? Grocer: By jove, I'll send in a 'phone order right away. He did! Go, thou and do likewise!!



(Here's the box; every cracker in it is just "Perfection.")

## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## GOX'S GELATINE

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

PURITY GUARANTEED

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



**FIRST STEAMER FROM MEDITERRANEAN.**

The steamer Fremona, of the Thomson line, arrived in Montreal on Saturday, May 2, with the largest cargo on record of oranges and lemons, reaching the extraordinary figure of 65,000 boxes. The Fremona loaded at Messina and Sorrento, and was, therefore, the first boat from the Mediterranean to arrive in port.

**PLUCKY TORONTO GROCER.**

**Struggles Twenty Minutes With Hold-Up Man and Scares Him Off.**

Allan G. Duncan, grocer, Toronto, had an encounter on the evening of Friday, May 1, with a thief who entered his store and demanded money at the point of a revolver. As Mr. Duncan was pretending to show where the money was, he knocked the weapon out of the man's hand, seized him in a desperate struggle

and held him to the floor for twenty minutes. A couple of young men who came to Mr. Duncan's assistance were afraid to go for the police, owing to threats to "get even" made by the captive, who eventually escaped. The supposed thief has since been captured. This is not the first time Mr. Duncan has been held up.

**TRADE NOTES.**

The assets of L. Eug. Roy, grocer, Montreal, have been sold.

Allen Barr, Belmont, Ont., has sold his general store business.

Bigaouette & Frere, grocers, Montreal, are offering to compromise.

Edgar & Company, general merchants, Burk's Falls, Ont., have assigned.

Fred. Kohli, Hespeler, Ont., has purchased Klager's grocery business.

The T. S. Ford Co., Stratford, Ont., are enlarging their grocery department.

Sparrow & Mason, grocers, Toronto, have sold their business to Gifford C. Baker.

The Rennart & Moir Co., general merchants, Otterburne, Man., has been incorporated.

The general store of Eli Shilson, Snowflake, Man., was slightly damaged by fire recently.

The stock of the general store of Wm. Stone, Maidstone, Sask., has been sold to J. M. Montgomery.

J. T. Hammant and E. J. Wilson, Milton, Ont., have bought P. M. McKay's Sons grocery business.

The stock of the general store of the estate of P. Parenteau, St. Jean Baptiste, Man., is advertised for sale.

D. Cameron, formerly of Warton and White River, Ont., has purchased Kelly's "Star Grocery" business, Listowel.

Mr. Ellis has withdrawn from Ellis & Steward's department store company, Wolseley, Sask. The new firm, known as Steward & Co., consists of I. R. Strome, Brandon, Man., and H. O. Steward, Wolseley.

**IMPERIAL SYRUP CO. MOVED.**

The Imperial Syrup Co., Montreal, have removed from 88 Grey Nun Street to 29 and 31 Vitre Street, where they are in possession of a larger and more modern factory.

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

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

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

**EXPERIENCED ADVERTISEMENT WRITERS**  
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

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

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

**NATION'S**

Simply Delicious  
In Packets and 4-oz. 8-oz. & 16-oz. Tins



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

**THE DOMINION WAFER CO.**



44 St. Vincent Street  
MONTREAL

**BISCUIT CUPS**

a Specialty

Ice Pies,  
Ice Cornets,  
etc., etc.

Dealers in

Choice Ice Cream  
TEL. MAIN 1310.

**They  
Can't  
Use  
This  
Signature.**



W. K. KELLOGG

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

Head Office and Factory, London, Ont.

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

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



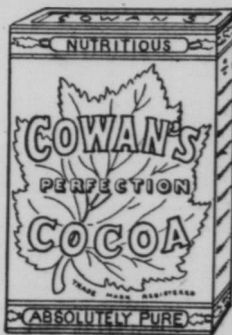
**This is a Happy Land**

because most people in it have a working  
allowance of common sense. That's why  
most of them buy

**COWAN'S**  
**Cocoa and Chocolate**

They know a good thing  
when they taste it.

If you want the briskest  
selling Cocoa, Chocolate  
and Chocolate Confections  
just stock Cowan's. They  
are IT!



**The Cowan Co., Ltd.**



**"It's All in the Shreds"**

**THE GROCER**

**WHO MIXES BRAINS**

**WITH HIS BUSINESS**

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

**Shredded Wheat Biscuit and Triscuit**

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

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

**The Canadian Shredded Wheat Co., Ltd.**

Niagara Falls, Ont.



**Bakers and Confectioners**

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

Write call or telephone us for anything  
you need.

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

J. ALBERT MacLEAN, Proprietor

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

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

**MACE'S**

**Original Ice Cream Powder**

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

**NOW IS THE TIME TO ORDER!**

**A. H. MACE & CO.**

748 Notre Dame St. West, - **MONTREAL**



## THE SITUATION IN THE WEST

The General Tone of Business is Better With Money Considerably Easier—  
Receipts of Wheat Small—Live Stock Trade Improving.

The Western Viewpoint, by our Special Winnipeg Correspondent.

The extremely fine seeding weather has been followed by a week of cold, that is a bit discouraging, though as a matter of fact it has done no harm and now the weather is turning warmer. The weight of moisture in the shape of both snow and rain, delayed the seeding in many districts, and, indeed, in the more northerly and westerly sections of the West, it has not yet been resumed, but all over the south and middle West the seeding of the balance of the wheat and the oats is being vigorously pushed.

Taken as a whole, conditions are quite as bright as they were a week ago so far as the present year's crop is concerned.

The wheat market has been strong all week and only moderately active, as present prices are decidedly out of line for export, though there has not been a day when there has not been inquiry for Western wheat. The amount of milling wheat still in the country is very small, and the proportion of contract wheat at the head of the lakes is also small, though the receipts of the past week have been more than half of them contract grade. However, the receipts of the week have been running as low as 40 cars a day, and the biggest day of the week was 88 cars, as against receipts of 225 to 250 cars daily last year. If receipts continue to shrink in the same proportion during May the business of the 1907 wheat crop will be all cleaned up long before the end of the crop year, as used to be the case in the old days, when much smaller crops were raised.

The flour market is a steady one, with a difference of ten cents per sack in the prices the two largest of the milling companies are asking for their flour. All mills report that there is very little export demand to Britain, but that they are doing a fair export trade to the Orient and that the domestic demand is improving daily. All the big mills are running full time, and expect to continue doing so.

The live stock trade is increasing in activity, and there is a decided improvement in both demand and price. A good deal of interest has been created by American buyers coming into Southern Manitoba for butchers' stock. These buyers have paid higher prices than the Winnipeg cattle firms, and, in addition, have to pay the 27½ duty. The producers are beginning to sit up and take notice, claiming that if American cattle men can afford to pay ½c to 1c more per pound, making no allowance for shrink, and also to pay the duty, the Winnipeg dealers must have been get-

ting the long end of the stick. Several trains of cattle shipped this spring from Alberta to Chicago have made very satisfactory prices, the tops selling as high as \$6.20 per cwt. and the bottoms for \$4. The Winnipeg market has evidently been stimulated by these things and on Friday, May 1st, there was quite an influx of Eastern buyers, among them being A. Shortreed, of Fergus, Ontario; J. Wilson, of Maybee, Wilson & Hall, Toronto; Messrs. Isaac, J. Norris and Hector Thompson, of Markham Village, and Messrs. Roberts and Dohan, of Montreal. Bidding was lively and prices of anything like good stock ruled high. Winnipeg has no regular trading hours for cattle, such as pertain in grain and the early man gets the pick. The Eastern men thought they would be on the ground and give the Western men a run for their money. Street cars do not run in Winnipeg until six o'clock, and the stock yards are a mile and a quarter from the hotel section of the city. The cattle trains for the Friday market always the big one of the week, arrive about three or from three to four o'clock. Some of the Eastern men made a spurt and were up at the yards at 5.15, having walked the whole distance, but when they got there they found that the head of a certain big local concern had gone there one better and had been there before five o'clock, and he certainly secured the pick of the bunch for export. For these he paid from 5c to 5¼c and for the two prime bullocks of the bunch 5½c. These two bullocks weighed together made 3,400 pounds, and nothing better has shown on this market for a long time. Taking all classes of stock, cattle, sheep and hogs, there were 54 cars on the market, and the prices for cattle ran all the way from 2½c to 5½c, and the bullocks bought at the latter figure were cheap compared to the stock selling at 2½c.

