

CIRCULATES EVERYWHERE IN CANADA

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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, MARCH 13, 1908.

NO. 11.



As a Profit Maker

Robinson's Patent Barley

will be a valuable addition to your other food lines.

More grocers every day are stocking this line.
Try it—Send for sample and price.

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



More Money for You
More Support from your Customers

"Crown" Brand Table Syrup (Made from Corn)

has become the staple in syrups in Canada. As a family necessity it is a profitable line for you to push. Your jobber will sell it—ask for "Crown" Brand.

EDWARDSBURG STARCH CO., LIMITED

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

164 St. James St., MONTREAL

LEA'S

The Pickle with the Home-made Flavor

WESTERN REPRESENTATIVES:

Manitoba, Alberta, Saskatchewan

MASON & HICKEY

WINNIPEG

British Columbia

WILSON & McINTOSH

VANCOUVER

Any Quotation or information will be cheer-
fully supplied by them to our Western Trade.

The **Lea Pickling & Preserving Co.**

Limited

SIMCOE, - ONTARIO

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The "Thistle" Brand

Fish

Canada's "Pure Food Law" was welcomed by the packers of: "Thistle Brand" Haddies, Hake and other cheap fish were never palmed off on an unsuspecting public as

Real Haddies

by the Thistle Company. The freshly caught fish are cleaned with scrupulous care and packed in lined tins, now as always. There is the maximum of goodness in the "Thistle Brand."

Fish

The seamless tins used by the "Thistle" Company, in which their brands of fish are sold, prevent absolutely deterioration of the original high satisfying quality. Their brands of

Kippered Herring

and Herring in Tomato sauce are as delicious in flavor as they are clean and wholesome in quality. Nothing better is sold in the Dominion than this dependable brand. It represents the acme of excellence.

Fish

The finest Salmon is no richer or more delicate of flavor than the "Thistle Brand" of Tunny Fish.

It is the

Tunny Fish

of known worth. Put up in one pound seamless oval tins which contain no waste whatsoever. A luxury at the actual cost of a necessity.

Arthur P. Tippet & Co., Agts.

8 Place Royale, Montreal

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

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Manufacturers' and General Commission Agents for
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Agencies Solicited
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J. W. GORHAM & CO.
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McFARLANE & FIELD
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ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago. Pork and Lard.

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

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Phone Bell Main 3938.

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BUNNELL & LINDSAY
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General Forwarding and Storage Agents.
Large track warehouse accommodation.
Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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Large Track Warehouse Accommodation
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Tel. 359 Box 793 MOOSE JAW, SASK

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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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TORONTO.

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W. H. MILLMAN & SONS

Grocery Brokers
TORONTO

PEANUTS

Best Virginias
"Superb" Jumbos
"Belle of Wakefield"
"Peerless"

Prices on application.

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15 Wellington Street East, Toronto

W. G. A. LAMBE & CO.

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Grocery Brokers and Agents.

Established 1885.

MacLAREN IMPERIAL CHEESE CO.

AGENCY DEPARTMENT. Limited

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.

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29 Melinda St., Toronto

Many Good Lines Lie Dormant

On Grocers' Shelves

Keep Yours on the Move

by appointing a

Working Resident Salesman and Advertiser

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, Ont.
Special Attention to Advertising

(Continued on page 4.)

SPRING HOUSE CLEANING

Is always time for special activity in household requirements.
There'll be the demand—See that you are prepared to meet it.

WE HAVE THE STOCK THAT'S RIGHT—AT RIGHT PRICES.

BRUSHES

SCRUB, SHOE, STOVE, KALSOMINE, WHITEWASH.

BROOMS, MOPS, CLOTHES PINS,

Special quotations on 6 doz. lots of BROOMS, freight prepaid to your station.

COTTON — CLOTHES LINES — SISAL

WASHBOARDS

LIGHT IMPROVED, SOLID-BACK GLOBE, NICKEL PLATE, BRASS KING, GLASS KING.

PAILS — WOODENWARE — TUBS

The "MADE IN CANADA" kind that gives satisfaction to both seller and user.
SPECIAL QUOTATIONS ON LOTS PREPAID FROM FACTORY

ALSO A FULL STOCK of every well known brand of SOAPS, WASHING POWDERS, METAL POLISHES, Etc.

WE ARE QUOTING SPECIALLY LOW PRICES ON ALL LINES. SEND US YOUR ORDERS.

EBY-BLAIN, Limited, Wholesale Grocers,
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

Manufacturers' Agents—Continued.

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

STRANG BROTHERS
Commission Brokers and
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233 Fort Street, Winnipeg
Correspondence Solicited

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

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

GROCERY BROKERS
WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

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*.

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Firms Abroad Open for Canadian Business

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

This space \$15 per year

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.

This space \$15 per year.

...ESTABLISHED 1849...

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

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

BASKETS

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

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

The Oakville Basket Co.
OAKVILLE, ONT.

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

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

CONTENTS

1. Early History.
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3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
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COMMON SENSE

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

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

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

Chatham, Ont., Feb. 13, '08

Messrs. Canadian Cannery, Limited
Hamilton, Ont.

Dear Sirs :

I sold some of the **Hygeian** goods to a lady from London who was visiting here. It was the **Beets** in particular which induced her to order them. **She said that she had not seen anything like it in London.** I presume that this is a mistake, and that your goods are in London also.

We find here that we cannot sell anything in cans outside of the regular lines, unless we open a can and show the contents in a glass jar.

We thought it best to mention this as **it seems a pity that the London people should not know how nice these goods are.**

Yours truly,
H. MALCOLMSON,
Grocer.

Hygeian Beets are positively the finest ever put up either in tin or glass.

Packed in hygienic cans, under a new process, superior to glass, a most attractive package.

PACKED ONLY BY

Canadian Cannery, Limited

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Clean, Sound Fruits and Vegetables, preserved with all their delicious natural flavor, in a canning factory which is a model of scientific cleanliness--- that is

OLD HOMESTEAD BRAND

These facts are interesting to you, Mr. Grocer, for the simple reason that they have a direct bearing on your cash drawer. Old Homestead Brand is of that high quality which brings you more customers and better customers. Old Homestead appeals to the refined housewife because the contents of an old Homestead can are clean, whole and sweet-smelling. Old Homestead appeals to the man who likes good things to eat, because the contents of an Old Homestead can have the true, natural flavor absolutely undiminished. It is the "positive excellence" of Old Homestead Brand which makes it a fast and constant seller wherever it is introduced.

YOUR JOBBER CAN SUPPLY IT.
ASK AND INSIST ON OLD HOME-
STEAD BRAND.

The Old Homestead Canning Co.
PICTON, - ONTARIO

SUCCEED IN BUSINESS

It is essential that one should attend strictly to his own affairs. The grocer who does this gives the consumer exactly what is asked for. Some make the great mistake of searching out some inferior line and introducing it to the public, because they can sell it at a lower price. What can they possibly gain by this?

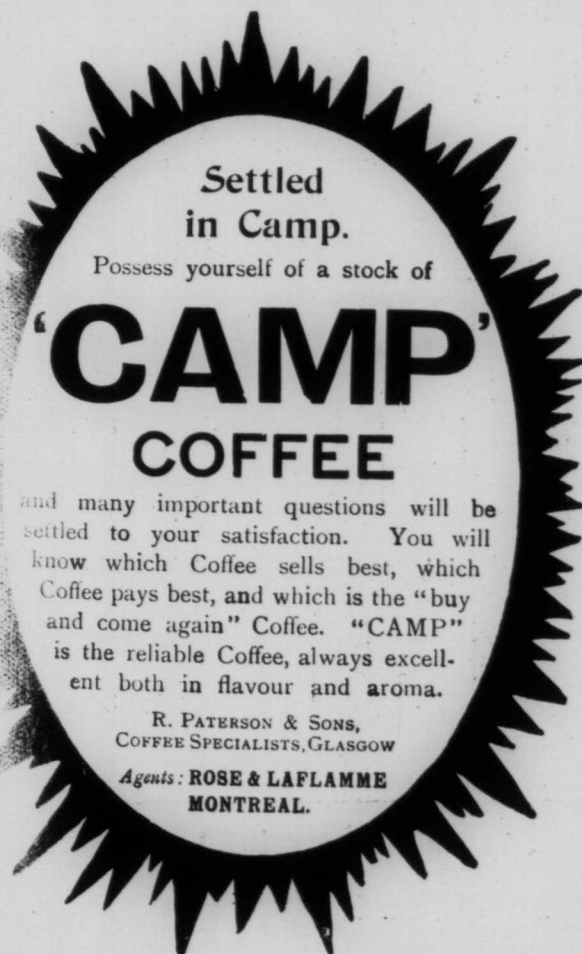
REMEMBER

cost is forgotten by the consumer when tea is being drunk, and the grocer is either thought highly of for supplying good tea, or thought badly of for selling poor tea.

KEEP YOUR CUSTOMERS BY SELLING THEM THE BEST.

"SALADA"

GETS NEW CUSTOMERS BY PLEASEING THE OLD ONES



Settled
in Camp.

Possess yourself of a stock of

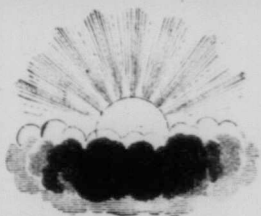
'CAMP'

COFFEE

and many important questions will be settled to your satisfaction. You will know which Coffee sells best, which Coffee pays best, and which is the "buy and come again" Coffee. "CAMP" is the reliable Coffee, always excellent both in flavour and aroma.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME
MONTREAL.



"Sun Burst"
"Non-Pareil"

Kentucky Edible Oils Winter Pressed

Highly recommended by the **Leading Chefs and Bakers.**
Guaranteed under the Pure Food Act.
On sale at all **up-to-date wholesale grocers.**

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



**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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**Montreal Depot, 55 St. Paul St.
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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

Molasses

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.

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Tees & Pearce,	Edmonton.	Wilson & McIntosh,	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



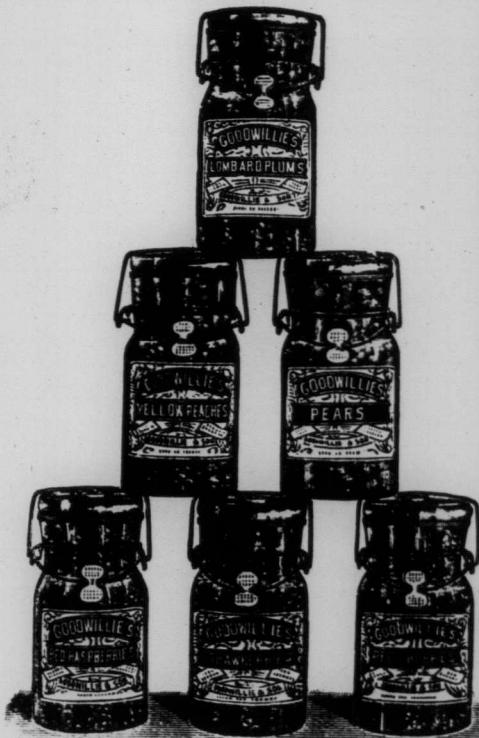
ECONOMY

is successfully combined
with high quality in

**PATERSON'S
WORCESTER
SAUCE**

It sells for less than other
high-grade sauces. That
is one of the reasons it is
so popular with prudent
housekeepers.

ROSE & LAFLAMME,
Agents, Montreal and Toronto.



The
Fresh
Fruits
are
care-
fully
selected

◆◆◆◆
Their
delici-
ous
flavor
appeals
to
every-
body

You should have them in stock

Agents :
ROSE & LAFLAMME, - MONTREAL

“O.K.”

REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

G. J. Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas:

London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY

McTavish & Worts,

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GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

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

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

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



Our splendid range of
POPULAR PRICED

White Wash and Kalsomine Brushes

especially suitable for the
Jobbing Trade

is securing for us a large number of new customers this season. These goods are unequalled for quality, finish and superior value.

Manufactured by
Stevens-Hepner Company

Limited
Port Elgin, Ontario

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 ¼ gross cases.
Bulk in 7-lb. Pails,
½ dozen in crates,
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour
Sold by all Sale Dealers

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

**GREIG'S
WHITE SWAN COCOANUT**

Featherstrip - Shredded - Dessicated
In PACKAGES, BOXES, PAILS and BARRELS

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

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

THE ROBERT GREIG COMPANY, Limited - - TORONTO

GREIG'S White Swan BRAND

Doesn't it Stand to Reason

that when you sell a customer an article—jam, for instance—which has a particularly delicious flavor, he will want more of the same kind? Of course it does! Which accounts for the fact that whenever a grocer sells our

PURE FRUIT JAMS

repeat orders come along without fail. We get the delicious flavor by maintaining absolute purity of ingredients—and by using just the right proportions.

Better Write for Our List.

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO

BARNUM WAS RIGHT!



"You can fool all the public some of the time, some of the public all the time, but you cannot fool all the public all the time."

IT PAYS

to sell only pure Maple Syrup and Maple Sugar, our **Pride of Canada** lines.

The Maple Tree Producers' Association, Ltd.,

Waterloo, - Quebec



We Make This Claim :

that

**Shirriff's Highly Concentrated
Pure Fruit Essences**

are absolutely pure extracts from true fruit. This means, Mr. Grocer, that your customers can absolutely rely on them.

Get our prices to-day and increase your profits.

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



The quality of Naptho has not varied even with the exceptionally high prices of raw materials—neither has the weight been changed.

Sell soap that maintains its standard and gives satisfaction.

The Welcome Soap Co.
Limited
St John, - N.B.

Stock "the Best."

**KIT
COFFEE**



**BEST in Quality
SMARTEST in Finish
KEENEST in Price**

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

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

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JAPAN TEAS

TO CANADIAN JOBBERS :

If you have not yet given us your standards, please forward them immediately, we would like to include same in our cable code.

We have a few lines of spot tea remaining. Kindly communicate.

S. T. NISHIMURA & CO., Sole Agents, - **55 St. Francois Xavier Street, Montreal**
Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT A POSITION

One
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Trading Co.

FISH— This is the season for these goods. We have a supply of the best selling lines.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

CURRANTS

" SOMERSET "
BRAND
Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing

D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

You can't get more merit out of an article than is put into it by the manufacturer.

Our Matches

are full of merit, best selected dried wood and other materials. Made by perfect machinery and skilled workmen.

Ask for "Laurier" and "Togo" brands.

We save you money on freight charges.

Write for Particulars.

The Improved Match Co.
Limited

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BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

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

The Delicious Flavor of Purity



is what makes E.D.S. Brand the most profitable line. People want purity; so they buy

E.D.S. Brand Jams and Jellies

Straight from the tree or bush to the bottle with undiminished flavor is the reason why the government analyst declared E.D.S. Brand the purest in Canada.

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.



The word "Sterling" across the face of a bottle of pickles or relishes is a guarantee of quality.

STERLING BRAND PICKLES

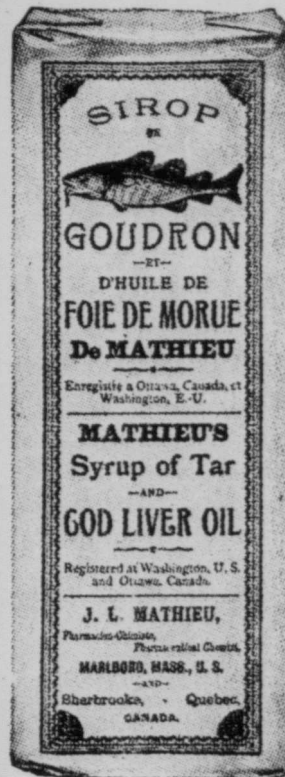
are always good, because only the good kind are made bearing this brand. Such a thing as "seconds" or inferior quality pickles are never allowed to go out bearing this brand.

Order from your jobber or direct from our new factory.

The T. A. LYTLE CO.

Sterling Road, Toronto. Limited

(North of Dundas Bridges.) Phone, Park 376.



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 4

NO BAD STOCK

There is no bad stock with Mathieu's Syrup. No loss. It is a quick and constant seller.

However large your holding of Mathieu's Syrup—it is never too large.

Therefore let us have your order for more. This is its best season for selling.

Mathieu's Nervine Powders taken in conjunction with Mathieu's Syrup is the best cure for La Grippe—tell your customers.

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

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

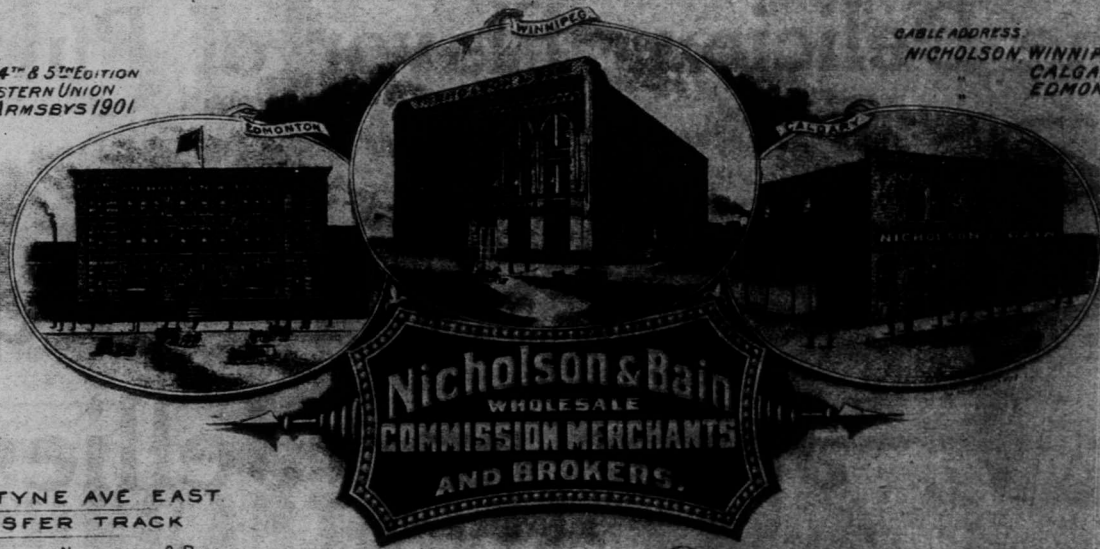
THE CANADIAN GROCER

E. NICHOLSON

CODES,
A.B.C. 4th & 5th Edition
WESTERN UNION
ARMSBYS 1901

CABLE ADDRESS
NICHOLSON, WINNIPEG,
CALGARY,
EDMONTON

D. BAIN



BANNATYNE AVE EAST
TRANSFER TRACK

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

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

TO THE TRADE:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one eighth as long.