Offerings of hogs were very liberal, but demand was keen and straight. 6c was paid for the bulk of the offerings. Offerings of sheep were small, being only some 200 for the week, but these were very choice yearlings, and brought 7c on the hoof, they were fed at Brandon. What was said along this line last week might well be emphasized. The sheep sold, giving far and away the best return to the producer, of any stock offered during the week. The Eastern men, though they evidently were unwilling to do anything to boost prices, admitted that there was a scarcity of good butchers' cattle in the East, and that there was likely to be a demand from there for tops all season.

Everything points to the growing need of union stock yards and public abattoirs in Winnipeg, and a regularly constituted live stock exchange. Winnipeg

has all the facilities for handling an enormous cattle trade.

One of the most important events of the week from the Western standpoint, was the opening of the short line to Duluth from Fort Frances tapping the C.N.R. There is no doubt that the American capital interested see in this line a means of diverting the Western wheat to the Duluth elevators, which, in these days, are seldom full and represent an enormous outlay of capital. There is no manner of doubt, either, that if the Grain Growers' Association and their friends keep up their agitation about private companies not being allowed to control terminal elevators (in which there is almost entire agreement in the West), that the owners of private terminals, who are also owners of lines of interior elevators, will seek this outlet also for their wheat. In any case, it is an additional outlet for the wheat of the Canadian West, and cannot fail to be a matter of importance to every one interested in Western trade.

The real estate situation continues to develop steadily, and just now there is good sale for fruit farms in British Columbia. These sales are being made by companies that sell only to actual settlers going immediately on the land and the past week saw no less than 12 of these farms sold to men who were all practical fruit farmers and leaving immediately for their new ranches. There has also been a good sale of market garden plots near Winnipeg, running about five acres each, to men who will go to work on them this spring. The sale of house property in Winnipeg is good, and there continues to be heavy cash payments on these purchases. A feature of the building this year is the erection of no less than three costly buildings for charitable or beneficent purposes. Men familiar with trade and business conditions state that there is not surer guarantee of prosperity than this, as the funds for these buildings are practically all pledged before the erection commences.

There is no question that the whole money situation in the West is much easier than it was even a month ago. There is a general air of active business, and though there are still quite a number of unemployed men in the city, the first week of fine warm weather will see these practically all taken care of, that is if they are men who really want to work.

Taking the entire Western situation into account, conditions are better than they were a week ago, and are such as to confirm the general feeling of confidence that the West is entering on a season of prosperity, with the advantage of a sharp setback last winter to teach her wisdom and a more careful spending of money and a greater wisdom in incurring obligations than has been hers in the past. H.

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY



WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD

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

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

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

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

# DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

## Twin Block Pure Maple Sugar

The Kind That Satisfies.

## Maple Cream Hearts

The People's Favorite.

## Wild Strawberry and Raspberry Jam

Pure and Delicious.

## Pickles and Ketchup

Of Superior Quality.

## SUGARS and CANNERS

LIMITED

Montreal, Que.



## FRUITS, VEGETABLES AND FISH

Business Opening Well—Pineapples and Strawberries Arriving Freely—New Vegetables Brisk—Fish Quiet.

### Pineapples

are now coming in fine shape and are finding ready sale, it is now time for you to order.

### Strawberries

arriving good, in fact the best in years.

**Cabbage, Cucumbers, Beans, Beets, Carrots, New Potatoes, Bermuda and Egyptian Onions.**

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St., TORONTO

### Look Here!

Some Interesting Prices

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

Send us your order.

**J. & R. McLEA**  
WHOLESALE FISH  
23 COMMON ST., - MONTREAL

Ship your  
**DRIED APPLES**  
before warm weather sets in

**O. E. ROBINSON & CO.**  
Established 1886  
Ingersoll - Ontario

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

An improvement in business is noted all along the line this week and the dealers are getting busy. A little more sunshine and a few warm days and they would be jubilant. By the end of May it is expected they will have their hands full of orders. As it is, all the dealers are carrying larger stocks and great quantities of fruit and vegetables are going out to the retailers.

Bananas are slightly easier, and so are pineapples and strawberries. Car-load lots of these two lines are quite usual. Oranges are firming up again, the California navel season being nearly over. Montreal reports the first fruit boat of the season from the Mediterranean, with the largest cargo on record. Lemons and oranges seem to be the bulk of the cargo.

Canadian greens are coming in more freely, and already we have lettuce, carrots, spinach and green onions. Most of the garden stuff on the Toronto market is from the Hamilton district, but quite a little is from the Toronto district, and the county of York. It is open-air stuff, too, except that the lettuce is grown under glass. The southern Atlantic States are sending great quantities of cabbage and tomatoes to Canadian points. In fact, these two lines, with pineapples and berries, are the features of the week. A number of price changes are noted.

Fish is quiet, but in a week or so the trade will open up again. Frozen lines and bulk oysters are off, and fresh-water fish are a little easier in price.

#### MONTREAL.

**GREEN FRUITS**—There is not much change in this market from last week. Lemons are a little lower, whilst oranges have advanced somewhat. The Fremona, the first fruit boat of the season, has arrived with the largest fruit cargo on record, which consisted chiefly of oranges and lemons from the Mediterranean.

Bananas, fine stalk	1 00	2 25
Cocoanuts, new, per bag	2 00	4 50
Lemons	2 00	2 25
Navel oranges	2 50	3 50
Florida oranges, box	3 50	3 50
Mexi-an oranges	2 50	2 50
Porto Rico oranges, box	4 00	4 00
Jamaica oranges, bbl	4 00	5 00
Valencia oranges	4 00	5 50
Grape fruit, box	3 25	3 25
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	11 00	14 00
Cape Cod cranberries, frozen, bbl	4 00	5 00
Nova Scotia cranberries, bbl	6 00	7 00
Strawberries, qt.	0 17	0 20
Apples	3 00	5 00
Bitter oranges	1 25	1 25
California Blood Oranges	3 00	4 25

**VEGETABLES**—Vegetables remain about the same as at last quotations, with the exception of lettuce, which has dropped from 85c and \$1.10 to from 50c to 60c per dozen. New potatoes are now quoted at 6c per pound and cabbages have dropped from \$3.25 to \$2.75.

Parsley, per doz. bunches	0 35	0 35
American parsley, large bunches, doz.	1 00	1 00
Sage, per doz.	0 60	0 60
Savory, per doz.	0 40	0 40
Cabbage, bbl	2 00	2 50
Turnips, bag	0 75	0 95
Celery, doz	0 25	1 00
California celery, crate	5 50	5 50
Water cress, large bunches, per doz	0 75	0 75

Spinach, bbl	3 00	3 2
Green peppers, crate	0 60	0 75
Boston hot house cucumbers, doz.	0 60	0 75
California asparagus bunch	0 60	0 75
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket	3 25	3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida, crate	3 00	4 00
Tomatoes, hot house, per lb.	0 35	0 35
Spanish onions, small crates	0 70	1 00
" " large crates	3 00	3 00
Canadian onions, lb.	0 3	0 3
Egyptian Onions	0 50	0 50
Boston let. uce, hot house, per doz	0 50	0 60
Radishes, doz	0 50	0 50
Bermuda parsley, crate	3 00	3 00
Mushrooms, per lb	0 5	0 5
Horseradish, per lb.	0 12	0 12
Beans, green, ba-let.	6 25	6 0
French beans, wax	6 25	6 50
Eg plant, doz	2 50	2 50
California cauliflowers, per crate of 16	8 00	8 00
New cabbage, crate	2 75	2 75
Florida Celery crate	2 75	3 00
New potatoes, per lb.	0 6	0 6

**FISH**—The fish market is somewhat easier this week, owing largely to increased facilities, which the opening of navigation have afforded the shippers. Haddock, herring and flounders have eased off a cent. Standard oysters are up 10c a gallon.