“WHY?”

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs., to the United States $1\frac{1}{4}$ lbs. of tea per capita. Every English Grocer knows tea; He has made it a study.

Diamond Blend Coffee

When a coffee has been on the market as many years as this brand—giving entire satisfaction to consumers all over Canada during that time—it is hardly necessary to say anything more to convince the grocer that there is money in the brand for him.

“DIAMOND E” MEANS PROFIT

S. H. EWING & SONS, MONTREAL

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

MAPLE SUGAR

The place to buy purest, genuine Maple Sugar and Maple Syrup is right in the district where it is produced. Then you know just what you are getting. I have the real article at the price. Write me.

P. J. GIRARD
RICHMOND, - QUE.

MEGS

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

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 80 free. ABSORBINE, JR., for manking \$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 BONS & CO., Montreal.

Do You Want to Buy

**A BOILER, ENGINE
OR MACHINERY?**

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

CANADIAN MACHINERY
TORONTO MONTREAL

Sanitary Cans

FOR HAND FILLED GOODS

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

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND
GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Rasp-
berries, Blackberries, Sour Cherries, Blue-
berries, Beets, Rhubarb, Etc.

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

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

ACME CANS

MADE OF

EXTRA COATED TIN PLATE

have attained a reputation
among packers which is
fully warranted by their
high quality.

At all times they give great-
est satisfaction to packers
of every variety of canned
goods.

Before placing your order
secure samples and prices
from us.

ACME CAN WORKS
Montreal

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufac-
turers of embossed Can Labels,
Cigarette and folding boxes in
the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Lacquer - Lined Cans

For beets, cherries, strawberries, and other
highly colored or strongly acid packs. The inner
surfaces of both caps and cans are coated with a
vegetable, elastic and neutral lacquer, insoluble in
water or fruit acids. This protects the contents of
the can from all contact with metal. And being the
same shape and size as the standard cans, these
packages may be used in the canning factory

WITHOUT CHANGE IN MACHINES

THE
Norton Manufacturing Co.
HAMILTON

THE CANADIAN GROCER

RICE

We are headquarters for Fine Rice. Our travellers will show you samples.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

HOLBROOK'S Worcestershire SAUCE

A bare statement in an advertisement is not convincing unless it can be justified by experience in handling the article advertised. We could take up a good deal of your time in making true statements in praise of this Sauce, but instead we merely ask you to test it for yourself. Your decision will be that it is a Sauce which on first trial must secure permanent users. Its particular and pleasing flavor, free from excessive heat, suggests the blending of many choice ingredients and so tickles the palate that its use becomes essential. This has been the experience in the Old Country where its popularity is ever increasing. The next question which interests you is PROFIT, this will be found to be much better than that obtained on most advertised proprietary lines but an enquiry to

Canadian Manager,
H. Gilbert Nobbs

HOLBROOK'S LIMITED
25 Front St., East
TORONTO

Will bring you full
particulars.

SPRING ORDERS

Now's the time to sort up your stock of

JAMES DOME LEAD

The cleanest and best stove polish sold.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

NEW IN CANADA

JELL-O The Dainty Dessert

—Also—

JELL-O ICE CREAM POWDER

For making Ice Cream.

PAYS GROCERS 33 1/3 per cent PROFIT

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

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

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

JELL-O, 2 Doz. case	\$2.25	Retails 2 for 25c.
JELL-O, Ice Cream Powder, 2 Doz. case	2.50	Retails 15c. per pkg.

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 Skeena and Skeena rivers, and most attractive package ever offered Canadians.

It is to your advantage to stock Quaker Brand Salmon today.

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

Mathewson's Sons

WHOLESALE GROCERS

222 MCGILL STREET, - MONTREAL

REINDEER condensed COFFEE

Hot Water
Only

Required
for

A CUP OF COFFEE

A SPLENDID SELLER

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

Words of Wisdom

for

Manufacturers and Jobbers

THAT YAWNING WASTE BASKET

If business men who use circulars extensively for the purpose of making sales of goods or manufactured articles would sit down and do a little hard thinking they would doubtless save themselves a lot of trouble and a considerable sum of money each year. But unfortunately they are too busy with other matters to devote much thought to the subject of advertising. So they hire somebody to look after the department and let it go at that.

There seems to be prevalent an idea that circulars are the cheapest and best mediums for reaching the public and that if they are well written and beautifully printed they will pull business out of a stone.

How many of those who cherish this fond delusion have definite facts to support it? Not one in a hundred. In some lines of business, especially in the retail trade, good results have been secured from an intelligent use of circulars, but experience has shown that in approaching manufacturers, wholesalers, jobbers and others who conduct large commercial enterprises they are almost worthless.

When the executive head of one of these establishments examines his mail in the morning he finds that from twenty-five to fifty per cent of the matter he has received consists of fancy cards, elaborate folders, artistically printed circulars, booklets and calendars.

The most of these are at once consigned to the waste basket after the first glance without reading. The busy

man at the desk hasn't the time to examine them, other things demand his attention. The cost of the advertising matter thus thrown away unread in this one office will average at the lowest estimate from \$5 to \$10 a day. Multiply this by the thousands of other offices and some idea of the waste of expensive printed matter may be obtained.

How, then, can the advertiser get the attention of the men he desires to reach? Through the newspapers and the trade papers. If he will frame up his selling arguments in attractive form he can rest assured that they will be seen and read by the very men who refuse to examine his circulars. The trade papers are most valuable in reaching definite classes of people. They are selective. Only those buy them who are directly interested in the particular business they represent. Hence the advertiser knows when he puts his announcement in one of them, providing, of course, that it is a representative publication, that every copy of the paper reaches a possible customer.

There is no waste circulation. Every subscriber is a live, progressive business man who wants to be posted in the news of the trade.

Just as soon as the business men of the country wake up to the above facts the frightful waste of money and effort, as represented by circulars, etc., will be stopped and a deeper appreciation of the true value of news and trade paper advertising will prevail.—Editor and Publisher, New York.

The Canadian Grocer reaches every possible buyer—When he gets it he reads it from cover to cover—You can talk straight without fear of contradiction. If your talk is good and goods right, you'll sell.

WRITE FOR OUR RATE CARD

Canned Goods--"SOLEIL" Brand

We are now in a position to take orders, at fixed prices, for

"SOLEIL" Brand

CANNED FRUITS AND VEGETABLES

(Canning of 1908)

The sale of these well known high grade Canned Goods is increasing wonderfully each year, a proof that they are highly appreciated by the consumer on account of their fine quality. **Prices are exceedingly low considering quality.**

French Peas, "Soleil" Brand

Extra Superfine Peas, in cases of.....	100
Extra Fine Peas, in cases of.....	100
Very Fine Peas, in cases of.....	100
Fine Peas, in cases of.....	100
Half Fine Peas, in cases of.....	100
Medium Peas, in cases of.....	100

String Beans, "Soleil" Brand

Extra Fine String Beans, in cases of.....	100
Fine String Beans, in cases of.....	100
Medium String Beans, in cases of.....	100
Cut String Beans, in cases of.....	100

Asparagus, "Soleil" Brand

Giant Asparagus, in cases of.....	50 tins
Asparagus, extra, in cases of.....	50 tins

Soups, "Soleil" Brand

Cherfil Soups, in cases of.....	100 tins
Julienne Soups, in cases of.....	100 tins
Spring Soups, in cases of.....	100 tins

Medleys of Vegetables, "Soleil" Brand

Extra No. 1 Medleys, cases.....	100 tins
Extra No. 2 Medleys, cases.....	100 tins

Carrots, "Soleil" Brand

Rounded Carrots, cases.....	100 tins
Cut Carrots, cases.....	100 tins

Celery, "Soleil" Brand

Celery Ribs, cases.....	50 quart tins
Celery Ribs, cases.....	100 pint tins
Pease of Spinach, cases.....	100 tins
Bottoms of Artichokes, cases.....	100 tins
Extra Fine Flagelets, cases.....	100 tins

Fruits, "Soleil" Brand

Quartered Apricots, cases.....	24 bottles
Pineapples, in Syrup, cases.....	24 bottles
Strawberries, in Syrup, cases.....	24 bottles
Raspberries, in Syrup, cases.....	24 bottles
Peaches, in Syrup, cases.....	24 bottles
Medleys of Fruits, in Syrup, cases.....	24 bottles
Popular Jams, cases.....	72 pots

PLEASE NOTE that our **OFFICES** and **WAREHOUSES** are now located in our **New Building**, Nos. 562 to 568 St. Paul St., (formerly College St.) a few doors west of McGill. The trade is cordially invited to call and inspect our new premises.

We have in our different lines **BARGAINS** of extraordinary value to offer.

LAPORTE, MARTIN & CO., Ltd.,
MONTREAL

QUAKER CANNED GOODS

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

75 Fro

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HAMII

THE CANADIAN GROCER

25 PER CENT. PROFIT

It will pay you as good a profit to handle our

25c. TEA

As our 30c Tea.

LIPTON'S TEA

Packed only in an airtight tin

Thomas J. Lipton

75 Front St. East,

TORONTO

Spring Slush

means an increase in the

DEMAND FOR SHOE POLISH

So you'd better get in line for the demand by replenishing your stock of



2 in 1 SHOE POLISH

You can sell more 2 in 1 than any other brand, because it is really satisfactory while being very moderate in price.

Order Now and be in Time.

The F. F. Dalley Co.
Limited

HAMILTON, Canada

BUFFALO, U.S.A.

GET

Balmoral

scotch

MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

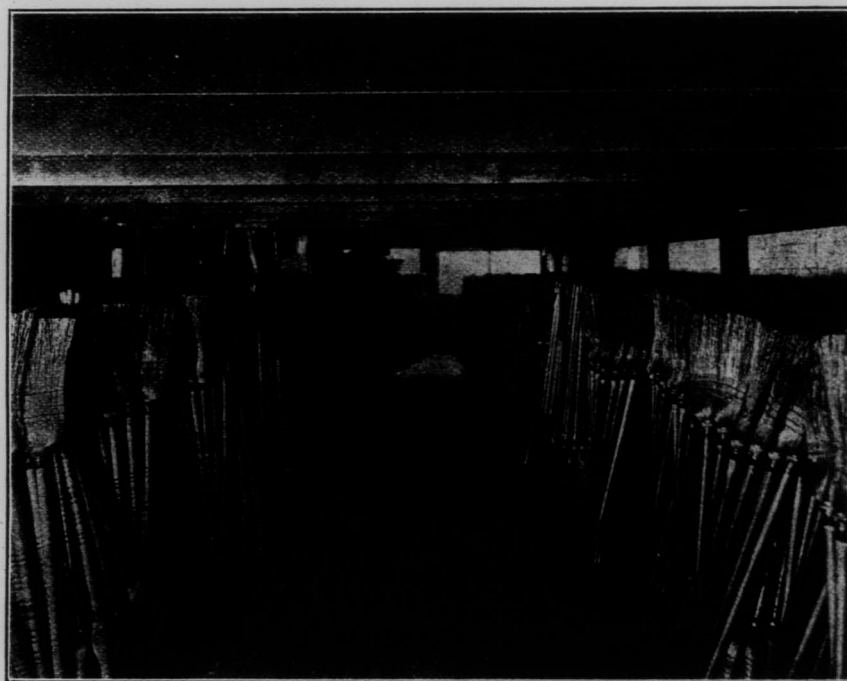
Established 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular. We devote most of our advertising space to

"PANSY" BROOMS

because we believe it to be the best value on the market, but we are out to get your broom business, no matter what grade your trade demands.

The making of "PANSY" Brooms



READY FOR SHIPMENT.

If you have a trade that calls for only the best of everything we want to sell you "Pansy" Brooms, but if your trade demands a larger and bulkier broom at the same or lower price we are anxious to supply you. If your customers want a twenty-five cent broom we can sell you a line at \$2.25 per dozen which eclipses anything offered at the same price.

Freight Paid on Six Dozen Lots.

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

Factory:
15, 17, 19, 21 Jarvis St.

Tartan

SIGN OF PURITY

BRAND

FISH

LENTEN FEAST

Cod, whole in quintals, 100",
50" cases, strips, bricks and
shredded.

Sea Trout, 100" kegs.

Mackerel, 100" kegs.

Holland Herring, milchers and
mixed.

Labradors, barrels and half-
barrels.

SPECIAL BARGAINS

Evaporated Apricots, Peaches, Pears and Plums, Raisins, Prunes, Figs and Dates.
Tapioca, Salmon.

PHONE 596 FREE TO BUYERS.

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

THE HOUSEKEEPER

is Judge and Jury in the case of a cup of coffee. Judgment is passed on cup quality only. Chase & Sanborn's high grade coffees are famous for their cup quality.

CHASE & SANBORN

THE IMPORTERS

MONTREAL

THE CANADIAN GROCER

MOLASSES 2-lb. tins

SPECIAL

To Retail at 10c.

Warren Bros. & Co., - Toronto

British America Assurance Company
A. D. 1833
FIRE & MARINE
 Head Office, Toronto

BOARD OF DIRECTORS
 Hon. Geo A. Cox, President W. R. Brock, Vice-President
 Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
 D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
 Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
 Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

THE METROPOLITAN BANK

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

GENERAL BANKING BUSINESS

We Solicit Your Account

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

SAVINGS DEPARTMENT

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

HOTEL DIRECTORY

DOMINION HOUSE
 W. H. DURHAM, Proprietor
 RENFREW, ONTARIO
 The most popular Hotel in the Ottawa Valley.

TOWER HOTEL GEORGETOWN
 DEMERARA
 BRITISH GUIANA.
 This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stailings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL
 HALIFAX, N.S.

VICTORIA LODGE
 HAMILTON, BERMUDA
 Mrs. J. F. SMITH Proprietress.
 Opposite Victoria Park and Cedar Ave.
 Private Board \$12 to \$14 per week.
 Open Nov. Closes in May.

HOTEL IMPERIAL Large Sample Rooms
 Steam Heated and Gas Lit
 GEO. W. WEBSTER, Prop., Swift Current, Sask.

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

WINTER RESORT
QUEEN'S PARK HOTEL
 PORT OF SPAIN, TRINIDAD, B.W.I.
 JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
 The most popular hotel in
 OTTAWA, Ont. JAMES K. PAISLEY, Prop

WOODSIDE BOARDING HOUSE
 Corner of Main and Lamaha Streets
 GEORGETOWN, DEMERARA.
 Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

Coffee, Its History, Classification and Description
 By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
 Commercial Classification and Description.
 Adulteration and Detection.
 Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
 Technical Book Department
 10 Front St. East, - TORONTO



There
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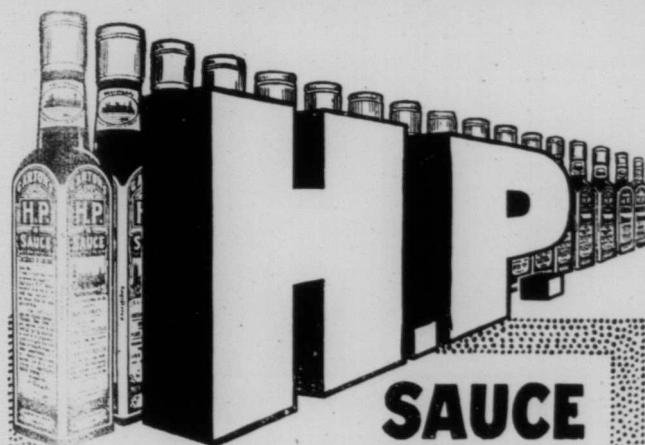
Prompt Shipments

We're in a position to make prompt shipments of **Essex Corn**, **Tomatoes** and **Pumpkin**, together with **Plums**, **Pears** and **Strawberries**. In addition we have a special proposition to make on **Apple Butter**, **Jams**, **Jellies** and **Pork and Beans**, put up in various size packages. Stocks will be exhausted long before the new season begins. Get our quotations before placing further orders.

The Essex Canning and Preserving Co., Limited

Factory at Essex, Ont.

28 Wellington St. E., Toronto, Can.



SAUCE

A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception, the Canadian grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Think sales—liberal profit—in H.P.

Postal to our Canadian agents, secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

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

Richard Vinegar Co., Birmingham & London, Eng.

There's One Name

in every line of manufacture that stands out against all the rest—that is synonymous with unquestioned supremacy. To carry the article having this prestige is not only to secure to yourself the added profits it makes possible, but to have the satisfaction of knowing that competition of quality cannot possibly reach you.

In the house decorator's mind, it is

The **STAUNTON** *Line*
SUPERIOR WALL PAPERS

that have achieved this distinction. It is a wise grocer who buys so well that his customers feel that they too have chosen with wisdom.

Go through your stock to-day—sort up—and send us an order that will bolster those weak places and bring your racks into such shape that you can meet without apology requests from customers to see wall-papers. A postal card with the pattern numbers will do—or we'll send you samples to choose from if desired.

STAUNTONS, Limited

929 YONGE STREET, TORONTO

THE KING PIN OF ALL!

OUR FAMOUS

Red Label Imperial Maple Syrup

Now that Spring is here and people are using Syrups, you can begin to stock up. It is just as easy to get the best and infinitely more profitable.

**It's not exactly what you pay, it's
what you get for what you pay.**

There are a good many other Syrups offering, but none of such all-round excellence as **RED LABEL IMPERIAL MAPLE SYRUP.**

SEE OUR PRICES :

Quart Bottles,	12 to Case	\$2.40
Pint Tin, Wine Measure,	48 "	5.20
$\frac{1}{4}$ Gal. " " "	24 "	4.80
$\frac{1}{2}$ " " " "	12 "	4.80
1 " " " "	6 "	4.50
$\frac{5}{8}$ " " Imperial "	1 "	4.00

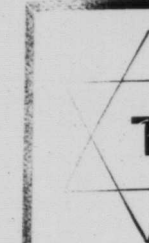
MAPLE SUGAR—Our guarantee for absolute Purity protects you. Not one of the many samples collected by the Government found to be adulterated, (see Bulletin 140 Inland Revenue Department.) This is convincing.

Our extra light colored Sugar we have picked as a winner for this season. You will find it a good proposition.

Send in Your Order

including, if desirable, Goldenette Syrup and Kitchen Molasses in the assortment.

Imperial Syrup Co., Montreal



J A



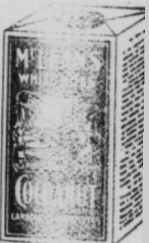
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The Canadi

VANCOUVER, B.C.—
WINDSOR, J. M.
KINGSTON, ONT.—



For Lenten Trade

We are making specially attractive prices on

FISH

Salted, Smoked, Canned and Pickled

JAMES TURNER & CO.

Hamilton, Ont.

LIMITED



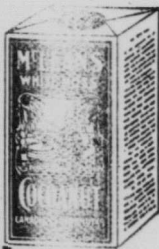
THE TELEPHONE

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

LONG DISTANCE TELEPHONE SERVICE

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

THE BELL TELEPHONE COMPANY OF CANADA



Our Personal Supervision of the various steps in the process of manufacture of **WHITE MOSS** Coconut guarantees you the finest line produced. The head of our establishment is a man who knows the business from the ground up. He has spent his life making coconut. His stamp of approval means perfection.

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

J. ALBERT MacLEAN, Proprietor

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WESTERN ASSURANCE COMPANY.

Incorporated 1851

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AND
MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000
Income for 1906, over, 3,609,000

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W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
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TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto.

Help Yourself by Helping the Farmer

A Suggestion for Building Up Canadian Retail Business—Greater Opportunities for Development in Agriculture Than in Any Other Industry—Prosperity of Farmers Means Directly More Business for the Retailers.

With a firm belief in the stability of the position in which Canada stands today as regards business, and with an encouraging outlook for Canadian trade and commerce generally, we believe the present year, 1908, will be one of the most prosperous and most successful in the history of the Dominion. There is one fact, however, on which this result is directly dependent. From the very nature of our country the material progress and prosperity of the greater part of Canada is admittedly dependent on the prosperity of the industry of agriculture. If Canadian farmers are well situated financially, all other business interests will necessarily be active and healthy.

With this fact in view it is very evident then that any movement or circumstance which conduces to the prosperity of the farmer, who is the basic wealth producer, must prove beneficial to all branches of commercial activity. This is a fact, which while we have heretofore admitted its truth in theory, has not influenced the great majority in their attitude toward the farmer and the farming industry. As a consequence, efforts to place it upon a better basis have not met with the general encouragement which would have been accorded it, were its importance, from a national standpoint, appreciated.

The farmer is the best customer the Canadian retailer has. He not only buys more goods, but on the whole, he buys a better class of goods and he pays his bills. In spite of this fact he has been neglected.

The Retailer's Opportunity.

Here is where the question touches the retailer. He should see that to encourage the farmer is to promote his own interests. If agriculture can be made a more profitable business, and the farmer becomes more prosperous, he will naturally spend more money for the goods the merchant has to sell.

The opportunities for development are greater—many times—in the farming industry, than in any other. Many who read this will not believe the statement. Indeed, many farmers—unfortunately the majority of them, either do not believe it or they do not realize it. It is a fact, nevertheless, and must be recognized.

Possibilities of Production.

Canadian farms are not beginning to bring out the wealth they are capable of producing. The last year for which statistics are available, the average yield of wheat per acre in Ontario was 24 bushels and a fraction. No one will say that this yield represents the best possible average results, but the majority of persons will be amazed to learn just what the possibilities in this one instance are. If the condition were ideal, if the seed were perfect—no weak, or worse still, dead grains—if the soil were properly cultivated and the grain properly covered after sowing; if the land were clear of weeds and if reasonably favorable weather conditions prevailed, instead of producing 24 bushels

per acre the yield might be 250 bushels. That is, the number of grains of wheat in the bushel and a half necessary to sow an acre of land are capable of producing 250 bushels.

These are under ideal conditions, it is true, and possibly they will never be absolutely reached, and yet their accomplishment is quite within the range of human possibility. Think of the practically limitless opportunities. If Ontario's average grain yield were but increased five times instead of ten, as it might be, imagine the added wealth such an increase would represent.

Some Examples in Figures.

That the Canadian farms are not producing anything like the wealth they might, must be admitted. Here is more direct proof of it: The average yearly yield of milk of the cows of Ontario is not over 3,500 pounds, according to the statement of C. C. James, Deputy Minister of Agriculture. There is a herd of cows at the Guelph Agricultural College and the average yield of four of the best cows in that herd last year was 13,008 pounds, not quite ten times the average yield of the cows of the province. These four cows produced a profit over value of feed of \$279.88, or an average of \$69.97 as compared with a net average profit for the cows of the province of less than \$7.75.

Were the dairy cattle of Ontario equal to the average of the Guelph herd—which is quite possible—instead of producing \$17,000,000 worth of cheese last year, the province's cheese production would have been worth more than \$160,000,000.

A Local Application.

Let us localize these figures. Oxford county last year produced cheese to the value of \$1,200,000. With cows equal to the average of the four at Guelph, the farmers would have had more than \$10,000,000 from their sale of cheese alone. Would the retailer of Oxford county have done more business had the farmers received \$10,000,000 instead of \$1,200,000? The answer is easy.

Of course, results such as are here suggested could not be secured in one year. The improvement in the value of the product of the agricultural industry can only be gradual and of an evolutionary nature.

To Make 1908 Prosperous.

There are some things, however, which may be done to make this year, the year 1908, the most prosperous and the best in the history of Canada, so far as the farming industry is concerned. To the accomplishment of this end the united energies of the farmers, as well as the merchants and business men in all branches, should be directed. Some of these things the farmer must do himself. He must plan for the biggest crops he ever harvested and he must work towards this goal. It is not too early to prepare for the season's crop. In the first place, he must get his seed, and he should exercise the greatest care to see that it is the very best possible. If this

is to be the banner year the farmer must also see that the land is given the necessary cultivation in order that it may provide the most perfect facility for the multiplication of the seed.

The Problem of Help.

The question of help is one of the most serious problems the farmer has to solve. If, because he cannot secure the help necessary, he is able to work only fifty acres of his hundred-acre farm not only will his income be only half what it might be, but his spending ability will be only half what it would otherwise be.

The solution of the help problem, it would seem in this fact. Farmers must erect houses—not necessarily costly dwellings—on their farms and engage married men—men who are now in the cities, and who, if the accommodation were afforded, would gladly take their families to the country. This again works to the advantage of the merchant in the country district, because it not only increases the profit of the farmer, and makes it possible for him to spend more money, but it also practically doubles the population of the farming communities and likewise the number of prospective customers.

Profitable farming cannot be done with fewer men. If the tremendous possibilities of agriculture in Canada are to be reached, the farm population of the area at present under cultivation must be doubled. Farmers, themselves, should be made to realize this, for their own benefit, as well as for the sake of the general prosperity of the Dominion. Steps should be taken at once to build on every farm, where one has not already been built, a dwelling for the help.

Encourage the Farmer.

The practically unlimited possibilities along this line of effort, justify business men—merchants and manufacturers—giving every encouragement to the farmer; driving him, if necessary. Only a few farmers, a sprinkling here and there, have taken a wide enough view to realize what lies before them, and they may have to be convinced in spite of themselves that they are the mightiest factor in Canada's future industrial progress, since agriculture offers much more scope for development than any other industry.

In this proposition The Grocer sees the supreme opportunity for Canadian retailers. No movement yet undertaken promises a fraction of the direct personal benefit to them that this movement for the development of agriculture does. Every factor which results in the improvement of the financial position of the farmer benefits the retailer as soon as it does him, because his increased income is useless to him until he has spent it with a merchant in the procuring of some necessity or luxury.

This is an opportunity; in the first place, to inspire and encourage the farmers to make this year the most prosperous in their history, and to in-

...ate the campaign for the speedy
...tion of the newer and modern farm-
...the farming which will increase five
...-fold, the earnings of the Cana-
...farms.

How the Work May Be Done.

It is worth retailers becoming en-
...diastic over. Here are some of the
...s they might do: By personal con-
... with farmers get them to attempt
... has been suggested in this article;
... the support of the local press in
...ing to the farmers a conception of
... opportunities; call a meeting of
... business men and discuss the ques-
... and endeavor to secure concerted
...ion; then get a meeting of farmers
...selves and talk it over with them.
... do not know themselves yet, what
...ature they have in store; get some
...ker to go and tell the farmers and
... fellow-merchants what the enor-
... possibilities are. If there is no
... man who has the enthusiasm or
... is in possession of the knowledge
... write The Grocer and one will be sent.

No other commercial problem looms
... large in Canada to-day. It is a mat-
...ter, which, if taken in hand and carried
...ward, will give retail business a mag-
...nent impetus. Will the readers of
... The Grocer grasp the opportunity?

The Ontario Agricultural College,
... Guelph, recently issued some informa-
...tion for visitors which, in connection
... with the preceding article, will be found
... particularly interesting. The matter de-
...scribes the work being done at that in-
...stitution along the lines suggested in
... this article and will be found below.

WHAT OUR DIFFERENT DEPARTMENTS DO FOR FARMERS.

The Ontario Agricultural College
... was established in May, 1874. The first
... winter term opened January 1st, 1875,
... with 28 pupils in attendance, "all that
... could be crowded in." In January, 1908,
... the thirty-fourth winter term was be-
...gun with 837 students in attendance.

The following is an outline of the
... work done in the several departments:

Field Husbandry.

Improve by systematic selection and
... across fertilization old varieties of
... crops; originate new ones of great
... value and distribute same to farmers
... throughout the province. Instruct farm-
... sons in the different systems of
... sowing; different kinds of soil; appli-
... cation of manures; preparation of land;
... smination of farm seeds; methods of
... cleaning and selecting seed; study of
... weeds, roots, fodder crops, grasses,
... clovers, methods of sowing, harvesting
... and marketing.

Animal Husbandry.

Recent investigations have dealt with
... the relative value of short keep and
... long keep steers for feeding purposes;
... the relative merits of feeding steers in
... loose boxes and tied in stalls; the cost
... of raising pigs from birth to market;
... and a beginning has been made in the
... cross-breeding of swine. Students are
... given practice in judging horses, cattle,
... sheep and swine; lectures are delivered
... on breeding and pedigrees, feeding and
... management, and the history and char-
... acteristics of the principal breeds of
... the stock. As a result of the efficient

manner in which this branch of the work
... has been carried on, the recent honor
... won at the International Live Stock
... show in Chicago is sufficient evidence.

Dairy Husbandry.

The herd—16 cows: Average yield of
... milk per cow, 9,585 lbs.; average amount
... of butter per cow, 399 lbs.

One cow in 365 days gave 20,778 lbs
... of milk, or 913 lbs. of butter. The aver-
... age cow in Ontario gives less than 3,-
... 000 lbs. of milk per year. Hence the
... need for careful selection, proper feed-
... ing, and impartial weeding out. The
... cost of feed per cow varied from \$25 to
... \$45. The profit per cow, over cost of
... feed varied from \$5 to \$45 on butter,
... and from \$37 to \$140 on milk.

The improvement in the quality of
... butter at hotels and in the homes of the
... people in towns and cities may be di-
... rectly traced to the traveling dairies that
... started from our dairy department and
... visited all parts of this Province.

Physics.

This department is prepared to send a
... representative to any farm in the Pro-
... vince of Ontario, to take the levels of
... the land, locate the drains, and give in-
... formation generally on the subject of
... drainage; the only expense assumed by
... the farmer being the man's travelling
... expenses at the rate of one cent per
... mile each way, together with his keep.

To be able to conserve soil moisture
... is one of the most important problems
... confronting the farmer to-day. All plant
... food is available only when in solution,
... consequently when the land is hard and
... dry plant food will be scarce and crops
... must suffer. Experiments are being
... conducted in the physics department all
... the time along these lines.

Botany.

Treats with the subject of weeds and
... how to destroy them; the question of
... fungus growth, and when and how to
... spray to exterminate it; the importance
... of growing grasses and clovers; the
... identification and prevention of smut,
... rust, mildew, etc.

Entomology.

Comprises a study of the life history
... and habits of insects, in order that they
... may be promptly checked. Farmers'
... boys are taught all about insecticides,
... and bulletins are written and sent
... broadcast to the farmers of the Pro-
... vince.

Horticulture.

Instruction is provided in the grow-
... ing of all kinds of fruit, vegetables and
... flowers, and experiments are conducted
... with the small fruits, and with cover
... crops for the orchard. Through the
... agency of the experimental union lead-
... ing varieties of fruits, fruit trees, and
... flowers have been distributed through-
... out the Province. Thus each grower
... may select for himself and grow more
... extensively the varieties which give the
... best results on his own particular farm.

Bacteriology.

Nitrogen is one of the principal needs
... of a plant. It is worth, commercially,
... about 20 cents a pound. The air is 80
... per cent. nitrogen, and yet plants can-
... not use it in the form in which it exists

in the atmosphere. Certain bacteria, if
... introduced into the soil, will work on
... the roots of clover and other leguminous
... plants, take the nitrogen from the at-
... mosphere, and convert it into plant
... food. Our bacteriologist propagates in
... his laboratory, and supplies in small
... bottles, millions of these nitrogen-form-
... ing bacteria, which may be spread upon
... the seed before it is sown, and thus in-
... troduce into the soil these nodule-form-
... ing bacteria. A crop of clover will leave
... in roots alone about fifty pounds of
... nitrogen per acre. Thus the plant food
... supplied to the soil by a crop of clover
... is \$10 per acre in one year, and the
... farmer has the clover crop, tops, and
... leaves to the good. This, if practised
... on every farm, would mean millions
... each year to this Province.

Chemistry.

An analysis of water, feed stuffs, and
... fertilizers, such that will aid the farmer
... in arriving at a true idea of their value.
... With wheat and flour too, work is being
... done to determine the best milling varie-
... ties and to ascertain from the differ-
... ences in composition whether some sci-
... entific basis could not be found which
... would make the blending of the home
... grown varieties of wheat more profit-
... able.

Forestry.

By furnishing seeds, seedling trees,
... or cuttings free of charge, this depart-
... ment is endeavoring to assist farmers to
... improve their woodlots, plant shelter
... belts, and reforest waste portions of the
... farm.

Poultry.

Chickens used to sell on the market
... anywhere from 20 to 30 cents apiece.
... To-day they bring three times that
... amount, where they have been properly
... fed, killed and dressed. We have no
... trouble in disposing of our poultry here
... at from 12 to 15 cents a pound dressed,
... and our students are taught how to
... breed and feed so as to obtain these re-
... sults. We have four different styles of
... poultry houses, to test the effects of
... heat and cold on the egg-laying procliv-
... ities; hence we find that the coldest, and
... therefore the cheapest house is the best,
... and that fresh air, not warm air, is es-
... sential to good egg production.

Macdonald Institute.

Three things are taught: Domestic
... Science, Manual Training and Nature
... Study. In domestic science there were
... 260 girls in attendance last year, each
... one being obliged to learn cooking, sew-
... ing and laundry work. In a Province
... where over 90 per cent. of the women
... do their own housework, what a bless-
... ing it would be if they were all properly
... trained for their daily duties. Manual
... training makes boys and girls handy in
... the use of simple tools, and nature
... study, which is really elementary agri-
... culture, helps teachers to the extent that
... they may return and give to their pupils
... an education that will more nearly fit
... them for the earning of their daily
... bread.*

*See editorial on this subject, headed
... "Building for Business."

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

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JOHN BAYNE MACLEAN President

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Published every Friday.

BUILDING UP BUSINESS.

The farmer, as a class, is the most generous spender in all Canada—the best customer of the manufacturer and merchant. The more money he makes the more he spends with the retailer. He is not making anything like what he should for the land he occupies and the labor he expends.