#### Fresh and Frozen Fish.

Haddock, per lb.	0 45	0 45
Fresh halibut	0 08	0 08
Mackerel, "	0 07	0 08
Dore, "	0 04	0 18
Pike, lb	0 05	0 18
Whitefish, lb	0 05	0 08
Flounders lb.	0 17	0 17
Bluefish lb.	0 15	0 15
Shad, each	0 40	0 40
Striped Bass, lb	0 12	0 12
B. O. salmon, lb	0 09	0 09
Qualla Salmon, lb	0 07	0 07
Smoked and Sal ed—		
Haddies, box a per lb.	0 67	1 00
Kipp-red Herring, 50 in box	1 10	1 10
Yarmouth Bloaters, per box	1 10	1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons	0 90	0 90
Skinless cod, 100 lb. cases	5 25	5 25
Strictly boneless pure cod, 20 lb. boxes	0 08	0 13
Boneless cod, 20 lb. boxes	0 04	0 04
Boneless fish, 20-lb. boxes, blocks	0 05	0 05
Boneless fish, 25-lb., boxes, per lb.	0 01	0 01
Oysters and Lobsters—		
Malpequea, bbl	6 00	6 00
Standards, bulk, per imp. gal	1 50	1 50
Standards quart tins, sea'ed	0 40	0 40
Paper pails, 1 1/2 pint size	1 10	1 10
100, quart size	1 50	1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl.	3 00	3 00
No. 1 Mackerel, 20-lb. kitts.	1 75	1 75
Green cod, large lb.	0 04	0 04
Green cod, 1 lb	0 05	0 05
Labrador Salmon, 1-bbls.	8 50	8 50

#### TORONTO.

**GREEN FRUITS**—Business is very good considering the chilly days we have been having of late, and is much better than during April. "Oh! if we only had some warm sunshine!" said one dealer, "business would then hum." As it is the prospects are very bright, and before the end of the month dealers are sure to be very busy. Pineapples are coming in in large quantities, and car-load lots of strawberries are arriving almost daily, bringing down prices a little. Oranges are up and may go higher during the week. Other fruit prices remain unchanged.

Oranges, Navel	2 75	3 50
" Valencia	3 00	3 00
" Bahamas	2 00	2 25
Oranges, Bl od	2 50	3 00
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messina, new crop	2 50	2 75
Lemons, California, new	3 25	3 25
Grape fruit, 4's 80's, 90's	5 75	6 25
Grape fruit Bahamas	3 00	4 00
Apples, No. 1 winter fruit	2 25	3 00
" No. 2	1 75	2 25
Ap les, fancy spi s	3 40	4 50
Bananas, Jamaica fruits, per bunch	1 50	1 75
Bananas, Jumbo bunches	2 00	2 25
Almeria grapes, per keg	5 50	7 00

Tangerines.....	3 00	4 00
Pineapples.....	3 25	3 75
Strawberries, qts.....	0 17	0 20
Rhubarb, per doz.....	1 25	1 35

VEGETABLES—Quite a few price changes are noted this week. Canadian carrots are down 10c, and Florida celery is up again. Asparagus is about 10 cents easier. Canadian greens are coming in pretty freely and already lettuce, spinach and green onions from the Hamilton district are on the market. Home-grown Canadian onions are off, only a few bags being left in stock. If the quality is first-class a good price can be obtained. Tomatoes and cabbage from the Atlantic States are arriving in quantities daily.

New Brunswick Delawares, per bag.....	1 05	1 10
Potatoes, Canadian, per bag.....	0 95	1 00
Potatoes, new, bbl.....	7 00	7 00
Sweet Potatoes (Jersey), per bbl.....	3 00	4 00
Onions, Be mudas, per 50 lb. crate.....	2 25	2 25
" per bag.....	1 45	1 50
" green, per doz., Canadian.....	15	20
Onions, Egyptian, per sack.....	3 40	3 25
Cabbage, new, per crate.....	1 50	2 50
Carrots, Canadian, per bag.....	0 50	0 75
Carrots, new, per doz. bunches.....	0 45	0 85
Turnips, per bag.....	0 45	0 45
Parsnips, per bag.....	0 75	0 85
Parsley, per doz.....	0 50	0 50
Celery, Florida, per crate.....	3 00	3 50
Celery, California, crate.....	4 75	4 75
Celery, Canadian, per doz.....	0 35	0 40
Lettuce, imported.....	1 00	1 25
Le tuce, Canadian, doz.....	0 30	0 75
Cucumbers imported, per doz.....	1 75	1 75
Tomatoes, imported, per crate.....	2 50	3 25
Mushrooms, per lb.....	0 65	0 65
Raspberries, per doz., Canadian.....	0 50	0 50
Spinach, per hamper.....	0 90	1 00
Spinach, Canadian, bush.....	0 75	0 75
Asparagus, per bunch.....	0 50	0 65
Bee s. dozen bch.....	0 50	1 00
Carrots, dozen bch.....	0 75	1 00
Parsl y, dozen bch.....	0 50	0 50
Egg plant each.....	15	20

FISH—This is between seasons and the dealer is preparing his premises for coming trade. Oysters in bulk are practically off, and all the frozen and winter lines are also off the market. Fresh fish are down from one to two cents on the various lines of goods. The new arrivals are expected along by next week and some stir in the fish trade is anticipated.

Perch, large, per lb.....	0 07	0 08
Blue pickerel, per lb.....	0 06	0 08
White fish, Georgian Bay, per lb.....	0 11	0 12
Whitefish, winter caught, per lb.....	0 04	0 08
Herring, medium, per lb.....	0 07	0 08
" jumbo, per lb.....	0 10	0 10
Whitefish, Lake Erie.....	0 11	0 12
Cod, fresh.....	0 08	0 09
Finnan Haddie.....	0 10	0 10
Trout, fresh, per lb.....	1 15	1 25
Clacoe, per basket.....	0 10	0 10
Halibut, fresh caught.....	0 90	0 90
Shredded cod, per doz.....	0 30	0 35
Live lobsters.....	0 07	0 07
Bluefins, small white, per lb.....	0 12	0 12
Mackerel mediums, each.....	0 25	0 25
" large.....	0 04	0 04
Flounders, per lb.....	1 10	1 10
Bloaters, Yarmouth, per box.....	1 25	1 25
Oysters, in shell, per 100.....	0 07	0 07
Haddock, fresh.....	0 07	0 07

**SOME WESTERN CHANGES.**

It will be remembered that a little more than a year ago an interesting experiment was tried by the various merchants in Cartwright, Man., who joined together to organize a joint stock company. The object was to eliminate destructive competition among themselves. To enable them to buy more cheaply and to provide a new means to fight mail order competition.

The experiment has been a success upon the whole, but the first break occurred recently when J. E. Cameron withdrew from the company, and in partnership with A. C. Lawson, started a general store under the firm name of Lawson & Cameron. All further developments will be watched with interest.

# PINEAPPLES

Season is now at its height. Prices are low and quality fine.

Sizes, 18s, 24s, 30s and 46s. Perfectly ripened and sound.

## CABBAGE, CUCUMBERS and TOMATOES

Full direct cars of the above are being received daily by us.

SEND US YOUR ORDERS

### WHITE & CO., LIMITED TORONTO AND HAMILTON

## "ST. NICHOLAS" and "HOME GUARD" November Cut Lemons

are what you could call the "FIRST SELECTION" of Italy's lemon crop. It will pay you to store a few boxes of this fruit.

**W. B. Stringer & Co., Sole Agents, Toronto**

# FANCY RIPE

**Pineapples, all sizes  
Bananas, fat fruit**

LOWER PRICES THIS WEEK  
also

**FLORIDA TOMATOES, Fine Quality  
CAROLINA STRAWBERRIES, quart boxes**

Send us your orders

## HUGH WALKER & SON GUELPH, ONT.

A. W. Parsons, formerly with R. Taylor, general merchant, of Indian Head, Man., has accepted a position with Whyte & Co., Moosomin, Sask.

Jas. G. Leslie, formerly of Pierson, Man., has transferred his entire stock to Gainsboro, Sask., where he will continue in the general store business.



## THE MARKETS OF NOVA SCOTIA

Heavy Lobster Shipments to United States Slump Markets—Large Export Business With Southern Points—Grocers Successful in Municipal Elections.

(Special Correspondence to The Canadian Grocer.)

May 4.—The chief feature of the grocery markets here this week is an advance in the price of flour and beef, two very important commodities to the consumer. According to advices received here the Ontario millers have advanced flour twenty cents, and the local butchers have put into effect the summer prices for fresh beef. Scarcity of live stock is the cause assigned for the increase. The markets are in a very healthy condition and there is marked activity in both wholesale and retail trade.