It was pointed out in these columns recently that in three items alone, beef, bacon and cheese, the revenue of the Ontario farmer alone increased \$35,000,000 a year through the adoption of improved methods. This means \$200 a year to each farmer in the province. Suppose each merchant has 100 farmers as customers, this means \$20,000 a year increase in the money these people might spend with him. This is something worth while. It could be made double that easily by further improvements in farming methods and every merchant and manufacturer can help by encouraging the work of the agricultural colleges and departments of the Dominion and their own province, but particularly by encouraging the farmer to go in for methods that will make more money. Get him to attend the institutes and shows, read good papers, visit the colleges and experimental farms and send his sons and daughters to study there.

The college at Guelph recently issued some information for visitors about

the work they are doing there, which our readers can gossip about with their farmer customers. In any province where they are not doing as well as in Guelph business men should draw the attention of their legislators to it. The article appears elsewhere under the head "What Our Different Departments Do for the Farmer."

POSSIBLY AMERICAN BUTTER.

Whether or not the butter market within the next three weeks will warrant the importation of American butter is a problem before produce merchants to-day. Recent high prices have curtailed consumption of the article, and if demand is below average for the next few weeks dealers will be tided over to the first packages of the new make arriving in about a month, which will obviate the necessity of importing supplies from the States. To bring butter into Montreal for sale at a profit a 35c market would be necessary, equal to a price of 38c or 40c chargeable to the consumer. To-day butter might be purchased in Chicago at 29c a pound, and brought on to Montreal on payment of a freight of 1c a pound and a duty of 4c a pound. It is the duty which makes it impossible to bring butter in right away to be sold at a profit. But for this protection there would be a great amount imported owing to the scarcity of the home trade article.

If butter is to be imported from the other side prices must advance to what they were recently, when 40c was obtainable from the consumer. This is possible, but not generally considered probable by dealers. But the past has been an abnormal season and improbabilities have occurred.

ASSOCIATION PROVIDES A REMEDY.

Reports from the coast tell of a struggle which has been going on for some time between retailers and wholesalers over an old and vexed question. The retailers claim that the wholesale houses are supplying hotels, restaurants, etc., with groceries at wholesale prices to the exclusion of the retail trade. Similar complaints have come in to us recently from various points in Ontario.

The matter is an old and troublesome one and yet one in which the retailer seems to be right in his complaint. He is the chief customer of the wholesale house and his interests should be

considered. The question is one, however, which might be discussed interminably with no result, but a remedy is not far to seek if action will be taken.

If the grocers in any town or district in which this question was pertinent, were organized in a representative association the methods complained of need not exist long. The association could easily take such a strong stand against the wholesaler or manufacturer who seemed to be overstepping their privileges that the matter would be remedied at once.

An instance of this arose recently in an Ontario city where there is a strong grocers' organization. Complaints were made that certain outside firms were selling biscuits to hotels and cafes at wholesale prices. At a meeting of the association the matter was considered and the secretary was instructed to write the firms in question informing them that unless the procedure complained of were stopped the retailers would refuse to handle their goods. We have not as yet heard the issue but it is pretty certain to be favorable to the retailers.

This is only one of the many ways in which a grocers' association would be a practical benefit to the trade in your town. Why not proceed in the matter of organization?

TAKE TIME TO PLAN.

Too many merchants are to-day hurrying through one job and rushing into another without giving a moment's time to considering the best way to do the new task, or as to how the best results can be accomplished with the least labor. It is no uncommon thing to see a man rush into a task in this unprepared manner and after working on it for a day or so find out some method by which the same results could have been accomplished in half the time.

When business men are themselves doing these things day after day, what is to be expected of those who work for them and under their direction? Clerks are even more apt to waste their time in this manner, especially if they have taken up a regular routine of duties. Not because they want to put in their time without making anything for the employer, but because they fall easily into ruts. They will continue to carry out the daily programme week after week in the same way, without trying to simplify it in any manner.

Managers should so arrange business duties as to give themselves time to think of the best methods of doing not only the things they expect to do themselves, but also to simplify the

work of the of the shipping fo each part of t is needed, and of this kind of part of the b employees from be made to pr some length o time the first fi way to accou

UNSATISFA

This has b year for app more ways th gaining to be to the quality which have l of the factor the trade say prices for ap season the fa stock to gree ed mostly cul It is impossi satisfactorily being cut in consequence stock now hel to be small. it almost im either home

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REPORT SI

A thorough moment of t position au strongly urg change. The the only dist relation whi the labor a night claim essentially m the designe first to adn more irritati formal, some the goods in the whole t accountability such an ord complete. T and labor v matter, the e

work of the office force, the sales force, the shipping force, etc.; in fact, in what part of the business simplification is needed, and once the manager starts on this kind of work he finds that every part of the business needs it, and every employee, from the delivery boy up, can be made to produce more results in the same length of time by merely taking time to first figure out the most simple way to accomplish desired results.

UNSATISFACTORY EVAPORATED APPLES.

This has been rather a troublesome year for apple buyers in Canada in more ways than one. Now we are beginning to hear serious complaints as to the quality of the evaporated apples which have been turned out by some of the factories this year. Those in the trade say that owing to the high prices for apples prevailing early last season the farmers sold all their best stock to green apple buyers and turned mostly culls over to the evaporators. It is impossible to handle such fruit satisfactorily as it will not permit of being cut in the proper rings. As a consequence a large quantity of the stock now held by the factories is said to be small and chippy, which makes it almost impossible to dispose of on either home or foreign markets.

The matter is one that should be remedied. Evaporators must procure a better grade of fruit and refuse to handle the culls. Considerable business is being built up at the present time in foreign markets in Canadian evaporated apples but a continuance of the practice mentioned above will be very deleterious to this. The sooner the matter is remedied the better for all concerned.

REPORT SHORTAGES PROMPTLY.

A thorough inspection of goods at the moment of their delivery by the transportation authorities cannot be too strongly urged upon the retail merchant. The great, and in many cases, the only disturber of those harmonious relations which exist generally between the jobber and the dealer, is the annoying claim for shortage which is occasionally made upon the consignor by the consignee. The latter will be the first to admit that nothing could be more irritating to a firm than to be informed some time after the receipt of the goods has been acknowledged, and the whole transaction relegated to the accountancy department, that such and such an order had been sent out incomplete. The enormous amount of time and labor wasted in looking into the matter, the extent of the correspondence

involved, can be understood only by those who have an inside knowledge of the clerical work of a big wholesale house. Many transactions have, in all probability, passed through the books between the dispatching of the particular order in dispute and the notification of the shortage; the whole consignment has been forgotten by the busy packing department, and a satisfactory tracing of the matter is thus impossible.

In this question of claiming for shortage we do not hold a brief for the jobber by any means. If there is a just claim against the latter, the retailer would be utterly unbusinesslike not to make it. But the great point is that that claim should be made immediately upon the arrival of the goods, and not at such an interval afterwards that the consignor is placed at a disadvantage in investigating the fairness of the claim, and in apportioning blame, if blame is to be apportioned, to those responsible. The reasonableness of this contention cannot be denied, especially in view of the railroad pilfering that apparently goes on more or less successfully throughout Canada, and of which, in many cases, the wholesale house has to stand the brunt. We are informed that there has been quite an epidemic of this species of thieving lately, and especially in regard to goods consigned west. Pilfering, of course, has to be made good by the proper authorities if the merchant refuses to accept delivery. But, as an informant writes us, merchants often carelessly sign a clean receipt without giving that inspection to the consignment which would make clear at once that the cases had been tampered with. The result is that later on the jobber is requested to make good when he is in no wise responsible.

It is essential that merchants, or their employes, should exercise the greatest care in giving receipts. When the store is busy, it is of course a great temptation to sign with but a cursory checking of the number of cases, but the short time required to give that examination to the consignment which would detect any pilfering would be time well spent. Claims for shortage are irritating, not to say distracting, alike to consignor and consignee, and are not conducive to smooth business transactions, especially if the dispatcher may have reason to suspect railroad pilfering, but, of course, after the delay in notification, is not in a position to prove the fact. The merchant, in fairness to the jobber, should pay careful attention to the condition of his cases before signing for them. By refusing to give a clean receipt he

will help in the detection of the culprits, and make the authorities more vigilant over the goods given in their care, besides saving the wholesaler an unjust claim for shortage.

ADVERTISE AS YOU TALK.

Retail advertising that does not possess some of the chief qualities of a good salesman fails in its purpose. It should address the public in much the same tone as you adopt in talking to customers over your counter—a tone of reasonableness that is calculated to convince. Some merchants have utterly failed to grasp this point. They are the sensational advertisers who use up valuable space to exclaim that their entire stocks will be “sacrificed regardless of price”; that goods will be sold at “ridiculous” rates; that the “cutting and slashing” of prices at their stores is unprecedented in the history of merchandising; that they practically give away “dollar bills for fifty cents”; that theirs are the “greatest price-cutting sales on earth,” etc. Imagine any one of these merchants making use of such terms while endeavoring to actually sell goods to a client! He wouldn't think of doing so. Then how in the name of reason can he justify their employment in his advertising?

COACHING THE STAFF.

The wholesalers and manufacturers throughout the country are learning that the salesmen's convention is an important force in selling goods. By getting the salesmen together periodically and threshing over selling points and every other point affecting the business with them the efficiency of the force is greatly increased and the business grows as a result.

There is no reason why this plan cannot be worked in every retail store. The progressive merchant, anxious to bring his store staff to its highest selling efficiency, will find that by getting them together for talks about goods and store problems better results are sure to come.

It is easy for members of the staff of any business institution to get sore and discontented, to think that their prices are the highest, that their house is the least accommodating, and that there would be a better opportunity with some other house.

That they get into this state of mind is the fault of the proprietor. He should talk all of those points over with them, and the best place for it is the staff meeting held weekly or twice a month, as may be thought best.

THE SITUATION IN THE WEST

Conditions in the Grain Markets, Wheat Market Strong Under Active Demand, Oats Have Graded Low—Significant Consolidation of Lumber Companies—Improvement in Real Estate.

The Western Viewpoint by our Special Winnipeg Correspondent.

Inspection returns for the first six months of the crop of 1907-8 make interesting reading in the light of the prices that have been paid and the scare articles in American papers as to the western farmers starving because all the grain was frosted. During the period mentioned there have been inspected out of the crop of 1907, 39,804,000 bushels, and of this amount 19,301,730 bushels were of contract grade. During the same period last year there was inspected out of the crop of 1906, 37,659,510 bushels and of this 18,937,930 bushels were up to grade. The difference of course lies in the fact that while in 1906 the bulk of the contract wheat was No. 1 northern and no hard, the bulk of the 1907 contract was No. 2 and 3 northern. However, the much higher prices obtained this season, even allowing for the slump at the time of the bank stringency, have made the wheat sold much more valuable to the farmers than that of the previous year. Not only is this the case, but the low grade wheats, such as Nos. 5 and 6, have sold for very high prices from time to time, making the average of the whole season a very good one.

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One feature of the report which cannot fail to cause regret is the fact that so large a portion of oats have graded rejected, in all 3,328 cars, as against 148 last year. This has been occasioned by the frosting of the oats, and though many of these samples have been extremely fine in appearance and of exceptional weight, as they cannot be used for either milling or seed, they had to be classed as rejected. This has made the task of securing seed oats an exceedingly difficult one and indeed it is expected that the acreage sown to oats this season will be considerably curtailed on this account. However, though the oats have not brought as high a figure as unfrosted oats would have done the price has been good, as the scarcity of feed in Ontario has made the demand good, and prices have ruled high accordingly. Taking into consideration that 1907 was most distinctly an off year, the returns of the past six months are very gratifying, not only as to quantity but also as to quality. It must be borne in mind, however, that while last year at this time interior elevators were full to repletion, owing to the car shortage, and farmers had still enormous quantities in first hands, this season cars have been abundant, the winter has been ideal for crop movement, and there is no doubt the bulk of the wheat is out. Interior elevators are carrying comparatively small stocks at present and it is questionable if now there is even four million in farmers' hands to come forward. The government seed purchasing depots have brought out the good wheat and much that has been inspected at Winnipeg in the past three weeks has been forwarded in consignment with a view to its being used for seed and if not suitable, to be sold.

This brings us to the condition of the wheat market, which has been one of great strength for the past few days. The demand from millers for contract wheat has been steady and persistent, while offerings have been very light and in consequence a good many purchases have been made at 1 to 1½ premium for one and two northern. Demand for low grade wheats is very active, export trade has shown considerable revival, and during Friday a bid of 1½ premium for No. 4 failed to bring out a single bushel to the man who was trying to fill a 20,000 bushel order.

"Some day soon we will see fireworks on this market," is the verdict of some of the most conservative men in the trade and that is also the opinion of your correspondent. No one knows just how small is the amount in farmers' hands, but everyone is pretty well assured that it is small and this means that any sudden increase in demand will send prices skyward. It may not come until navigation opens, but it will come without doubt and then those who have been consistent bulls all winter will have the extreme satisfaction of saying "I told you so."

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One of the events of the week that is of supreme importance to the west, in that it so materially affects building, is the application for charter of the "Union Lumber Company," with a capital of \$10,000,000 and controlling 3,000,000,000 feet of standing timber. This company consolidates no less than seven of the leading lumbering plants of the Canadian west, including the "Red Deer Lumber Company," Barrows, Sask., with a new and up-to-date mill, second to none in Canada; the Elk Lumber Company, with splendid mills at Fernie, B.C., built of concrete; the Sunset Timber and Lumber Company, the Yale-Columbia Lumber Co., and other smaller concerns, with mills at Nelson, Cascade, Revelstoke and Westley, B.C. Other large mills will be erected this spring. The new company are also interested in coal lands. The object of combination is to reduce cost of production and the new company claim they will be able to handle the entire output for one-third the cost of the separate plants. This will be good news to the west. One of the raciest things said at the recent agricultural meetings was a remark of A. P. Stevenson of Nelson, Man. Someone asked him what he thought of the cost of lumber and he replied: "I bought 1,000 feet the other day and it is piled in my yard. Every time I pass it I feel like taking off my hat as only paying due deference to so small a thing which cost so much money."

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The real estate situation continues to show improvement in the number of inquiries, if not in the actual number of sales. All the larger firms report an increase of inquiry from Great Britain especially with regard to sites suitable

for factories or for industries already established.

Retail trade is good and one of the noticeable features of the wholesale fur trade is that stocks are better cleaned up than they have been for years. The Paquets, the Redmonds and the Milk are well sold out. Inquiries among the fur and departmental stores, where furs are sold exclusively for cash, elicited the information that it was only the extreme fag ends which are being carried over. The winter has been the mildest for 30 years, furs were somewhat reduced in price because dealers were afraid of their stocks and it shows that furs this winter have largely been bought as a personal investment because it was an advantageous season to buy, which does not look like very hard times.

Probably in no city of the world are furs worn so extensively by all classes as they are in Winnipeg. It is safe betting that any day in Winnipeg cold enough to wear furs, one sees an investment of \$1,500,000 on the streets in fur garments alone. This is a very conservative allowance. These are minor facts, perhaps, but they have their significance to the man in trade.

INDEPENDENT CANNERS MEET.

Organization of Association is Being Completed—Members Entertained by Local Firm.

The Independent Canners' Association of Ontario held their second meeting on Thursday and Friday of last week in the King Edward hotel, Toronto. A large number of the members were present, and the work of completing the organization was proceeded with.

On Thursday evening the members were entertained by Rolph & Clark, lithographers, to a most sumptuous banquet and theatre party. The supper was held in room G, and it was a veritable treat. About forty sat down, the head table being occupied by President E. D. Smith, Winona, and S. Edgar Mastin, seated respectively on either side of Mr. Rolph. R. W. Ball started the ball rolling, and happy speeches were given by President E. D. Smith, Mr. Mastin, Mr. Rolph, Mr. Clark, Mr. Grew, and Mr. Lowe, St. Catharines.

The thanks of the canners were expressed to their hosts in a motion by Mr. Mastin, and seconded by Mr. Lowe, after which the party adjourned to the Royal Alexandra theatre. The Canners' thanks are also due Rolph & Clark for a very pleasant and friendly evening.

Another meeting for further business will be held on Saturday, 14th, also in Toronto.

HOLD ANNUAL MEETING.

The annual general meeting of the shareholders of White & Co., Toronto, was held at the company's office, on Monday, 24th ult. The statement presented showed a very satisfactory state of affairs. James Langskill was re-elected president, and W. H. Despard elected vice-president and general manager.

D. J. Jamieson & Sons, general merchants, of Vankleek Hill, Ont., have dissolved partnership, D. F. Jamieson continuing the business.

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There's not a window display window confounded the other this department judgment are out to aid the

Two weeks a ten window which would be ate for next of the good of Patrie comes idea and skel contemporary, Chicago.

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ST. PATRICK'S DAY WINDOW

An Attractive Display for the Irish Saint's Holiday—How the Window is Dressed and Built Up.

There's nothing like timeliness in window display, and the more a grocer's windows conform to the season, provided the other necessary features of this department, cleanliness and good judgment are observed, the greater factors should they be in bringing in business.

Two weeks ago we illustrated a Lenten window. This week we show one which would be particularly appropriate for next week, in which the holiday of the good old Irish patron saint, St. Patrick, comes on Wednesday. The idea and sketch are borrowed from our contemporary, the Modern Grocer, of Chicago.

The prevailing idea is to commemorate the day by making the shamrock, its symbol, very evident. To follow this design closely a wall or background is needed at the rear of the window. This may be readily provided for by covering a light framework with cotton or paper.