The fish business is quite active for the season of the year, though the stormy weather greatly interferes with the operations of the fresh fishermen along the coast. The supply of fresh fish at the present time is very limited.

Heavy lobster shipments continue to be made from Nova Scotia points to the United States. This week one thousand crates of live lobsters from this province reached the Boston market and caused a heavy slump in prices, as the market broke from \$21 to \$16 per crate. Still lower prices are predicted for future shipments.

According to advices received here from Vancouver, the shipment of live lobsters sent by the Government from Halifax, have arrived there in good condition, the loss being comparatively small.

The receipts of eggs this week were fair, but not by any means up to expectations. The price holds very firm at 16c for fresh laid stock. The demand is good.

Speaking to The Grocer the other day one of the leading retail dealers re-

### Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

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

**TOMATOES CUCUMBERS**  
**NEW CABBAGE PINEAPPLES**  
**THE DAWSON COMMISSION CO., TORONTO**

marked on the great change that has been brought about in the tea trade in this city in recent years. There was a time, he said, when there was little or no demand for package teas, the consumers being somewhat suspicious as to the quality of the contents. The call was principally for bulk teas. The change has been most marked. Nearly everyone now buys package teas, and the sales are heavy. Old customers continue to use the bulk tea, but for one pound sold in this way, ten are sold in packages.

Fruits are in good supply and there are still some fine apples offered for sale. In fact, a lot of the apples are of better quality than it was possible to obtain months ago, and the price is within reason.

Heavy cargoes of foodstuffs left Halifax for the West Indies on the steamers Lobo and Boston, on their last trip. The Lobo, bound for Bermuda, the Leeward Islands, and Demerara, took 23,000 barrels and boxes of miscellaneous cargo, while the Boston had 400 casks of dry fish, and 2,500 casks of pickled fish for Jamaica, and 2,000 drums of dry fish and 2,000 barrels of potatoes for Cuba.

The Mexican line steamer Bornu, which sailed for Vera Cruz, was filled to the hatches with Canadian produce, the cargo being one of the largest ever taken away from this port. The trade with the southern ports this year has been unusually heavy.

The business of R. Urquhart & Son will be continued under the same name. The death of the junior member of the firm, Alex. Urquhart, was noted in a recent issue of The Grocer.

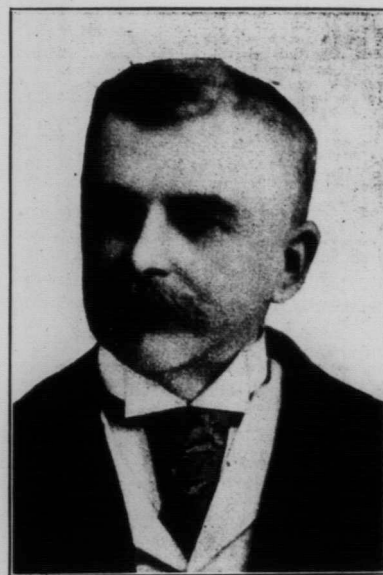
M. W. Davison has purchased the grocery business formerly conducted by Edwin Shaw, at Windsor, N.S. Mr. Davison has a good knowledge of the grocery business, having conducted a store for many years.

The civic elections were held in Halifax this week, and among the successful candidates for aldermanic honors were Andrew Hubley, grocer; Nelson Smith, of Smith & Procter, dealers in butter, eggs and cheese, and S. Y. Wilson, fish merchant. Constance Upham, grocer, was defeated in Ward Six by J. S. Edwards by seven votes.

### HAD A HOST OF GROCER FRIENDS

The Late Donald Morrison, One of the Best-known Figures in Western Ontario Trade.

The late Donald Morrison who died at his home in Windsor on Thursday, April 2nd, was one of the oldest and best-known grocery travelers in Western Ontario. He was born in Sutherlandshire, Scotland, in 1839, and at an early age came to this country with his parents. He made his first start in the grocery business with the old firm of Edward Adams & Co., London, with which he was connected for many years. On his leaving this firm his brother employes presented him with a silver service, which he always prized very highly. He then was employed with Alexander Harvey & Co., Hamilton, whom he represented on his old territory for over ten years, when he again entered the employ of Adams & Co., with whom



THE LATE DONALD MORRISON.

he remained until his removal to Windsor with his family.

Mr. Morrison was of a kindly disposition, and until his death was closely identified with the grocery business. Nearly every retail grocer west of London was numbered among his acquaintances, and some of them were lifelong friends. He saw active service in Windsor during the Fenian Raid in '66, as an officer in the 24th Regiment of Chatham. He was a lifelong Reformer and a staunch Presbyterian. Mrs. Morrison, two sons and two daughters survive him.

H. Heirman & Co., general merchants, Feversham, Ont. have assigned.

The stock of J. P. Durand, grocer, of London, Ont., is advertised for sale.

The assets of Jos. St Onge, general merchant, St. Onge, Ont., have been sold.

W. H. Whiting, general merchant, of Shepard, Alta. succeeds the Ellis Trading Co.

## Brunswick Brand



we now offer

### NEW PACK Sardines

- 1/4 Oil Sanitary
- 1/4 Oil Hand
- 1/4 Mustard
- 3/4 Mustard

WRITE FOR SAMPLES

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

## There is a lot in a name

This is particularly so in the matter of Sardines. The name of

# "King Oscar"

Brand of

# Sardines

is a guarantee to the buyer that the best Norwegian Sardines, packed in perfectly pure Olive Oil (not cotton seed oil) are contained in the tin.

This guarantee makes for easy and repeat selling by the dealer.

Ask for "KING OSCAR" SARDINES and you will get the BEST.

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

## We Want Shipments

of all kinds of fruits, vegetables and produce. Best treatment and prices. Make enquiries of us. Best facilities in Ottawa Valley for handling your trade.

Also in a position to supply your wants at attractive figures in all imported lines.

### DOMINION FRUIT EXCHANGE

52 Nicholas Street, OTTAWA

AUCTION 3 TIMES A WEEK.

Every live grocer should sell

# Ridgways TEA

Established in King William St., London, England, in the reign of King William the Fourth. A prime favorite ever since. Commands the largest sale of any high grade tea in London.

Full particulars gladly  
FURNISHED BY

## Ridgways Ltd.

Vancouver, B.C.



## MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

*The publication begins in the next issue of The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at \$1.00. Of course regular subscribers get it without extra charge. We would appreciate very much our readers drawing the attention of commercial travellers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style.*

*The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.*

*A salesman of experience realizes that ideas—practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.*

*Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.*

*The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.*

*A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.*

*The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.*

*What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.*

### MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin \$1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,  
Subscription Department,  
10 Front St. E., Toronto:

Please send me *The Canadian Grocer* regularly during the time you are running "Men Who Sell Things."

Name.....  
Street.....  
Town.....

**Classified Advertising**

Advertisements under this heading, i.e. a word each insertion.

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

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

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

**Yearly Contract Rates.**

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

**FOR SALE**

**SHOWCASES** and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4873. (19)

**MAPLE SUGAR** - Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

**FOR SALE**-Grocery store fittings. Up-to-date oak fittings, snap if bought at once. Write Box 1325, Regina, Sask. [19]

**FOR SALE**-\$100 easy money. You can just save \$100 on a new up-to-date National Cash Register used three months. Easy terms. A. M. McLaren, Guelph. [19]

**FORTUNE SODA FOUNTAINS** are for grocers and confectioners who do not wish to invest in an expensive fountain, or incur the trouble and expense of having cylinders charged. They take up small space and make large profits. Moderate price for cash or monthly instalments, or leased at five dollars for the season. Write for circular. R. McGregor, 99 Gladstone avenue, Toronto. (19)

**SITUATIONS VACANT.**

**WANTED**-Salesman for New Brunswick by leading wall paper manufacturer. Address Box No. 193 CANADIAN GROCER.

**WANTED.**

**WANTED**-A Multiple Drawer National Cash Register, second-hand. Apply to J. M., Whig Office, Kingston. (19)

**BOOKS FOR THE GROCER.**

**TEA BLENDING** as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

**TEA**, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

**COFFEE**, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

**SALES PLANS**-This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

**BUSINESS CHANCES.**

**FOR SALE**-One of the best business propositions in the City of Toronto; includes large, solid brick store, with excellent dwelling, all up-to-date conveniences; grocery and butcher business, which averages \$60,000 per year. This can be verified. Stock, fixtures and chattels can be reduced to about \$4500, if desired. This is an exceptional business opportunity. The owner is compelled to give up business because of ill-health, and remove, with his family, to California. Easy terms of payment can be arranged. Call or write us for full particulars. Rice, Kidney & Co., 16 Victoria Street, Toronto. (19)

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

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

**\$4,500**-GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

**\$1,800**-GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

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

**PERIODICALS.**

**ADVERTISING** writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

**THE BUSY MAN'S MAGAZINE** is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

**COMPLETE** information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

**THE** market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

**CANADIAN MACHINERY AND MANUFACTURING NEWS**, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

**MISCELLANEOUS.**

**STORAGE** suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," **THE CANADIAN GROCER**, Toronto. (116)

**THE WHAT, THE WHY, THE WAY**.-If you want to get well and stay well you can-without drugs or medicines. Learn the wonderful mission of the **INTERNAL BATH**. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to **TYRRELL'S HYGIENIC INSTITUTE**, 285 Fifth Ave., New York, N.Y.