In this display a large shamrock is made of green cloth and is tacked in position on the background. Upon each leaf a harp is painted in white paint.

Around the edges of the shamrock runs a border of flat cans, such as contain stove polish. These cans are held in position by twisting wires around each one, that is, having two wires, and after passing them about a can twist them together and pass on to the next can, driving a tack in between to hold the wire in place. The stem of the shamrock is also made of cans.

In the floor design another shamrock is formed by stacking canned goods of almost any description into that shape.

Cans stacked at each side and across the rear with bottled goods displayed to advantage on top complete the floor design.

At the window pane cartons may be placed so that just a corner of each extends beyond the frame. Irish pipes tied with large green ribbons tacked against the rear half are brightly suggestive of St. Patrick's Day.

The window, which may be inexpensively built with very little trouble, is bound to cause a good deal of interest in the town, and that is what you are after. Get the people talking about your store, convince them that you handle satisfactory goods and additional business is bound to come.

WINDOW DRESSING AS ADVERTISING.

In speaking of window dressing, in an address before the Ad Club, of Cleveland, recently, George J. Cowan gave out some excellent ideas. The following

paragraphs are reproduced from his address:

"Every store should make some sort of appropriation for its show windows as well as for its other advertising. In a window the goods sell themselves, the customer can see the color, texture and style. Don't you think that fifty dollars spent for an attractive window will bring results far in excess of the amount expended?"

"That the window trim is an advertisement of undisputed effectiveness is especially evident where the window trimmer and advertising man work in close sympathy with each other. This is not always done as harmoniously as it should be for every newspaper advertisement of particular import should present its graphic duplicate in graphic window display. Thus the merchant gets every possible ounce of effect out of his newspaper effort. The passer-by who may have noticed the advertisement carelessly is attracted to the window trim and receives the second impression that so often makes the sale. The window trim is a high-class advertisement. The most successful merchants in the country put their finest goods in their windows.

"Some stores talk price and others quality. Around the first must be mar-

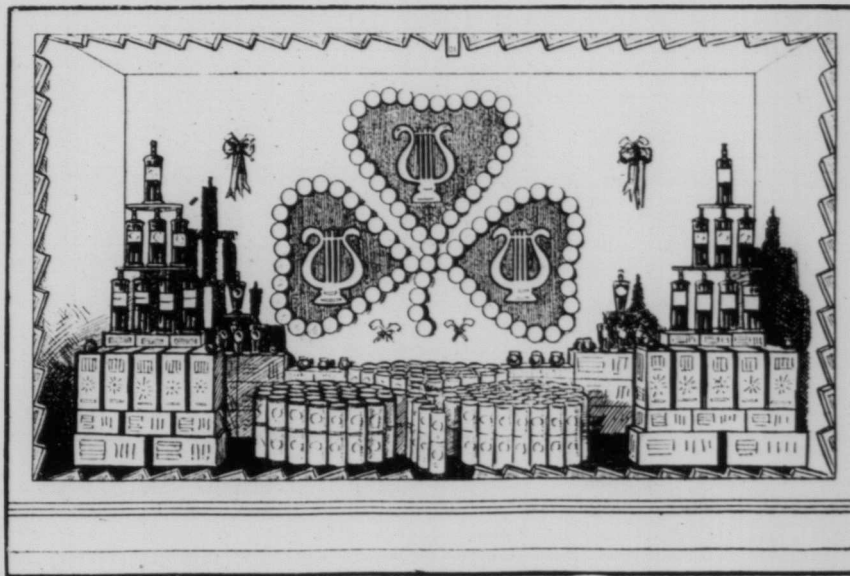
dow trims you will note that the advertising methods of the most progressive manufacturers include systematic work with retail window trimmers. I believe the time is coming when every well-planned campaign will supplement its magazine, newspaper and trade paper advertising with a well defined series of window advertisements. This is already done by the most enterprising in their respective lines, and the results justify decided increase in the effort. If you are a manufacturer and show the retail trade that you appreciate his local condition sufficiently to furnish him with ideas and suggestions for window backgrounds and displays, emphasizing the importance of your branded lines, you will find that he is anxious and willing to co-operate with you to the fullest extent possible."

FACTS ON FOOD ADULTERATION.

Some Statistics Handed Out As Result Of Inquiry in the Commons.

Some interesting information in regard to the adulteration of food was handed out during the regular sitting of the Dominion House on Thursday, March 5th. E. D. Smith, M.P., asked how many firms had been fined for manufacturing and selling adulterated food in 1906 and 1907, how much was the average fine and the average cost to each person fined.

Hon. Wm. Templeman, Minister of Inland Revenue, replied that seventy-



A Grocery Window for St. Patrick's Day.

shall the argument of price, but around the other must be summoned the charm of beauty and art. Style, price, variety, magnificence, attractiveness—you can use all these different arguments in your windows to induce people to stop and buy.

"Coincident with this great and growing interest of the retailer in better win-

ning persons, or firms, paid the cost of collecting and analyzing samples at an average cost to each person, or firm, of \$10.18. Eight persons, or firms, were fined through the courts. The average fine was \$10, and the average cost to each person, or firm, fined, was, so far as the department could determine, about \$18.

THE CANADIAN GROCER

William Hobbs has opened a meat store on Water Street, and has already secured a large share of the business in his line. Mr. Hobbs is a young man with a thorough knowledge of the meat trade and the up-to-date methods which he has adopted promise a large measure of success.

It is high time the fruit inspectors in the adjoining Provinces became busy. A large percentage of the apples imported here, graded, say, No. 1's, are of the standard on top, but after two or three dozen are removed, almost any size may be found. It is time this sort of business came to an end, otherwise the trade here will make its objection felt.

At the annual meeting of the Southern King's Board of Trade W. W. Jenkins, of the firm of W. W. Jenkins, Son & Co., was re-elected president.

Considerable discussion has been indulged in regarding meat inspection, but as cattle and hog diseases are unknown on the Island, the law will be a dead letter here. Hogs of the right sort command a higher price here than if exported.

Butter and eggs remain high. The former is worth 28 to 30 cents per pound. Eggs stand 20 to 22 for selects.

The demand for fruit and confectionery has been exceptionally good, and grocers in general are paying more attention to this department of their business.

The annual pie social epidemic has struck here, and, as a result, large quantities of fancy cooking groceries are moving.

Marvel, one of our progressive grocers and lobster packers, sang with much acceptance at the annual concert given by St. James' Church recently.

Grocers here are making the usual preparations for the Lenten season. An up-to-date cold storage plant is what is needed here.

Wholesale grocers command such a high figure that very few grocers handle them at all. Even those engaged in the packing industry find it much more profitable to sell their entire pack than to retail.

As usual the grocery clerks have been busy with the hockey puck and a number of friendly games have been played.

INGERSOLL.

In these days of imitations and deception in innumerable forms there is nothing more pleasing to the buying pub-

lic than the knowledge that they are receiving standard quality, weight or measure, as the case may be. Retailers have to be alert to guard against being victims of fraud, not only on account of personal interests, but to protect their customers. It is to be hoped that the time has gone forever when a few potatoes or apples at the top will sell a bagful of inferior quality, and it is interesting to note that throughout the country the law in this respect is being pretty well observed. Just a few days ago Chief of Police Wright made a tour of the grocery and other stores where butter is offered for sale, for the purpose of weighing all the small prints. While so far as is known there had been no reason for belief to the contrary, the announcement that none of the prints were under weight was received with much satisfaction.

In this connection the question suggests itself, would it not be well if greater attention was paid to inspections of this kind? Are not prints of butter invariably accepted as being of a certain weight? But few of them are probably actually placed on the scales in the ordinary course of events. Creamery butter appears to have supplanted the dairy article to a very great extent, and the demand is principally for the one-pound prints. It may be that the majority of merchants weigh their consignments as they are received, but if this is not done, it would seem that it would be worth the trouble to keep tabs on the weight of the prints as they go out and if there was ever any cause for complaint they would know exactly where to place the responsibility.

The advisability of handling fish seems to be a very debatable subject with many grocers. There are of course some disadvantages to be reckoned, for instance the prevention of tainting other articles, but with proper precaution this can be obviated, and if conditions are at all favorable a good trade can be established. The advent of the Lenten season is sufficient to prove the possibilities that lie in a good fish trade. Two of Ingersoll's merchants only handle fish extensively. Both of them had a large supply in readiness for the present season, and by keeping the fish separated from their other stock, they experience no difficulty, and while there is extra work, not of the most agreeable nature, the profits are surely worth the trouble.

S. M. Fleet, who was unfortunate in having his grocery stock destroyed by fire and water during the Christmas season, reopened his store on Saturday. Since his disastrous fire, Mr. Fleet has conducted his business in his meat shop across the street from his old stand. His old premises have been thoroughly remodelled, being bright and inviting, as well as modern in every respect. Mr. Fleet enjoys a very large patronage and it was pleasing to his customers and friends in general to know that he would continue to do business at the old stand and on a larger scale than ever before.

When everything is as represented, originality and persistency might be termed the hand-in-hand features of successful advertising. Few merchants will dispute the fact that systematic adver-

tising is a necessary adjunct to a successful business. The advertisements that have character and individuality, and are "catchy" in their general appearance, are the ones that fatten the contents of the till. It is not everyone who is adapted to successful ad. writing but merchants generally know a good advertisement when they see it, and many will probably be interested in the following excerpts from Mr. Fleet's opening announcement, which stood out boldly so far as originality is concerned. "Risen from the flames. On Saturday morning, March 7, S. M. Fleet will again open his store at the old stand. New store, new fixtures, new goods. Everything new and fresh but the man, and he is the same old Fleet. Make this March 7 a record day for Fleet. Come in and see the finest grocery store in Western Ontario and don't forget to bring a dollar or two in cash and buy something. I now need money. Consider Saturday and all next week a Home Mission Week and give Fleet all the cash you can." Throughout, Mr. Fleet's ad. sparkled with originality, while he never lost an opportunity to emphasize the fact that his stock was new and fresh and the prices reasonable.

The supply of eggs continues to increase and the price has now dropped to 23 cents per doz. Poultry, however, is not plentiful, and the prices show only a slight decline.

According to many farmers of the surrounding districts, it is doubtful if the coming season will be a favorable one for syrup making. There is said to be very little frost in the ground, which is not looked upon as a favorable indication. However, should there be a real cold spell before the snow has disappeared conditions may be materially improved.

KINGSTON.

Lent is here and the fish displays at the grocery stores are numerous.

Alderman Jack Carson's by-law for making farmers' wives clean poultry inside and out before bringing to market was defeated at the council meeting the other day.

James and George Crawford, after running a large grocery business on Princess street for the past twenty-five years, have dissolved partnership. George looked after the books and office work, and I tell you it is a tiresome like to keep track of all the routine and what people eat. George is going to take it easy for a time. He feels like a captive bird from cage set free.

Alfred Simmonds, a retired grocer, displayed recently an egg laid by one of his Plymouth Rock fowls. Its length was 3½ inches, and diameter 2¾ inches. On breaking it he found besides the usual white and yolk, a perfectly formed egg.

Ephraim Robbs has opened up a fine meat shop on Barrie street. He took a trip to Cobalt, but came back and he thinks Kingston is good enough for him. He prefers civilization.

THE CANADIAN GROCER

The ice men, fearing a break-up, worked hard all day Sunday packing ice, feeling it was a necessity.

I was pleased on turning over the pages of The Grocer to see one of our leading firm's advertisement, Fenwick, Hendry & Co. The plums mentioned are delicious and all that they claim for them.

"Well, McDonald, you haven't Mr. Black, the genial representative of Heinz & Co., with you this trip," remarked Jim, the grocer. "How is he?" McDonald gave a sad look and said: "Poor Black is dead, and few feel his loss more keenly than I do. He was large hearted and good-natured and spread sunshine around wherever he went."

Some travelers predict higher prices for salmon next fall. If they go any higher people will resort to some other fish and their sales, like lobsters, will be somewhat limited.

Richard James, clerk for J. Gilbert, grocer, was removed to the hospital last week suffering from la grippe. He came out from Liverpool, leaving a good position with MacSymmons & Co. He is a fine window dresser and should command good money in a larger city.

A great deal has been said about advertising by some of the correspondents. My experience is that it is a good thing if you do it right. Some believe in a regular space, and changing it occasionally. I generally use locals here and there. I do a little puffing now and then and give the people a genuine snap. Last week I offered 300 7-lb. pails raspberry and strawberry jam at 35c a pail. Customers came from all parts of the city, and most of them bought something else. Some would remark, "What a nice store, and I never was in it before," and so on. So it brought good results. Friend Stetson, of Pointe St. Charles, sent me a circular he sends out monthly, full of bargains, and he tells me it brings lots of trade.

I don't think much of the gift system. It makes people suspicious of the quality of the goods you give them.

Weather conditions here are bad. Mountains of snow are beginning to dissolve, making walking and driving almost impossible. The poor delivery drivers have to wear long rubber boots.

The butter market is firm, but people are beginning to think it a luxury, and some are using jam and peanut butter, and the little boy with bread and lasses predominates once more.

LONDON.

Another advance of 10c in the price of sugar—the second within two weeks—naturally pleases neither the dealer nor the consumer, and the latter is begin-

ning to inquire, when is this sort of thing going to end?

The regular monthly meeting of the Retail Grocers' Association on Wednesday night last was well attended, and while a couple of matters of considerable moment were discussed, no action was taken on either. In the first place there was the proposal to hold a big union picnic in London during the coming summer. On this nearly every member present expressed his views. The chief difficulty seems to be that if such a picnic is held about the time the grocers usually hold their outings—the latter end of July—it would be too close to the old boys' reunion, to be held here the first week in August. The question was ultimately held over until next meeting, which will be the annual meeting. The matter of forming an inter-provincial grocers' association was also taken up. The suggestion is to bring grocers here from all over the Dominion, and form an association, one of the chief objects of which would be to take concerted action when legislation affecting the trade is before the Dominion Parliament or the Provincial Legislatures. There is much unanimity on this subject, the feeling being that such an organization is necessary. This will also come up at next meeting. Complaint was made that outside biscuit manufacturers are selling to local restaurants and cafes direct, and the secretary was instructed to write the offenders informing them that if they continue in this course they must look to the cafe and restaurant owners alone for business, so far as London is concerned.

J. H. Wilkie, the east end grocer, attended the grocers' banquet on the 28th February. He is a Paardeberg hero and as it was Paardeberg day, nothing could have been more appropriate than a speech from him. By an inadvertence his name was omitted from the programme, a fact which no one regrets more than the committee of arrangements.

A leading Minneapolis flour milling company is after Canadian trade and has offered bakers here flour at a price considerably below that charged by local millers.

There is said to be good prospect of the Horlicks Malted Milk Company establishing a Canadian branch factory in this city. The company's factory at Racine, Wis., is one of the largest plants of its kind in America. Their business has been rapidly growing of late, and they have for some time been considering the establishment of a Canadian branch. With this end in view their agents have been in the Dominion for some time looking for a location, and they have informed Mayor Stevely that they regard London with much favor. The mayor is keeping in close touch with the promoters of the enterprise, which, if established here, would need a factory to accommodate from 150 to 300 men, and of a most desirable class.

With pork selling at \$5 per cwt., and with feed so high, farmers declare there is no money in hog raising, and many

of them declare they will quit the business.

For over a week there have been rumors concerning the financial standing of Lind, Kerrigan & Co., consequently when it was announced this morning that the firm had made an assignment to the Canada Trust Co., there was little surprise. The firm has been in business for five or six years, and did a very large trade. Recently they engaged to purchase the large premises on Clarence street, vacated by Gorman, Eckart & Co. The firm was enterprising and vigorous and looked upon as a strong one. Assets and liabilities have not been made known, but the latter are said to be very heavy.

GUELPH.

We regret to have to announce the retirement of D. A. Seroggie, of Seroggie Bros., who for the past 28 years has not only been a good, keen grocer, but a beautiful example for any young grocer to follow, first as a clerk for his father, who is at present City Treasurer, and then as partner with his father and senior member of the firm of Seroggie Bros. He is at present superintendent of Norfolk Street Methodist Church Sunday School, and also a good church worker. Mr. Seroggie, although just in the prime of life, has not decided what he will do at present, but we wish him all kinds of success in his next venture. The business will be carried on by A. G. Groom, who for the past 10 years has been head clerk for Seroggie Bros. and while regretting Mr. Seroggie's present retirement, we congratulate Archie on his removal from the ranks of the Clerks' Association, of which he has been a valuable member. If good, square, honest dealing will make the business go, Archie will make it go. We heartily wish him success.

If nothing else will convince you that The Grocer is being read and commented on by all the leading grocers just notice the interest taken in the orange slicers. That north end grocer in Montreal who rents his at 10c a day is not to my mind making the best use of his machine. Some of the stores here have from one to three slicers. The idea is not to allow any person to have one for a whole day, but to keep the slicers busy in as many different houses in a day as possible, and also at nights. We find that at nights the machines are the busiest when the men are at home. More marmalade oranges were sold in Guelph this year than last, and last year in May, Seville oranges were still with us, while now it is only March, and there are no more to be had. Get a good enough profit on your oranges and keep your slicers going all the time, and 10c a day will not be in it. Then again your customers' appreciation of the fact that your slicers are free to them is worth more than 10c a day to any grocer. Your Kingston correspondent may well say that we will be cooking the oranges for our customers next, and right here

THE CANADIAN GROCER

Some state that if we can find a scheme as profitable as the slicers to cook we will be right at it.