**HIGH CLASS COLOR WORK**-Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

**MISCELLANEOUS.**

**MERCHANTS**-Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

**OFFICE SUPPLIES.**

**ELLIOTT-FISHER ADDING TYPEWRITERS**

Elliott-Fisher Limited, 129 Bay St., Toronto

**AUSTRALIA CONSIDERS COMMERCIAL TRAVELERS.**

J. S. Larke, Canadian Commissioner, Sydney, Australia, writes the editor of The Canadian Grocer as follows:

Sir,-I notice that the commercial travelers of Canada seek to obtain an arrangement of election day that will enable them to be at home. In Australia election days are held upon a Saturday, as a rule, which enables their desire to be carried out. The extent of Canada makes the fixing of Saturday a greater difficulty than in Australia. The vote of commercial travelers is an important one, not so much for the numbers as for the general intelligence of its members, secured through their intimate knowledge of the condition of the large sections of the country, their opportunities in this respect being greatly beyond those of almost any other class of the population. Hence it is important that it should be registered.

Another arrangement that assists a commercial traveler in Australia is that Christmas and New Year are observed on the days on which they fall, but the other holidays of the year are held upon the Monday following their natural date. This enables the commercial traveler to spend these holidays with his family.

J. S. LARKE.

Sydney, Australia, March 11.

**BLOW YOUR OWN HORN.**

The man who blows his own horn is the man who succeeds. We used to look upon him with suspicion, but in these strenuous times unless you make yourself felt and heard you are apt to get lost in the crowd.

Whatever your business, you will have to blow, blow, blow. Tell folks what you have to sell, how much better it is than similar lines, in what particular points it excels, and so forth. If you don't tell the people about it, who will?

If you are looking for a position you must impress the prospective employer with the fact that you are better than the average. If you lack confidence in yourself you can hardly expect that any one else will trust you.

If you have nothing to "blow" about, then you had better keep quiet. Look around you and see how many people are filling good positions that you could fill just as well as they if you had the chance. In many cases it is because you have not the "nerve" and not having it you cannot impress other people with your ability.

Other things being equal, Jones who "blows" and can back it up has a hundred chances where Smith has one chance.



## NEWS FROM NEW BRUNSWICK

**Trade Increasing With Opening of Navigation—Province Suffers Disastrous Fires—Fredericton Fighting for Better Freight Rates.**

Special Correspondence to The Canadian Grocer.

May 4.—There has been little change in grocery markets during the past week. Ontario flours advanced 10c a barrel, as was expected, making the price \$5.75, as it was a few weeks ago. Business has been very good with both retailers and jobbers. The former have had a big demand for seeds and some good-sized orders for general groceries have been shipped to the south shore of Nova Scotia and along the New Brunswick coast, in the various schooners and steamers that are now plying their usual summer routes.

A rather serious fire on Tuesday, 28th April, caused about \$15,000 damage to the Sutherland building, Union Street, where a number of stores and small factories had their quarters. A. J. Russell's candy factory was burned out, with a loss of about \$1,000, and the Archer Syrup Co. also suffered somewhat. The losses were all pretty well covered by insurance.

About \$20,000 damage was done by a fire which occurred in Woodstock, N.B., on April 27. The firms affected included C. B. Snow, grocer. The loss was fairly covered by insurance.

Andrew J. Megarity has purchased the grocery business of Hugh Ryan, 256

Brussels Street, and will continue the business at the same stand. He has had years of experience and success for himself and satisfaction for his customers should result.

Merchants of Fredericton and vicinity are much interested in the outcome of an inquiry, which was commenced before the Railway Commission at Ottawa on April 23. The Board of Trade of Fredericton applied for an order to compel the C.P.R. and G.T.R. to remove the present differential freight rates against Fredericton and in favor of St. John. It was pointed out that the freight rates were the same between Montreal and Fredericton and Montreal and St. John. They had been the same from points west of Montreal until November 15, 1904, when the G.T.R. and C.P.R. established a differential rate against Fredericton ranging from 2½ to 8 cents per 100 pounds. E. Tiffin, general freight agent of the I.C.R., testified that the discrimination was unjust and should be removed. The C.P.R. and G.T.R. representatives defended their action because of water competition which they claimed may some day exist. No decision has yet been given.

Following the lead of Moncton, St. John, Fredericton and Chatham are now making an effort to secure the Dominion

grant of \$50,000 for an exhibition. Fredericton and Chatham propose to have the exhibition in 1909, but St. John wants it for 1910.

A disastrous fire visited Buctouche on Saturday, April 25, when McLaughlin's mills, probably the most important industry in the place, were totally destroyed. The burned property included a butter factory, flour, carding and saw-mill and a general store. The loss is estimated at between \$30,000 and \$40,000, with insurance of \$12,000. It has not yet been decided whether the company will rebuild or not.

R. M. Weeks, of Millerton, is erecting a large building for a general store at that place.

### TRADE NOTES.

Dickson & Fahy, grocers, Edmonton, Alta., have sold their business.

McDonnell & Thoroughman, general merchants, Alix, Alta., have assigned.

John A. McDougall, general merchant, Crossfield, Alta., has sold his business.

G. H. Rennie, accountant for the T. Kinnear Co., wholesale grocers, Toronto, has just evolved a new cost book, which is a model of convenience and neatness. The book is arranged on the loose-leaf system in a pliable leather cover, and is indexed and arranged to allow for very ready reference. The system of removal sheets provides for an easy way of making changes in lines where prices vary. The book is worth examining.

# Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

# Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

**GROCERY FACTS.**

Interesting Information Regarding the Regular Lines Handled by Grocers.

**NUTMEGS.**

The genuine round nutmeg sold in the best shops is the kernel of the fruit of the tree known as *Myristica moschata*, or nutmeg tree. Some botanists call it *Myristica fragrans*.

It is a native of the Moluccas, and is grown extensively in Hainan, also in the Islands of Banda, East Indies, and in Africa. Nutmeg culture is also becoming a source of much profit in several of the West Indian Islands, especially in Grenada.

In size and foliage the trees resemble pear trees. They do not come into bearing till nine or ten years old. The fertile trees continue to produce fruit 70 to 80 years, and on an average each tree will yield ten pounds of nutmegs, with about one pound of mace, every year; but when thoroughly manured it is said they will produce ten times that amount. It takes nine months for the fruit to come to maturity.

The process of curing the nutmegs for the market is as follows. The ripe fruit containing the nutmeg is nearly a spherical droop, not unlike a round pear or common walnut, and of golden yellow color without and white within. These are gathered up from under the trees every day, except Sunday. The outer or fleshy part of the fruit is rather tough, something like candied lemon, and is in fact often preserved and used as a sweetmeat; but it readily splits in two like a pea, and inside this outer fruit is found a thin but very hard shiny brown shell, tightly wrapped in a bright red network or ligament known as mace. It is inside this shell that the ordinary nutmeg of commerce is found. The mace is peeled off and pressed flat between heavy rollers.

The female, or round nuts, are the best; they should be large, fresh, moist, heavy, of good smell, and yield oil readily when pricked and not be worm-eaten or corky.