Pressed hogs took a considerable drop in price here last week, 6 $\frac{3}{4}$ c being the ruling price. The local dealers have dropped the price considerably, so there is a good profit at present in grocer handling bacon, cooked ham, pork chops and sausages.

W. C. Benson, of Benson Bros., paid a short visit to his old home at Drayton last week.

The Clerks' and Salesman's Association held their annual meeting on Tuesday night and already we see that Thursday half-holiday coming. Keep it going, boys.

Time is too limited this week to say anything about those aristocratic Wyandottes and White Leghorns, but we won't forget to oblige your Kingsfon correspondent.

SASKATOON.

Last week our telephone system was put out of kilter by a small fire which took place at the telephone building. Although the fire itself was not of much consequence considerable damage was done by water and for a few days merchants and others had to do without this convenience. The automatic system is used here, which is described as being "cussless, girlless and wait-less." It is to be feared; however, that last week there was some cussing as well as waiting.

F. Cairns has gone east on a business trip.

Mrs. Burbeck, of the Codville Co., Winnipeg, is giving a two week's demonstration of Gold Standard goods at Cairns' store.

Freighton visited Asquith this week where he has taken over a flour and feed business. Mr. Creighton will still conduct his grocery business here.

This week there are some changes to be noted on the local market. Dairy butter is 25c to 30c per lb., and cream is 30c to 35c. Eggs are 30c to 35c per dozen. Potatoes are 65c to 75c per bushel. Onions are 5c per lb.

Wheat continues to come in, but only in small quantities, owing to the unfavorable state of the country roads. At the mills No. 3 northern is in most demand.

Some of our merchants are displaying quantities of stock and cattle foods, cold and distemper powders, calico remedy, liniment and poultry foods.

Stricklands' Limited, a joint stock organization, has just been formed here for the purpose of taking over the liquor department of the Saskatoon Storage and Forwarding Co. C. E. Strickland will be general manager, and liquors and cigars will be handled by the concern.

It is probable that the Government will establish a cleaning station here for thoroughly cleaning all seed grain before it is distributed to the farmers.

STRATFORD.

The first two months of the new year—January and February—have passed off without any great disturbance. Last month was a rather hard one for the business men, grocers included. The very disagreeable weather conditions wrought havoc in more ways than one. Not only were the railway lines tied up on several occasions, but the country roads were in an untrafficable condition, and the tillers of the soil found it impossible to get into the city, by rail or road. The roads were blocked for days and when they were excavated out again they became so full of pitch-holes that traveling was rendered dangerous. However, last week's thaw and following frost put the roads in good condition again, and on Friday and Saturday of last week the grocers did a tremendously big business. Previous to that trade was none too brisk or too good. Business on the whole has reached a pretty fair average for these two winter months and it looks as though the season was going to turn out even better than some of the "wise ones" predicted. Grocers are beginning to think that the trade from now on will improve. Payments are fairly good, but the hard times has hit Stratford good and hard this winter. Many men have been out of work for weeks now, and others have been working spasmodically—just whenever there was work to do. The laying off of several hundred men at the Grand Trunk shops did not help matters. Most of these were chiefly emigrants, but they were in many cases the bread winners, and their usual weekly or monthly pay envelope has not been very bulky lately. It did not burn a hole in the pocket, so to speak. A great many people are using the prevailing excuse for asking leniency with regard to their obligations. This to a certain extent has been a losing proposition to a number of merchants, but with an early spring, much is expected to be accomplished in restoring business to normal conditions and putting on their feet again those who have fallen.

There was a good market Saturday morning, there being a good attendance of both farmers (the sellers) and citizens (the buyers). The good condition of the roads, which were frozen over tight during the night previous, brought the farmers out in quota, and as a consequence the produce of the dairy and the farm was plentiful. There was an abundance of dairy produce. Butter sold at 26c. to 27c. and eggs, which were very numerous by the dozen, sold at 25c., a drop of two cents. Apples per bag sold at 85c. and \$1, a slight advance. Potatoes remained at 90c. and

\$1 per bag. Small garden produce was plentiful, selling at the customary prices. Beef dropped to 6c. and 7c. per front and hind quarters, while pork dropped to 6 $\frac{1}{2}$ c. There was no change in the grain market, and the price of hogs also remained the same.

"There is only one cause of grocery depression," remarked a business man the other day. "The merchants do not advertise. They cannot hold the trade. The corner grocer is nearer to the people and they get a large share of the business." When one thinks this over does it not strike one as about the right and correct solution of the problem? It is simply another case of "It pays to advertise." There is not a question of a doubt but that the corner grocery does not carry a very full line of goods and naturally they would be continually without. Probably without the very article that some housewife chiefly desires. The only way to get that housewife's trade is to advertise that you have such and such an article for sale, that it is fresh, etc., and wind up by adding "Have our delivery rigs call at your door with the desired article within the half hour." Many a woman will walk to the corner grocery for an article, but not down town, and many a woman, if she knew that the article she wanted could be delivered to her at her front door within one hour, would be only too glad to leave her order at your store. Try it—a little bit of ink.

Another thought. How many of our grocers have their delivery men or their clerks call every morning at houses on a certain route or routes, and canvass for orders. This is done by a merchant in this city, who has discovered that the plan pays, and that he has gained many a new customer by calling at the rear door and obligingly inquiring if "Madam wanted anything in his store delivered at her house before noon hour." Try it—a little bit of push and enterprise.

This is the way one grocer in this city advertises: "Heard the news? We've got the greatest line of goods on earth. Don't fail to see the — blend. It satisfies the palate every time." Another: "Pardon our pride in the new samples. We can't help it and they deserve it."

VANCOUVER.

One of Mooney's special carloads of biscuits arrived yesterday from Stratford, Ontario. The ordinary biscuits from Ontario have the second field out here in comparison with the article made in Vancouver and Victoria. The Ramsay soda and that manufactured by Smith of Victoria, are thoroughly first-class, and being made right at hand are not only a little cheaper but fresher. There are some who would not forego the old reliable Christie's for anything, but with a difference of five cents in the box, and a little bigger box, the trade is inclined locally. That a carload of Mooney's should arrive is an indication that the local agent is getting busy.

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The California vegetables which arrived this week are about the best yet, and are up to the mark in every way. They are a trifle dearer, but this is hardly noticeable in the retail price.

Lemons are 25c a case cheaper, but there is nothing to note in other lines.

Eastern eggs may be had at your own price. The figure is away down in the twenties, and if a bargain is wanted one has not to look far for it. California eggs are coming in freely, and as before pointed out, the quality is better than in former years.

Advices from Dawson are that never was there a better supply of general commodities at this time of the year. No shortage exists in any lines, and there is a promise that there will be none of the usual pinches before navigation opens. The possibility of some of the big enterprises starting and drawing heavily on the market always exists, but nothing of such magnitude otherwise than what has been provided for in advance, it seems, is now in sight. Last year at this time several lines were short. Onions were 15c a pound, and very scarce. The same thing took place the year before. This season they are plentiful. Cream which was expected to be a shortage before spring, is long, and speculators in some instances are trying to push their goods into the market. Eggs, butter and finnan haddies are being taken in over the ice.

At Fairbanks, even more remote than Dawson, the market is reported steady, with no shortage except in a few lines of perishables, and then only to a slight degree. Eggs are listed at \$16 and \$18 a case, or 75c retail; cream, \$7.50 a case; hay and oats, 7c a pound; potatoes, wholesale, 8½c; apples, \$8.50; oranges, \$20; lemons, \$17; flour, \$7 to \$8.

With the building of the market in the city which after years of talk, is now assuming definite shape, the buildings being under way, proposals are being made for running a direct line of communication between this city and the district on the south side of the Fraser. This district, between Chilliwack and points comparatively close to New Westminster, can raise any amount of farm products, but the great difficulty has always been to get them into a market at a cheap rate. The only market heretofore has been at New Westminster, but now with one at Vancouver the scheme is to bring what is raised direct to this city and place it before the consumer. It is not so very long ago, that a resident on the south side of the Fraser, thirty miles above New Westminster, had a young beef to dispose of, and he was offered three cents by city buyers, while beef was retailing at from 15c to 20c. He was so disgusted that he killed it himself, and sold it around at 5c and 6c, and considered that he did pretty well. Consumers in Vancouver would hardly expect to get it less than 10c, but in

winter the whole quarters could be taken. In summer, the question of keeping comes in. However, the experiment of the market is awaited with a great deal of interest, and there are different ideas as to whether it will be a success or not.

The cheapness of hams in the local market is very marked in comparison with the high prices which have prevailed for a long time past. A dealer remarked that it looked as if the big houses had taken advantage of the general good conditions prevailing last year to keep prices as high and as firm as possible, for although the quotations were at least 25 per cent. above those at present there was no scarcity of the article. Now they are sold as low as 16c, while before they went as high as 22c. The same depreciation is not noticed with bacon. The best grades show no reduction, though the others are a little cheaper.

Oranges show a slight increase, and the best stock is being quoted at 25c per case more.

It is expected that the last of the butter from New Zealand has arrived. The seasons fit in well, for the New Zealand would soon have to give way to the article from California, which will be here soon. This being closer to hand does not lose so much of the needed freshness in storage during carriage. The Alberta butter will be on the market sooner this year, too.

With the prospect of the breaking up of the ice trail between White Horse and Dawson, the spring stocks are being rushed in. From the time the ice weakens until navigation sets in there is an interregnum of isolation for which stocks have to be piled up. Oranges, lemons and eggs will cut a big figure during the next month or so in the shipments from White Horse, and the first boats following the going out of the ice will carry the best of the year, for it will be the freshest after the winter stuff has gone.

The supply of potatoes has held out well this season, and prices have continued reasonable. It does not look as if there will be a shortage, nor will there be any unloading to do. The case is not unusual for those who have good stocks to hold on to them in the hope of a good demand in the spring. There is talk of the new potato coming soon from California, following the green vegetables, which are already here. The first arrivals, though, are luxuries, but even at high prices are eagerly snapped up, for they are a dainty bit.

Fruit canning is beginning to be a feature in British Columbia, and in the next year or two great activity will be noticed along this line. The orchards planted two and three years ago are now getting near their time to bear, and there will be plenty of fruit available for packing. A joint stock company is being organized at Penticton by farmers and business men with the idea of starting a cannery, and it is likely that the plant of the Farmers' Exchange there will be taken over and additions made. With the equipment contemplated, it would be possible to turn out

4,000 cans daily. The same proposition is being considered at Chilliwack. It is almost a necessity at this place, as shut off from the means of rapid transportation by the Fraser river, large quantities of good fruit cannot be shipped out in time. The product of this valley is second to none, and with a canning and evaporating plant it is expected that the industry may be carried on with profit.

People in the Okanagan complain of one drawback. At the last meeting of the Okanagan Board of Trade held at Vernon, one of the matters that came up for discussion was that of rates. The secretary of the Board of Trade at Penticton asked co-operation in the effort to secure a reduction in rates from the C.P.R., between the Okanagan and the coast, it being contended that there was discrimination against shippers from this district in favor of those in the east. This, it is claimed, made it difficult to ship canned goods here. Special information is being asked for, when the matter will be taken up again.

Cannerymen, that is, those who put up salmon, are turning their attention to the north this year. During the "off" years, the traps controlled by the Americans take the small fish before they ever reach the Fraser river, it being one of the peculiarities of the salmon to take a route through American waters first before reaching the Canadian river. As individual results are small for this reason, it is estimated that not more than ten canneries will be operated this year, and that attention will be directed to the plants in the north.

At the same time, word comes that the Northwestern Fisheries, of Seattle, plans to operate its eight canneries in southern Alaska, with an increased force, and already another ship has been added to the fleet of four vessels. About 100 white men and as many Chinese and Japanese will be employed.

CHATHAM.

With the coming of Lent, which opened on March 4, fish—fresh, salt, and canned—are occupying a prominent place in grocery windows. The fresh fish in the groceries, and even in the Saturday fish market, are practically all imported. Catfish, carp and pickerel are the main fish products of the Thames.

Harry A. Andrew has installed a new Sterling meat cutter in his store. This is the first in operation in Chatham, though John McCorvie & Sons are rapidly following suit. The meat cutter is a great convenience.

Considerable counterfeit money is reported to be in circulation here. The counterfeit is mostly an imitation of American silver currency, quarters and fifty cent pieces. The bad money can be detected in some cases only by being brought to a hard surface, when it refuses to ring. In weight and appearance it can scarcely be distinguished from good money.

Ridgetown is to have a new general store. W. G. Cameron, of Hamilton, has rented the Snively & Sauvey stand and

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will open up on March 28 with an entirely new stock. * * *

Michael Tony has opened a new fruit, tobacco and confectionery store in Leamington, on Erie Street south. * * *

At the annual meeting of the Tilbury Canning Co., Limited, last week, the following directors were re-elected: President, W. J. Moffat; first vice-president, H. H. Shaver; second vice-president, J. S. Richardson; third vice-president, J. A. Tremblay; secretary-treasurer, W. C. Crawford. Despite the small yield of fruits and vegetables, last year was a very successful one, and the directors look forward to a good business for 1908. President Moffat was in Leamington last week closing for the purchase of 200,000 tomato plants for the coming season. H. H. Shaver is representing the company at the meeting of the Independent Cannery Association in Toronto. * * *

J. F. Cairns, a prominent general merchant, of Saskatoon, Sask., visited old friends in Chatham last week. * * *

E. Omstead of Wheatley has moved his grocery department to the west side of his store. * * *

A. M. McCormick & Son, of Pelee Island, are getting out timber for the erection of a large new store in the spring, to replace the premises burned down last fall. * * *

A confirmation of general fears expressed as to the passing of the small grist mill is apparently found in the final winding up of the Tupperville Milling & Elevator Company, Limited, which took place at Tupperville last week. The concern has been running for some years, but latterly has not been sufficiently profitable to justify continuing. After paying 100 cents on the dollar there was still a cash balance of \$195.05. * * *

Down on the lake shore about a year ago, everybody and his boys were figuring on how many acres of tobacco they would grow in 1907. Things are reported very different this year. It is stated that a majority of last year's growers intend to skip the crop this season, on account of unsatisfactory prices. Spring has come and there are still few buyers in the field. Some growers have sold at 3c. or 4c. per pound, but all who can do so are holding on. Regular crops will be grown this year, and quite a few will grow tomatoes for a change. The experience was an unusual one in tobacco in Kent and Essex, one year small crops and low prices, the next year large crops and high prices. * * *

A noteworthy selling campaign was concluded on Feb. 29 at W. C. Crawford's big store in Tilbury, when ten substantial prizes were given away to purchasers. Each purchaser of \$1 worth of goods received a coupon. From a box of duplicate coupons, ten were drawn, those holding the numbers receiving the prizes. Three gentlemen were picked by the Saturday night crowd for this ceremony. Three extra coupons were drawn

in the event of winners not being heard from in three weeks. * * *

Mr. and Mrs. John McCorvie contemplate a trip to Scotland this year. They intend to sail July 1, remaining in the Old Country two months. * * *

The break has at last come. On Saturday's market eggs dropped to 25c., while butter could readily be procured at 28c. per pound. On the contrary, potatoes and apples have taken the inevitable advance, \$1.25 per bag being asked. * * *

"No cash, no meat" is understood to be the watchword of a movement just inaugurated among Maple City butchers. Bad credit accounts have been the bane of a good many of them in times past, and the movement now on foot aims to put the business on a strictly cash basis. The scheme originated in North Chatham, from all accounts, but it does not seem to have been taken up by the entire trade. It is understood the original movers are willing to make a concession in favor of granting a limited amount of credit to tried and true customers. The success of the move is as yet problematical. * * *

MONTREAL.

Montreal grocers are happy. The City Council has very substantially given their support to the movement inaugurated by the grocers to have the peddlers' license increased from \$50 to \$200. The question has been brought before the Council several times, and this week they got to work in earnest in the matter, and on a vote it was decided that the support of the body should be given to the project. * * *

It now remains for the Quebec Legislature to pass a law raising the license to the desired figure. The Montreal Retail Grocers' Association, which has had the matter in hand, does not expect to have much trouble in securing the legislation they have been working for so long. * * *

A meeting of the Montreal Retail Grocers' Association took place Thursday, March 5. It was the usual monthly gathering to dispose of the business of the association. The discussion of the liquor license as it exists at present was the chief topic of the evening, aside from the matter of the peddler's license. * * *

A committee composed of A. Laniel, J. A. Dore, A. Sarrazin, J. D. Boileau, H. Laniel and J. A. Beaudry were appointed to look thoroughly into the question of liquor licenses and the peddler's license. Last year, just a few days before the Quebec Legislature promulgated, a law was passed raising the liquor license from \$200 to \$300, and from \$400 to \$450. Afterwards, at the earnest solicitation of the Montreal Retail Grocers' Association, Premier Gouin granted, for the one year, a reduction of 50 per cent. on the increase, which made the licenses \$250 and \$425. * * *

This is considered a satisfactory arrangement. But it is not the law. A delegation will likely be appointed shortly to journey to Quebec to put before the Government reasons why legislation should be passed making the licenses \$250 and \$425. The same delegation will have a couple of other matters to try to arrange with the Government. * * *

Both questions were discussed at the last meeting of the Grocers' Association. One is the peddler's license question, already referred to, and the other deals with the license of brewers. At present brewers are allowed to sell liquor to any party buying at least a dozen bottles. The Retail Grocers' Association thinks this is unfair to those who pay big money for a license to sell liquors, and they will endeavor to have a law passed making it illegal for brewers to sell to any person, or persons, not having a regular license. * * *



LIEUT.-COL. A. E. LABELLE.