If a quantity of nutmegs be found infested by insects they may be easily got rid of by exposing the nutmegs on sieves to the fumes of burning sulphur, in a close chamber or other suitable vessel.

**HOW "GROCER" ORIGINATED.**

The word "grocer" itself embalms a history. It is derived from the French, and means a wholesale merchant, or dealer in the gross, or in bulk. Taken in connection with the familiar qualification, "Italian grocery," it points to a business which collected commodities from distant parts in bulk and distributed the same to households according to the facilities of commerce and the demands of civilization. As distinct from provender, groceries were always connected with spices and other tropi-

cal products designed for the table and the stomach. The green-grocer, as his designation implies, dealt in fresh, not dried, fruits and vegetables.

**TRADE NOTES.**

Chas. Bate, cheese dealer, Brockville, died on April 30.

P. S. Brady is opening a grocery store in Waubaushe, Ont.

Thos. McCormick, grocer, Arnprior, Ont., has sold his business.

Barnet, Taylor & Co., grocers, Montreal, have been registered.

Henry Beauchamp, general merchant, Deux Rivieres, Ont., has assigned.

Mrs. A. Laberge, general merchant, Laurierville, Que., has assigned.

Parkes & Milgal have opened a grocery business in Waterford, Ont.

D. J. Rattray, of D. Rattray & Sons, Montreal, was in Toronto last week.

The assets of Henry Willie, general merchant, Stony Plain, Alta., have been sold.

McBeath Bros., general merchants, of Gleichen, Alta., have dissolved partnership.

Quimette & Wright, general store, of Red Deer, Alta., are closing out their business.

The Ellis Trading Co., general merchants, Shepard, Alta., are succeeded by W. H. Whiting.

L. A. Purdy & Son, general merchants, Brighton Ont., have advertised their business for sale.

A. L. Gallow, son of the late Frank Gallow, who was one of the best known travelers among the trade in Ontario has established an agency and grocery commission business in Toronto. Mr. Gallow has secured the agency for several good lines, as, for instance, John G. Harvey's goods, and the American Cold Distilling Co., and is open for a few other lines. His friends in the trade are wishing Mr. Gallow all success.

Handle

**OLD CHUM**  
**Cut Plug**  
**Smoking**  
**Tobacco**

It's a Trade Bringer

**McDOUGALL'S**

**CLAY PIPES**

THE BEST IN THE WORLD.

**D. McDOUGALL & CO.,** Glasgow, Scotland.

Established 1887

**JOS. COTE, QUEBEC**

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

**JOS. COTE, Importer, QUEBEC**

N.B.—Also agent for the famous Manila Gernisal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

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

**BLACK WATCH**

**The Big Black Plug**  
**Chewing Tobacco.**

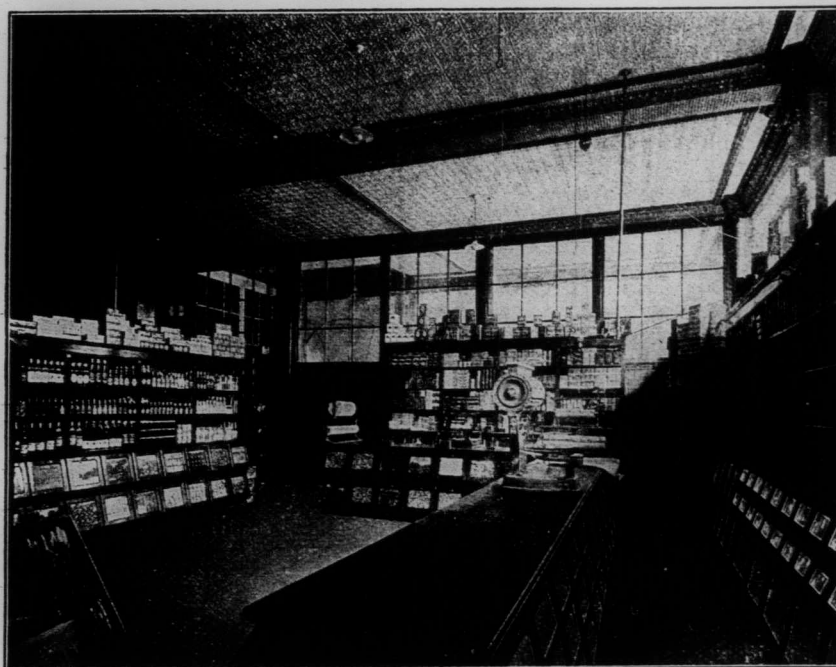
Already a Big Seller

Sold by all the Wholesale Trade





**IT IS TIME  
TO PREPARE FOR SPRING**



If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

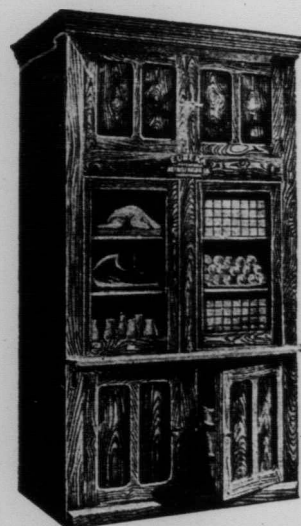
**WALKER BIN FIXTURES**

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co., Limited**  
Designers and Manufacturers of  
Modern Store Fixtures  
**Berlin, Ontario**

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



**REFRIGERATORS**  
FOR BUTCHERS AND GROCERS.  
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

**Keeping Books By Machinery**



There was a time when the only way to harvest grain was by means of a hand sickle. Then came the cradle, and finally the self-binder.

Some firms still stick to the old-fashioned way of keeping their books; and this in spite of the fact that the

**Allison  
Coupon  
System**

works automatically and like a piece of machinery and is as much cheaper and better as is the self-binder and thresher better than the sickle and flail. Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by  
**ALLISON COUPON CO.**  
Indianapolis, Indiana.  
The **EBY-BLAIN CO., Ltd.**  
Canadian Agents

**PAYS FOR ITSELF EVERY 90 DAYS**



LASTS A LIFE TIME

The Perfection Computing  
Cheese Cutter

Does this. Ask one of the many  
thousand grocers who use it

**SIMPLE ACCURATE  
ATTRACTIVE**

Sold by all up-to-date jobbers  
or shipped direct from factory.

Shipped f.o.b. Hamilton  
Ont. Send all orders to

**THE AMERICAN COMPUTING CO.,** 18 and 20 Mary St.,  
OF CANADA HAMILTON, Ont.

**Do You Know**

One of the most worrying things in  
a merchant's business is his book ac-  
counts. Why not use our make of

**COUNTER CHECK BOOKS**

and make business a pleasure.

**WE MAKE THE MERCHANTS' TAGS**

**The Merchants' Counter Check Book Co., Ltd.**

TORONTO - MONTREAL  
Canada

REFRIGERATORS  
FOR BUTCHERS AND GROCERS.  
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Machinery  
There was a time  
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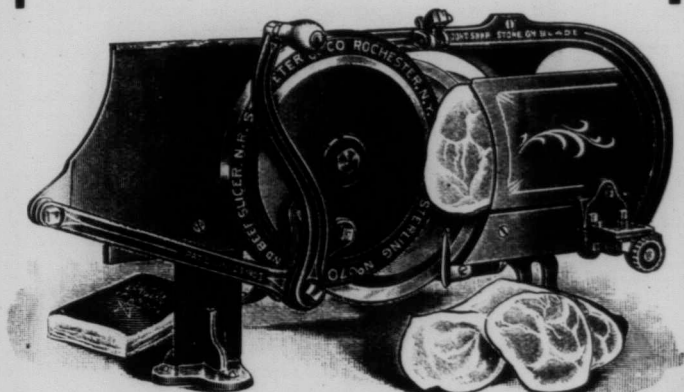
ON CO.  
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Co., Ltd.

# THE STERLING

Equal to any slicer at any price at one quarter the cost.



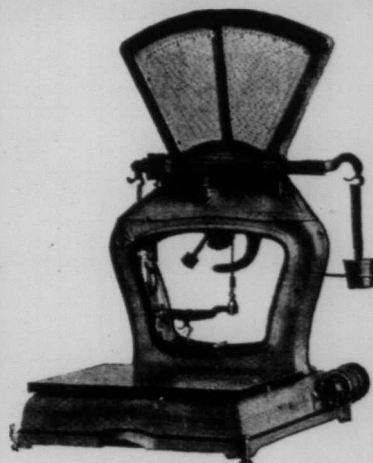
Do your customers complain at their bacon being cut too thick or their cooked ham being haggled and uneven?