Montreal Manager Ogilvie Flour Mills Company, Appointed Commander of Bisley Team for 1908.

President Laniel thinks the Government will recognize the justice of their claims. As for the liquor license being made \$250 and \$425, he thinks there will be no trouble at all. He said that even at this reduced increase the Government would be annually \$20,000 the richer. * * *

Lieut.-Col. A. E. Labelle, local manager of the Ogilvie Flour Mills Company, has been appointed commander of the Canadian Bisley team, which will uphold the honor of Canada at the next competition of marksmen, which will be held in England this summer. Lieut.-Col. Labelle is widely known in grocery circles, in Eastern Canada particularly, while as a military man he is known in most parts of Canada where interest is taken in soldiery. He is commander of

Markets and Market Notes

Grocery Staples and Specials in the Canadian Centres of Trade—Notes From the Primary Markets.

QUEBEC MARKETS

Montreal, March 12, 1908.

POINTERS—

Sugar—Advanced-10c.
Butter—Easier.
Eggs—Easier.
Molasses—Scarce.
Beans—Declined 5c.

The feature of the market this week is the advance in sugar. It will be remembered that an advance of 10c occurred just recently. The last advance is largely a reflection of the firmness in the American markets. Beans are a little easier this week, quotations from the west being lower. New laid eggs are being received more freely now, and prices have declined slightly. Pickled eggs are becoming scarce and the prices have advanced. There has been a good increase in the canned goods business since Lent set in, and all lines are selling well, especially canned fruits, and canned fish. There is a brisk business being done in fish for Lent, and larger orders were received this week owing to there being three fish days. Fresh fish are more plentiful at present, and prices for several lines have declined slightly.

The coffee market is firm, Maracaibos and Santos are very scarce. The French macaroni prices are very strong, and there is every possibility of their being still firmer. This is owing to the high price of wheat, and the scarcity of Russian wheat, which is required for the best class of macaroni made in France.

SUGAR—The steady advance in the New York markets has been reflected in another advance on the local market, sugar having gone up 10c last Friday. The local market is very firm at the advanced price, and is likely to remain so for some time. Demand is good.

Granulated, bbls	4 60
4-bbls	4 75
bags	4 55
Paris lump, boxes, 100 lbs	5 45
50 lbs	5 55
25 lbs	5 75
Water ground, bbls	5 00
50-lb. boxes	5 20
25-lb. boxes	5 40
Roasted, bbls	4 80
50-lb. boxes	5 00
Phoenix	4 35
Light coffee	4 30
No. 3 yellow	4 20
No. 2	4 10
No. 1	4 20
bbls	4 15
bags	4 15

SYRUPS AND MOLASSES — There has been a good increase in demand for syrups since Lent began, and all lines are selling well. The demand for molasses is good, but the article is very scarce, refiners having bought it in large quantities. Prices are the same as last week.

Barbadoes, in puncheons	0 31	0 33
in barrels	0 33	0 35
in half-barrels	0 34	0 36
fancy	0 34	
extra fancy	0 36	
New Orleans	0 22	0 35
St. Ignace	0 30	
Porto Rico	0 40	
Corri syrups, bbls	0 03	
4-bbls	0 13	
25-lb. pails	1 75	
38-lb. pails	1 25	
25-lb. pails	1 25	
2 lb tins, 2 doz per case	2 40	
5-lb. 1 doz	2 75	
10-lb. 1 doz	2 65	
20-lb. 1 doz	2 60	

MAPLE PRODUCTS—There is a fair amount of business being done this

week in maple products at unchanged prices.

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

TEA—The tea market remains firm this week and a fair amount of business is being done, especially in Japans and blacks. Prices are the same as last week.

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

COFFEES—The coffee market is firm. Maracaibos and Santos are very scarce. The demand for all lines is fair at unchanged prices.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio, No. 7	0 08	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13
Roasted and ground 20 per cent. additional.		

DRIED FRUITS—There has been no change in dried fruits this week. Dates are in good demand. Currants are firm, but the demand for this line is slow. Other lines are in fair request at the old prices. Prunes are considerably firmer this week. Advances which were accepted by coast packers two weeks ago are turned down as being $\frac{1}{2}$ c to $\frac{1}{4}$ c too low.

Currants—		
Filiatras, uncleaned, barrels	0 61	
Fine Filiatras, per lb., in cases	0 96	0 06
cleaned	0 06	0 07
in 1-lb. cartons	0 07	0 07
Finest Vostizias	0 08	0 08
Amalias	0 08	0 08
1 lb. packages	0 07	0 07

Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
1-lb. cartons	0 10	0 14

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

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 05
Selected, per lb.	0 04	0 06
Layers, "	0 05	0 07

Dates—		
Hallowees, per lb	0 65	0 04
Sairs, per lb.	0 04	0 04
Packages	0 05	0 06

California Evaporated Fruits—		
Apricots, per lb.	0 32	
Peaches, "	0 18	
Pears, "	0 18	

Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	2 40	
1-box	1 00	
"Royal Buckingham Clusters," 1-boxes	1 37	
boxes	4 50	
"Excelsior Window Clusters" 1-box	5 50	
1-box	1 50	

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 11	
Choice seeded, 1-lb. pkgs	0 11	0 11
Loose muscatels 3 crown	0 10	0 10
4 crown	0 11	0 11

Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	per lb.	0 11
40-50s	0 10	
50-60s	0 09	
60-70s	0 09	
0-0s	0 08	
90-100s	0 08	

SPICES—Spices continue firm this week, especially peppers, which are very

strong. Prices are unchanged. Demand is fair.

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

RICE AND TAPIOCA—The market for rice is still firm. Demand is fair at unchanged prices. The tapioca situation is unchanged since last report.

B rice, in 10 bag lots	3 20	
B rice, less than 10 bags	3 20	
C rice, in 10 bag lots	3 00	
C rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 06	0 07

BEANS—The bean market is a little easier this week. Quotations from the west are lower, but business in this line is slow.

Choice prime beans	1 80	1 90
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EVAPORATED APPLES—There is an easier feeling in evaporated apples this week, and stocks are selling at 8c to 8 $\frac{1}{2}$ c. Demand is fair.

Evaporated apples	0 08	0 08
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RAW FURS—There has been no change in the raw fur market this week. Until the March sales take place no price changes are likely to occur.

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

CANNED GOODS

MONTREAL—There is a good increase in demand for canned goods, this week, especially for fish and fruits. Other lines are selling well also owing to the Lenten season.

TORONTO—Wholesalers report canned goods as moving well, particularly fruits and fish. The Lenten business has stimulated demand for canned fish as well as for the other lines.

Group No. 1 comprises—		
"Canada First," "Little Chief," "Log Cabin," "Horse shoe" and "Auto" brands, also all private brands.		
Group No. 2 comprises—		
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.		
Group No. 3 comprises—		
"Globe," "Jubilee," and "White Rose," brands.		

FRUITS.		Group No. 1	Group No. 2
Apples, standard, 3's	1 22	1 20	
preserved, 3's	1 45	1 42	
standard gal.	3 30	3 27	
preserved, gal	4 00	3 97	
Blueberries—			
2's, standard	1 20	1 17	
2's, preserved	1 70	1 67	
Gals., standard	5 20	5 17	
Grapes—			
2's Preserved	1 55	1 52	
Gals Standard	3 80	3 77	
Cherries—			
2's, red, pitted	2 30	2 27	
2's, not pitted	1 80	1 77	
Gals., red pitted	3 92		
not pitted	7 42		
2's, black, pitted	2 30	2 27	
2's, not pitted	1 80	1 77	
2's, white, pitted	2 45	2 42	
2's, not pitted	1 95	1 92	

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Currants—			
Gals., red, solid pack	7 67½	2 27½	
Gals., red, standard	5 42½	2 11½	
2s., red, preserved	2 15	2 11½	
2s., red, H.S.	1 95	1 92½	
2s., black, H.S.	2 05	2 02½	
2s., black, preserved	2 27½	2 27½	
Gals., black, standard	5 92½	2 27½	
Gals., " solid pack	8 42½	8 42½	
Gooseberries—			
2s., H.S.	2 30	2 27½	
2s., preserved	2 52½	2 50½	
Gals., standard	6 77½	6 77½	
Gals., solid pack	8 77½	8 77½	
Lawtonberries—			
2s., H.S.	2 30	2 27½	
2s., preserved	2 55	2 52½	
Gals., standard	7 80	7 77½	
Peaches—			
1½s., yellow (flats)	2 20	2 17½	
2s., yellow	2 40	2 37½	
2½s., yellow	3 30	3 27½	
3s., yellow	3 65	3 62½	
2s., yellow (whole)	3 05	3 02½	
2s., white	2 35	2 32½	
2½s., white	3 25	3 22½	
3s., white	3 69	3 67½	
3s., not peeled	1 80	1 77½	
Gals., pie, peeled	7 55	7 52½	
Gals., pie, not peeled	5 55	5 52½	
Pears—			
2s., Flemish Beauty	1 95	1 92½	
2½s., Flemish Beauty	2 30	2 27½	
3s., Flemish Beauty	2 45	2 42½	
2s., Bartlett	2 15	2 12½	
2½s., Bartlett	2 50	2 47½	
3s., Bartlett	2 65	2 62½	
3s., pie	1 50	1 47½	
Gals., pie, peeled	4 55	4 52½	
Gals., pie, not peeled	3 80	3 77½	
2s., light syrups	1 42½	1 42½	
3s.	1 97½	1 97½	
Pineapple—			
2s., sliced	2 05	2 02½	
2s., grated	2 15	2 12½	
whole	2 85	2 82½	
Plums, Damson—			
2s., light syrup	1 35	1 32½	
3s., light syrup	1 90	1 87½	
2s., heavy syrup	1 85	1 82½	
2½s., heavy syrup	2 15	2 12½	
3s., heavy syrup	2 15	2 12½	
Gals., standard	3 65	3 62½	
Plums, Lombard—			
2s., light syrup	1 40	1 37½	
3s., light syrup	1 92½	1 90	
2s., heavy syrup	1 55	1 52½	
2½s., heavy syrup	1 90	1 87½	
3s., heavy syrup	2 15	2 12½	
Gals., standard	3 85	3 82½	
Plums, greengage—			
2s., light syrup	1 45	1 42½	
2s., heavy syrup	1 60	1 57½	
2½s., heavy syrup	1 90	1 87½	
3s., heavy syrup	2 17½	2 15	
Gals., standard	4 15	4 12½	
Plums, egg—			
2s., heavy syrup	1 87½	1 85	
2½s., heavy syrup	2 17½	2 15	
3s., heavy syrup	2 50	2 47½	
Rhubarb—			
2s., preserved	1 80	1 77½	
3s.	2 55	2 52½	
Gals., standard	3 55	3 52½	
Raspberries, Red—			
2s., L. S. (Shafferberries)	2 15	2 12½	
2s., H.S.	2 30	2 27½	
2s., preserved	2 55	2 52½	
Gals., standard	7 89	7 77½	
Gals., " solid pack	10 55	10 52½	
Raspberries, Black—			
2s., black, H.S.	2 30	2 27½	
2s., preserved	2 55	2 52½	
Gals., standard	7 80	7 77½	
Gals., " solid pack	10 55	10 52½	
Strawberries—			
2s., heavy syrup	2 30	2 27½	
2s., preserved	2 55	2 52½	
Gals., standard	7 80	7 77½	
Gals., " solid pack	10 55	10 52½	

VEGETABLE

Asparagus—			
2½s., tips, California	3 80	3 77½	
Beets—			
2s., sliced, sugar and blood red	1 15	1 12½	
2s., whole, " "	1 02½	1 00	
3s., sliced, " "	1 35	1 32½	
3s., whole, " "	1 25	1 22½	
Beans—			
2s., golden wax	0 95	0 92½	
3s., " "	1 40	1 37½	
Gals., " "	4 15	4 02½	
2s., refugee or valentine (green)	0 95	0 92½	
2s., crystal wax	1 65	1 62½	
Red kidney, 2s.	1 19	1 16½	
Lima 2s.	1 35	1 32½	
Corn—			
2s.	1 00	0 97½	
Gals., on cob	4 92½	4 92½	
Carrots—			
2s.	1 00	0 97½	
3s.	1 19	1 16½	
Turnips—			
3s.	1 10	1 07½	
Cabbage—			
3s.	0 95	0 92½	
Cauliflower—			
2s.	1 50	1 47½	
3s.	1 90	1 87½	
Succotash—			
2s.	1 30	1 27½	

Parsnips—			
2s.	1 00	0 97½	
3s.	1 10	1 07½	
Peas—			
1s., extra fine sifted	1 10	1 07½	
2s., standard	0 95	0 92½	
2s., early June	1 05	1 02½	
2s., sweet wrinkled	1 10	1 07½	
2s., extra fine sifted	1 40	1 37½	
Gals., No. 4	3 75	3 72½	
Pumpkins, 3s.	0 95	0 92½	
Gals.	3 05	3 02½	
Spinach—			
2s.	1 55	1 52½	
3s.	2 05	2 02½	
Gals.	5 20	5 17½	
Squash—			
3s.	1 22½	1 20	
Gals.	3 55	3 52½	
Tomatoes—			
2s.	1 10	1 07½	
3s., all kinds	1 30	1 27½	
Gals., all kinds	3 80	3 77½	

ONTARIO MARKETS.

POINTERS—
 Sugar—Advanced.
 Canned Goods—Moving well.
 Evaporated Apples—Easier.
 Beans—Easier.
 Collections—Fair.

Toronto, March 12, 1908.

Business is assuming a very encouraging volume. Wholesalers generally are thoroughly optimistic in their reports and look forward to a record year in Canadian business. So far from any depression being felt several of the wholesalers affirmed that their business for February, and for that matter, for the part of the year already past was greater than that done in the same period during last year. The quietness felt at the holiday season in wholesale circles has disappeared, and a cheerful briskness is rapidly taking its place.

Financial matters do not seem to be altogether satisfactory as yet. Collections are a little slow and renewals are requested to some extent greater than usual, but this condition is gradually becoming less troublesome and will remedy itself in time.

The feature of the week has been the advance and the exceedingly strong position in the sugar markets. Evaporated apples are easier and the market seems to be in somewhat of a critical position. Dried fruits are selling freely, and cocoa shows more firmness, but otherwise there is little to report.

SUGAR—Another advance of 10c on all lines occurred on Friday, 6th, bringing the market to a high basis. The advance is the result of the strong statistical position of the raw and refined markets and was not unexpected. Local wholesalers have been buying heavily the last couple of weeks and there are now larger stocks of sugar held locally than for some time. Willett & Gray say of the situation in raws:

"During the early part of the week under review the market hesitated, but at the close resumed its strength and upward tendency. The pause in the advance at 2½c c. & f., enabled buyers to secure a considerable quantity of Cuba centrifugals in a quiet way which they might not have obtained otherwise. The quantity wanted at 2½c c. & f. for March shipment proved greater than the supply and quotations at the close show an improvement of 1-32c per lb. for March and 1-16c advance paid for April shipment, say 2 9-16c c. & f. 96 degrees test.

Spot quotations declined from 3.885c to 3.86c, recovering to 3.89c at the close for 96 degrees test Cuban centrifugals,

on sales of 9,000 bags nearby parcels to the Federal refinery at 2 17-32c c. & f.

It is reported that 2½c c. & f., equal to 3.98c landed 96 degrees test, has been bid and refused for second half April shipment.

Europe again leads in the advanced beet sugar rising from 10s 0¼d to 10s 3d for the week. Unfavorable weather for field work is reported by Mr. Light. Beet futures are quoted at 10s 5d for May and 10s 7d for August.

Beets now are .27c per pound above centrifugals at New York. The closing of this difference is likely to come sooner than usual this season. Cuba has now sold so much of the crop and at so much more profit than last season, that the planter is much more independent of the buyer than heretofore.

Brazil is no longer a source of supply for our market. The crop, now largely centrifugals, goes to supply the deficiencies south, and as high as 5c per lb. c. & f. has been paid, regardless of test. The next season's crop of Brazil promises to be larger than the present. The Brazil sugar planter is reaching a very prosperous condition from such prices, and in instances is a loaner of money instead of a borrower.

The Cuba crop receipts declined 4,000 tons for the week, which may or may not be a crop indication of less output.

Two years ago receipts fell off and afterwards increased again.

Porto Rico now indicates a smaller crop than estimated. Java has contributed some ten cargoes of June-July and July-August shipment for our later supplies. The prices for these is at or near 10s 6d to 11s 1¼d per cwt. c. & f., equal to 4.02c to 4.16c duty paid, New York, Boston and Philadelphia each taking part of these.

Further purchases of Javas are out of reach of our refiners at the moment by the advance on the London market, and 11s 6d c. & f. is now asked for June shipment to United States, equal to 4.24c here, but will come into available supplies later on if beet sugar continues to hold above the parity of our market for centrifugals.

Prices quoted at time of writing were as follows:

Paris lumps, in 50-lb. boxes	5 30
" " " " in 100-lb.	5 30
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 40
Berlin granulated	4 40
Phoenix	4 40
Bright coffee	4 40
No. 3 yellow	4 40
No. 2	4 40
No. 1	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	4 40

SYRUPS AND MOLASSES—Business is only fair at prices quoted below.