Do you complain at the loss of the ends and the waste which occurs in the old way of cutting with a knife?

**THE STERLING** cuts to the last slice.

Write us for illustrated booklet and full information.

**HOWARD BROS.** Brantford  
CANADIAN AGENTS



NO. 70 MODEL

BEFORE  
YOU  
BUY  
A  
COMPUTING  
SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

**STIMPSON COMPUTING SCALE CO.**  
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.  
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.  
" 15 Court House Block, Robson St., VANCOUVER, B.C.  
A. L. DENT, WOODSTOCK, ONT.



Even with the best city fire department it is almost impossible to put out a gasolene fire. Are you letting poorly stored gasolene menace your property?

## A Bowser Gasolene Tank

installed at your store will guarantee you absolutely safety.

**Gasolene stored in a Bowser cannot possibly explode.**

Safe outfits are described in Gasolene Catalog B.  
Sent free upon request.

**S. F. BOWSER & CO., Limited**  
66-68 FRASER AVE., - - - TORONTO, ONT.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

### FIXTURES, COUNTERS AND SHOW CASES

designed and made to suit your business at surprisingly moderate prices. before fitting up or making alterations, write or phone me

**J. HOWELL JAMES**  
333 Lippincott Street, TORONTO  
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Bill-headers or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

**FRANK H. BARNARD, PRINTER**  
246 Spadina Ave. Telephone Main 6357, Toronto

### SPRAGUE

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

Ridgeway's Collecting Agency  
11 St. Sacrament Street, Montreal  
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Are you interested in any of the lines that are advertised?  
A Post Card will bring you price list and full information.  
Don't forget to mention Canadian Grocer.

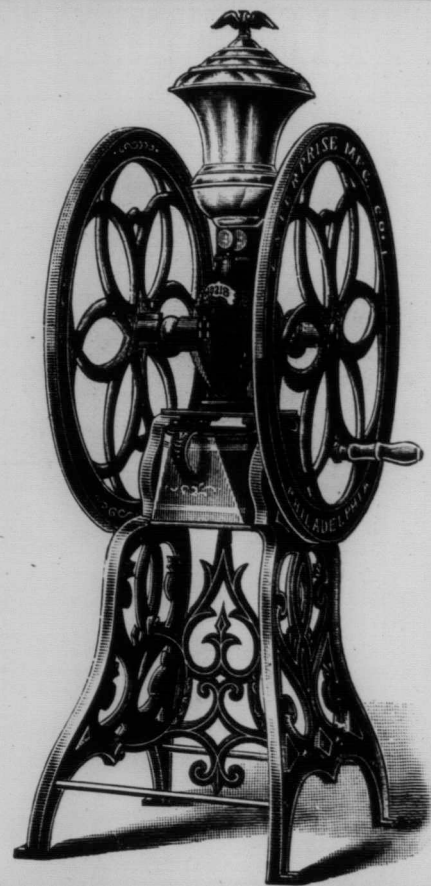


MARKED  
"ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

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



—BUY—

**Star Brand**

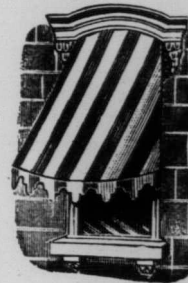
COTTON CLOTHES LINES

—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.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.

JAS. F. SONNE, Proprietor and Manager  
193 Commissioners Street, - Montreal

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL  
JOBBERS

3/4-lb.tins—3 doz. in case



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN  
THE CANADIAN GROCER.





Another Store-keeper Sued for Damages

**RISING SUN**  **SUN**  
**SUN**  **PASTE**  
**STOVE POLISH** **STOVE POLISH**  
**IN CAKES** **IN TINS**

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. — is seeking to recover in the courts \$15,000 from Mr. C. G. — who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# ROWLEY'S

## Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and **EARLY DELIVERY.**

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

### UNDERDOWN and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

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

**SYMINGTON'S**  
 EDINBURGH  
**COFFEE ESSENCE**

**ALWAYS READY!**  
**ALWAYS PURE!**  
**ONE STANDARD**  
**QUALITY!**

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

BATON  
Agent  
1-lb. gla  
Prices  
Compu  
12-oz. gla  
2-lb. tin  
5 and 7-l  
crats  
7 and 14  
30-lb. we  
Compu  
12-oz. gl  
2-lb. tin  
7 and 14  
30-lb. wo  
Home M  
1-lb. gla  
case  
5, 7, 14

Assorte  
Lemon  
Orange  
Raspbe  
Strawbe  
Chocola  
Cherry  
Peach  
Weight  
Cartons  
corn  
Turn  
Flavors  
app  
rant  
MacLa

# Springtime

is inseparable from  
housecleaning

and

# BOECKH'S

## BRUSHES and BROOMS

are inseparable from good housecleaning

Are You Selling BOECKH'S?

# UNITED FACTORIES, Limited

TORONTO ONTARIO



### Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Lafamme, Montreal and  
Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20  
THOMAS J. LIPTON  
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2  
5 and 7-lb. tin pails, 5 and 9 pails in  
crate, per lb. 0 07 1/2  
7 and 14-lb. wood pails, per lb. 0 07 1/2  
30-lb. wood pails, per lb. 0 07 1/2  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2  
7 and 14-lb. wood pails, 5 pails in crate  
per lb. 0 07 1/2  
30-lb. wood pails, per lb. 0 07 1/2  
Home Made Jams—absolutely pure—  
1-lb. glass jars (16-oz. gem) 2 doz. in  
case, per doz. \$1 80 2 90  
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

### Jelly Powders

GENESE PURE FOOD CO.



Assorted Case, Contains 4 doz., \$3.60  
Assorted Case, Contains 2 doz., \$1.80  
Lemon (Straight) Contains 2 doz., \$1.80  
Orange (Straight) Contains 2 doz., \$1.80  
Raspberry (S. right) Contains 2 doz., \$1.80  
Strawberry (Straight) Contains 2 doz., \$1.80  
Chocolate (Straight) Contains 2 doz., \$1.80  
Cherry (Straight) Contains 2 doz., \$1.80  
Peach (Straight) Contains 2 doz., \$1.80  
Weight 8 lbs. 1 case; freight rate 2nd class

IMPERIAL DESSERT JELLY  
Cartons each 1 dozen, Cases each 12  
cartons, per gross, \$10 50  
Terms net 30 days, or 1 p.c. 10 days.

Flavors—Lemon, Orange, Vanilla, Pine-  
apple, Raspberry, Strawberry, Red Currant  
Cherry, Ca. ves Foot.  
MacLaren Imperial Cheese Co., Limited.

### THE ROBERT GREIG

White Swan, 15 flavors.  
1 doz. in handsome  
counter carton, per  
doz., 90c.



List price  
"Shirriff's" (all  
flavors), per doz. 0 90  
Discounts on ap-  
plication.

### Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.

Tierces...\$0 09  
4-bbls. .... 0 09  
Tubs, 60 lbs. 0 09  
30-lb. Pails, 2 00  
20-lb. tins.. 1 90  
Cases 3-lb. 0 10  
" 5-lb. 0 10  
" 10-lb. 0 10 1/2



### Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper...per lb. \$0 40  
Fancy boxes (30 or 50 sticks)...per box 1 25  
" Ringed " 5-lb. boxes...per lb. 0 40  
" Acme " pellets, 5-lb. cans...per can 2 00  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans ..... per can 2 00  
Licorice lozenges, 5-lb. glass jars... 1 75  
" 30 5-lb. cans..... 1 50  
" Furity " licorice 10 sticks..... 1 45  
" 100 sticks..... 0 75  
Dulce large cent sticks, 100 in box.....

### Lye (Concentrated).

GILLET'S PERFUMED. Per case.  
1 case of 4 doz..... \$3 50  
3 cases of 4 doz..... \$3 50  
5 cases or more ..... \$ 40

### Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars  
1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass  
2 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

T. UPTON & CO.  
12-oz. glass jars, 2 doz. case, per doz. \$ 1 00  
Home-made, in 1-lb. glass jars 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case,  
per doz. .... 1 75

### SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " " 2 30  
4-lb. tins, " " 4 65  
7-lb. " " " 7 35  
"Spredded"—  
1-lb. glass, doz..... 1 90  
2-lb. " " " 3 10  
7-lb. tins, " " 8 25



THOMAS J. LIPTON  
Prices on application.

### Mince Meat.

Wetley's condensed, per gross net ...\$12 00  
per case of doz. net ..... 3 00

### Mustard

COLMAN'S OR KEEN'S  
D.S.F., 1-lb. tins..... per doz. \$ 1 40  
" 1-lb. tins..... 3 50  
" 1-lb. tins..... 5 00  
Durham 4-lb. jar..... per jar. 0 70  
" 1-lb. jar..... 0 35  
F. D. 1-lb. tins..... per doz. 0 35  
" 1-lb. tins..... 1 45

### Olive Oil.

LAPORTE, MARTIN & OIL, LTD  
Minerva Brand—  
Minerva, qts. 12's ..... \$5 75  
" pks. 24's ..... 6 50  
" 1-pk. 24's ..... 35

### Sauces.

PATERSON'S WORCESTER SAUCE.  
Agents, Rose & Lafamme, Montreal and  
Toronto.  
1-pint bottles, 3 & 6 doz., per doz. .... 0 90  
Pint " 3 doz. .... 1 75  
THOMAS J. LIPTON  
Prices on application.

### Soda.

OW BRAND.

DWIGHT'S  
BAKING SODA  
Case of 1-lb. contain-  
ing 60 packages pe-  
box, \$3 00.  
Case of 1-lb. (con-  
taining 120 pkgs.  
per box, \$3 00.  
Case of 1-lb. and 1-  
lb. (containing 30  
1-lb. and 60 1-lb.  
pkgs), per box, \$3 00  
Case of 50 pkgs. containing 90 pkgs. 1-  
box, \$3

MAGIC BRAND. Per case  
No. 1, cases, 60 1-lb. packages..... \$ 3 75  
No. 2, " 120 1-lb. " ..... 3 75  
No. 3, " 30 1-lb. " ..... 3 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 1 25  
5 cases ..... 5 75

Soap and Washing Powders  
A. P. TIPPET & CO., Agents.  
Maysole soap, colors ..... per gross \$10 30  
" black..... " 15 30  
Orizole soap..... " 10 30  
Gloriola soap..... " 13 00  
Straw hat polish..... " 18 30

### Starch

EDWARDSBURG STARCH CO., LIMITED.  
Laundry Starches—  
No. 1 White or blue, 4-lb. carton, \$ 0 07  
No. 1 " " 4-lb. " 0 07





... FOR ...  
**Picnics, Camping, Yachting**  
 ETC.

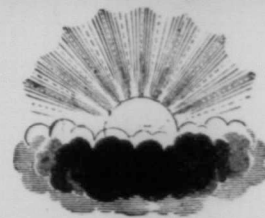
**BATGER'S**

**LIME JUICE CORDIAL**

IS  
**JUST THE THING**

**ORDER FROM YOUR JOBBER**

AGENTS:  
**ROSE & LAFLAMME, LIMITED**  
 Montreal and Toronto



**"Sun Burst" Reg'd.**

**"Non-Pareil" Reg'd.**

**"Salad, Edible and Cooking Oils"**

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.  
 Prices and Samples on application.

Phone M. 6785

**J. M. BRAYLEY,**  
 MANAGER KENTUCKY REFINING CO., Incorporated  
 55 ST. PAUL ST., MONTREAL

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Dunn, Wm. H., Montreal and Toronto.  
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Wat, John J., Toronto

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**Grain, Flours and Cereals, Seeds**  
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Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Enterprise Mfg. Co., Philadelphia, Pa.  
Sprague Canning Machinery Co., Chicago

**Ice Cream Powder**  
Genesee Pure Food Co., Leroy, N.Y.  
Mace, A. H., & Co., Montreal.

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Jams, Jellies, Etc.**  
Batger—Rose & Lafamme, Montreal.  
Goodwillie—Rose & Lafamme, Montreal.  
Lipton, Thomas J.  
Ozo Co., Montreal.  
Smith, E. D., Winona, Ont.  
Sugars & Canners, Ltd., Montreal  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.  
Windsor, J. W., Montreal.

**Labels**  
Stecher Litho. Co., Rochester, N.Y.

**Jelly Powder**  
Genesee Pure Food Co., Leroy, N.Y.  
Greig, Robt. Co., Toronto.  
Imperial Extract Co., Toronto.

**Lamps, Etc.**  
Ontario Lantern & Lamp Co., Hamilton

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Bligh, Howard & Sons, Halifax.  
Bunell & Lindsay, Winnipeg  
Carman, Escott Co., Winnipeg, Man.  
Chausse & Cie, Montreal  
Dunn, Wm. H., Montreal and Toronto.  
Elsom & Whitlock, Moose Jaw, Sask.  
Evans, F. G., & Co., Vancouver, B.C.  
Foley, F. J., & Co., Edmonton, Alta.  
Gorham, J. W., & Co., Halifax, N.S.  
Homes, W. G., & Co., Calgary, Alta.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto  
McLean, J. J., Moose Jaw, Sask.  
MacNab, T. A., & Co., St. John, Nfld.  
Millman, W. H., & Sons, Toronto.  
Moris, C. A., Montreal.  
Nicholson & Bain, Winnipeg.  
Peppard, J. L., Regina.  
Richard, S. C., Winnipeg  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm. Co., Toronto.  
Snowden, J. Walter, Montreal.  
Strang Bros., Winnipeg, Man.  
Thomas, J. P., Quebec.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
Wat, John J., Toronto

**Meats.**  
Improved Match Co., Montreal

**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W. Co., Montreal  
Lytle, T. A., Co., Toronto.  
Wagstaffe, Limited, Hamilton.  
Wetley J. H., St. Catharines.

**Nutmegs**  
Binks, Chas. H., & Co., Montreal

**Oil**  
Queen City Oil Co., Toronto

**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.

**Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.

**Pickles, Sauces, Relishes, Etc.**  
Bran 1 & Co., London, Eng.  
Capstan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
Lea Pickling & Preserving Co., Simcoe.  
Ozo Co., Montreal.  
Hudon, Hebert & Cie, Montreal  
Paterson—Rose & Lafamme, Montreal.  
Rowat & Co.

**Polishes—Metal.**  
Oakley, John, & Sons, London, Eng.  
Nickie Plate Stove Polish Co., Chicago

**Polishes—Shoes.**  
Dalley F. F. Co. Ltd., Hamilton, Ont.  
Packard, L. H. & Co., Montreal.  
Whittemore Bros. & Co., Cambridge, Mass.

**Polishes—Stoves.**  
James, Edward, & Sons, Plymouth, Eng.  
Morse Bros., Canton, Mass.  
Nickie Plate Stove Polish Co., Chicago

**Poultry and Game**  
Poulin, P. & Co., Montreal

**Printing.**  
Barnard Frank H., Toronto.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto  
Fabien, C. P., Montreal  
Hillook, John, & Co., Ltd., Toronto

**Salad Dressing**  
Hor. on Cato St., Windsor, Ont.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Gray, Young & Sparling, Wingham  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Soap.**  
La Cie Des Savon Francais, Montreal  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Taylor, John & Co., Toronto.  
Welch Soap Co., St. John, N.B.  
Young-Thomas Soap Co., Regina.

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
Edwardsburg Starch Co., Cardinal, Ont.

**Storage and Warehousing**  
Dominion Warehousing Co., Montreal

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Walker Bin & Store Fixture Co., Berlin

**Sugars, Syrups and Molasses.**  
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Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Girard, P. J., Richmond, Que.  
Imperial Syrup Co., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
Sugars & Canners Ltd., Montreal  
Tippet, A. P., & Co., Montreal.

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Bazin Mfg. Co., Quebec, P.Q.

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Brayley & Co., Montreal.  
Ceylon Tea Association  
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Evans, F. G., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton  
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Kit Coffee Co., Glasgow, Scotland.  
Lipton, Thomas J., Toronto  
Minto Bros., Toronto.  
Paterson, E., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto, and Montreal  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Wood, Thos., & Co., Montreal.

**Veterinary Remedies**  
Young, W. F., Montreal

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