Syrups—		
Dark	0 35	0 35
Medium	0 35	0 35
Bright	0 38	0 38
Molasses—		
New Orleans, medium	0 30	0 30
bbbs.	0 30	0 30
Barbadoes, extra fancy	0 40	0 40
Porto Rico	0 45	0 45
West Indian	0 30	0 30
Per case		
2 lb. Tins, 2 doz. in case	2 40	
5 " " " " " "	2 40	
10 " " " " " "	2 40	
20 " " " " " "	2 40	
Barrels		
Half Barrels	0 60	
Quarter "	0 30	
Pails, 3½ lbs. each	1 75	
" 25 "	1 30	
Maple syrup—		
Gallons, 6 to case	4 50	
" " 2 "	1 25	
Quarts, 24 "	5 25	
Pints, 24 "	2 50	

TEA—Considerable speculative business has been done locally recently though stocks held here are light.

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THE CANADIAN GROCER

Slight declines in the common grades have been noted on the London market though the general position still remains as strong as ever. Thompson's weekly circular, dated London, Feb. 27, says of the conditions then existing:

The figures for the distribution of tea from all India during the nine months ending 31st December are remarkable for the expansion in the shipments to Ceylon—nearly all of which took place during the last three months of the year—which show an increase of no less than four million lbs. Presumably a large proportion of this ultimately found its way to Russia, which may account for the falling off in direct shipments, so that if we add these figures to those for Russia and China there is an excess in the former country's takings of six millions over the previous period, in addition to the larger quantity sent via Turkey—also destined chiefly for the same market.

Although some of the commoner grades have shown a further easier tendency, on the whole a better feeling has pervaded the Room and more inclination to buy has been noticeable. The good value now obtainable in some of the medium sorts should before long force attention on buyers, and already there seems to be more disposition to deal in the grades just above common."

COFFEE—Business locally continues very good.

Willett & Gray say of the general situation in their weekly review:

"The decrease in the world's visible supply for 1st of March is about 300,000 bags, compared with an increase of 70,000 bags a year ago. Different cables have been received here regarding receipts, predicting for the month of March 300,000 bags, and at the same time stating that the coffee was coming forward as quickly as possible and that the amount left in the interior after the 1st of April, in Santos, would scarcely exceed 400,000 bags. Another cable received stated that the receipts for March would be 250,000 bags, April 300,000 and May 150,000 bags."

It has also been reported that the crop is late and that the new crop receipts in July were not likely to exceed 2,000,000 bags, owing to the fact that the flowering this year has been exceedingly late and that the weather has not favored the development of the crop. It is further stated that the storms and heavy weather have injured the early crop and might decrease the outturn. However, all of these predictions are very uncertain and the general estimates continue to be about 8,000,000 bags of Santos Coffee for the next crop.

Trading has been light, for the reason that the fear of the government stocks has constantly been repeated to the dealers all over the country, notwithstanding the government adheres to its policy that it will only commence to sell when consumption claims the coffee, and if the government persists in adhering to its policy, the fact that consumers need supplies should dispel absolutely any fear of a decline when the merchandise is sold, for the reason that it is urgently wanted for immediate trade.

March options, week ending March 27th. Highest, 5.90 to 5.95; lowest, 5.80 to 5.85; closing, 5.80 to 5.85, against last year closing 6.45 to 6.50."

DRIED FRUITS—Prunes continue to sell freely and some specials are offered at as low as 6 cents on 90-100's. Generally, however, they remain firm. Peels too, are in good demand, and dates are having some call. Several cases of apricots were offered during the week at 33c but that figure is almost completely forbidding.

Prune, Santa Clara—		Per lb.
100-120s.....	0 06	37-40, 25's, 50-lb. boxes. 0 12½
90-100s, 50-lb boxes	0 16 0 07	40-80s..... 0 07
80-90s.....	0 07½ 0 08	60-70s, 50-lb boxes.... 0 08½

Note—25 lb. boxes ¼c. higher than 50 lb.

Candied and Drained Peels—		
Lemon.....	0 11 0 11½	Citron..... 0 21 0 22
Orange.....	0 11 0 12	
Peaches.....		0 18 0 20

Figs—		
Elemes, per lb.....		0 08 0 15
Tapeta, ".....		0 03½ 0 04
Bag Figs.....		0 04½ 0 05

Currants—		
Fine Filistras.....	0 07 0 07½	Vostizras..... 0 09 0 09½
Patras.....	0 08 0 08½	
Uncleaned, ½c. less.		

Raisins—		
Sultans.....		0 09½ 0 13
" Fancy.....		0 11 0 12½
" Extra fancy.....		0 14 0 15
Valencian, new.....		0 06½ 0 07
Seeded, 1-lb packets, fancy.....		0 11½
" 16 oz. packets, choice.....		0 11
" 12 oz. ".....		0 09

Dates—		
Malawees.....	0 05½ 0 06½	Farda choicest..... 0 08 0 09
Sairs.....	0 04½	choice..... 0 08½

RICE AND TAPIOCA — There is nothing new to report. Prices are steady.

	Per lb.
Rice, stand. B.....	0 03½
Bangkok.....	0 03½ 0 03½
Patna.....	0 05 0 05
Java.....	0 05½ 0 05½
Java.....	0 06 0 07
Hago.....	0 05 0 05
Seed tapioca.....	0 07
Tapioca, medium pearl.....	0 05½ 0 06

NUTS—Business continues quiet at steady prices.

Almonds, Tarragona, per lb.....	0 13½
" Formigetta.....	0 13½ 0 15
" shelled Valencian.....	0 23 0 32
Walnuts, Bordeaux.....	0 10½ 0 11
" shelled.....	0 27 0 28
" Marbot.....	0 12½ 0 13
Filberts, per lb.....	0 11

SPICES—Business is still dull with slight variations in one or two lines. Pepper continues firm. Cocoa beans are advancing again, and this, in the face of the recent decline, is rather a surprise.

	Per lb.
Peppers, blk.....	0 16 0 20
Ginger, white.....	0 25 0 30
Cinnamon.....	0 18 0 35
Nutmeg.....	0 35
Nutmeg.....	0 30 0 75
Cloves, whole.....	0 30 0 50
Cream of tartar.....	0 22 0 25
Allspice.....	0 16
" whole.....	0 17 0 20
Mace.....	0 85
Mixed pickling spices, whole.....	15 0 30
Cassia, whole.....	0 20 0 60
" ground.....	0 25 0 50

BEANS—The bean situation is about the same as at last reports. The presence of American buyers in Kent County again have made the market fairly active.

Beans, hand picked, per bush.....	1 80 1 95
" prime No. 1.....	1 75 1 85
" Lima, per lb.....	0 04½

EVAPORATED APPLES—The market is easier and in a somewhat critical condition. Stocks generally are of somewhat unsatisfactory quality.

Evaporated apples.....	0 0 0 7½ 0 8
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HIDES AND WOOL—The situation still remains precarious and business is very quiet. Prices ruling are as follows:

Hides, inspected, cows and steers, No. 1.....	0 05
" No. 2.....	0 04
Country hides, flat, per lb.,.....	0 03½ 0 04
Calf skins.....	0 8 0 9
Kips.....	0 06 0 07
Lamb skins.....	0 80 0 90
Horse hides, No. 1.....	2 75
Rendered tallow, per lb.....	0 04½ 0 05
Horse hair, per lb.....	0 24 0 3

BROKE HIS KNEE.

W F. Sexton, of Toronto, the Victim of An Unfortunate Accident.

Wm. F. Sexton, of Sexton & Co., Toronto, manufacturers of store fittings, etc., met with a painful accident last Sunday, the 8th inst. While coming down the steps of his factory he slipped and fell, breaking his knee and badly cutting his face and chin.

Mr. Sexton had been down at his factory, at 58 Terauley street, to see if the heating arrangements were in good order. It was while coming out that the accident happened. He was removed to his home, where it was found that his knee was broken. The cuts on his face and chin are not serious. He will be confined to his home for some time. His many friends regret the unfortunate accident.

BLACK PAINT BREAKS GLASS.

The hazard of black paint on plate glass is, it appears from the insurance press, by no means inconsiderable.

Signs painted on plate glass done in solid black paint are in point of fact extra hazardous, as plate glass insurance companies have discovered to their cost. The practice of painting signs of this kind seems innocent enough, but the experience of conservative casualty companies fully justifies them in refusing to write such windows.

The explanation of the hazard under consideration is to be looked for in the property of a black surface to absorb the sun's rays, by means of which an unequal expansion is produced throughout the plate and under the influence of a sudden gust of cold air or any other sudden change of temperature, a strain is developed which shatters the plate glass bearing the black paint. All black painted signs on plate glass, no matter with what exposure, must be considered as hazardous risks.

TO SUCCEED PARMELEE.

W. G. Parmelee, Deputy Minister of Trade and Commerce, has applied for superannuation. An order-in-council will likely be passed this week releasing him from his duties. He will be succeeded by F. T. C. O'Hara, superintendent of commercial agencies.

FOR SALE.

TWO-HORSE power electric motor and power sausage meat cutter, with filler, shafting, etc., complete. Cheap price for quick sale. A. J. Groom, Guelph, Ont.

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.

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Mar. 12, 1908.)

A steady movement of all general lines is reported by the wholesale houses. Business continues to improve and the outlook for spring and summer is becoming brighter.

CANNED GOODS—

FRUITS.		Group No. 1	Group No. 2 & 3
Blueberries, 2's		2 27½	2 25
Cherries New—			
2's, red pitted, per doz. case		2 41½	2 39
Currants New—			
2's, red, heavy syrup, per doz		2 9	2 04
2's black		2 19	2 14
Gooseberries New—			
2's, heavy syrup		2 31½	2 29
Lawtonberries New—			
2's heavy syrup		2 41½	2 33
Peaches—			
2's yellow flats		2 30	2 27½
3's		3 12	3 09½
Pears—			
2's, F.B.		1 81½	1 79
3's		2 39½	2 37
2's Bartlett's		1 96½	1 94
3's		2 59½	2 57
2's Globe, light syrup		1 51½	1 49
Plums—			
2's Damson, 1's.		2 93	2 88
2's Lombard, 1's.		3 03	2 98
2's Greengage, 1's.		3 13	3 08
Raspberries—			
2's red, light syrup		2 24	2 24
2's black, heavy syrup		2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65	3 65
" sliced, 2		4 40	4 40
" grated 2		4 83	4 78
Strawberries (new), per case		4 83	4 78
Raspberry Jam (Smith's)—			
12-oz. bottles per doz		1 65	1 65
1-lb.		2 20	2 20
44-oz.		4 75	4 75
5-lb. tins, each		0 59	0 59
1-lb.		0 80	0 80

VEGETABLES.		Group No. 1	Group No. 2 & 3
Beans (new) per dozen—			
golden wax,		1 06½	1 04
refugee,		1 06½	1 04
" crystal wax,		1 16½	1 14
" red kidney,		1 21½	1 19
lima,		1 46½	1 44
Corn—			
2's		2 23	2 18
Tomatoes		2 39	2 34
Peas (new) per dozen—			
(No. 4) 2's		1 06½	1 04
(No. 3) 2's		1 16½	1 14
(No. 2) 2's sweet wrinkle,		1 21½	1 19
(No. 1) 2's extra fine sifted,		1 51½	1 49
Succotash—			
2's		2 63	2 58
Beets—			
whole,		2 08	2 08
sliced,		2 28	2 28
whole, 3-lb.,		2 64	2 64
sliced,		2 84	2 84
Spinach			
2's, per doz		3 13	3 08
3's		4 09	4 04
gallon, per doz		11 10	11 10
Asparagus per case		7 78	7 78
Tomatoes—			
per case		2 79	2 74
Beans, golden wax		1 98	1 93
refugee		1 98	1 93

MEATS.		Group No. 1	Group No. 2 & 3
Clark's 1 lb., pork and beans, plain, per case		2 50	2 50
" " " "		1 93	1 93
" " " "		2 50	2 50
" " tomato sauce, per case		2 50	2 50
" " " "		1 90	1 90
" " " "		3 50	3 50
" " Chili " "		2 50	2 50
" " " "		1 90	1 90
" " " "		2 50	2 50
Soups, per doz		1 25	1 25
Canned chicken (Man. Can. Co.) per doz		3 25	3 25
turkey		3 25	3 25
chicken, per doz		3 30	3 30
turkey		3 30	3 30
duck		3 30	3 30
Corned beef		2 80	2 80
1's per doz		1 60	1 60
Roast beef			
1's, per doz		1 60	1 60
2's		2 80	2 80
Potted meats, 1's, per doz		0 55	0 55
Veal loaf 1 lb., per doz		1 25	1 25
1 lb.		2 50	2 50
1 1/2 lb.		1 25	1 25
1 lb.		2 50	2 50
1 lb.		1 85	1 85
1 lb.		3 50	3 50
Lunch tongue 1's		3 65	3 65
Sliced smoked beef			
1-lb. tins, per doz		1 80	1 80
1-lb. tins,		3 10	3 10
1-lb. glass,		3 35	3 35
1-lb. tins,		1 45	1 45
1-lb. tins,		2 50	2 50
1-lb. glass,		3 05	3 05
1-lb. tins,		3 10	3 10
1-lb. glass,		3 25	3 25

Lobsters (new) 1's, per doz	2 30
" " 1's, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoos,	7 55

SUGAR—No changes are noted since the advance noted last week. Prices continue as follows:

Montreal and B.C. granulated, in bbls.	5 20
" " " " " "	5 15
" yellow, in bbls.	4 80
" " " " " "	4 75
Wallaceburg, in bbls.	5 05
" " " " " "	5 00
Berlin, granulated in bbls.	5 05
" " " " " "	5 25
B.C. quinnia granulated, 5-18's to bale, per cwt	5 25
" " " " " "	6 35
" hard pressed lump, 25's, per cwt	6 70
" " " " " "	6 00
" " " " " "	5 80
" " " " " "	5 80
" " " " " "	6 40
" " " " " "	5 60
" " " " " "	5 80
" " " " " "	5 85
Lump, hard, in bbls.	6 15
" " " " " "	6 15
" " " " " "	6 15

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz case	2 55
" " " " " "	3 00
" " " " " "	2 80
" " " " " "	2 85
" " " " " "	0 03½
" " " " " "	0 03½
Beaver Brand, 2-lb tins, per 2 doz case	3 10
" " " " " "	3 60
" " " " " "	3 30
" " " " " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03½
Porto Rico molasses in 1-bbls, per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" " " " " "	0 33
" " " " " "	0 25

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 10
Sultana raisins, bulk, per lb	0 12
" cleaned,	0 12
" 1 lb pkgs	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert,	3 40
" Royal Buckingham,	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5 lb)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" " " " " "	1 05
" " " " " "	1 15
" " " " " "	2 25
" " " " " "	1 20
California raisins, choice seeded in 1-lb. packages	0 09
" " " " " "	0 09
" " " " " "	0 09½
" " " " " "	0 11½
" " " " " "	0 11½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07½
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 09
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb.	0 07
" dry cleaned, Filiatras, per lb.	0 07½
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb.	0 06
Figs, cooking, in tannets, per lb.	0 05½
" in sacks	0 06
" " " " " "	0 10
" " " " " "	0 11
" " " " " "	0 13
" " " " " "	0 09½
" " " " " "	0 08½
" " " " " "	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 22½
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 15
Peaches,	0 16
Pears, choice (halves), per lb	0 13½
" standard	0 13
Plums, choice (dark pitted) per lb.	0 14
Nectarines, choice	0 16

EVAPORATED APPLES—Selling to the retail trade at 8½c to 9c per lb.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09½
" " " " " "	0 08½
" " " " " "	1 05

ROLLED OATS —

Rolled oats, 80 lb sacks, per 80 lbs	4 00
" " " " " "	4 00
" " " " " "	4 00
" " " " " "	4 00

Rolled oats, 80 lb sacks, per 80 lbs	4 00
" " " " " "	4 00
" " " " " "	4 00
" " " " " "	4 00

CORNMEAL—Quoted at \$1.90 per sack.

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

BUTTER—No. 1 dairy is selling to the retail trade at 24c per lb, and No. 2 at 21c to 22c. Supplies are not so liberal this week as last, and, consequently, the market is firmer. Creamery solids command a price of 26c per lb., while bricks are costing the trade 28c to 30c per lb.

EGGS—Storage eggs are selling at 18c to 20c per dozen. Fresh eggs are selling to the trade at 26c to 27c per dozen, while produce houses are paying about 24c per dozen, f.o.b., Winnipeg. Supplies from the country are very small, and eggs are being brought in from the South and East.

CHEESE—

Ontario, large	0 15
" twins	0 13½

POULTRY—

Fancy spring chickens, fresh killed frozen	0 15
Fancy Ontario turkeys, frozen	0 47

GREEN FRUITS AND VEGETABLES—The regular heated car service from Winnipeg is being discontinued after the 15th, and after that date specials will be sent out each week until the arrival of warm weather. The first cars of Seville marmalade oranges have arrived.

Winter Apples—	
Straight grade No. 2, per bbl.	3 70
North run spies No. 2,	4 50
do. No. 1	5 50
Oranges and Lemons—	
Washington navel, 96's, per case	3 50
" " " " " "	3 75
" " " " " "	4 90
" " " " " "	5 50
California lemons, 300's, 360's, per case	3 50
" " " " " "	2 50
Bananas—	
Per bunch, by express only	2 50
Grapes—	
Almeria grapes, kegs, per keg	0 50
Pears—	
Fancy Columbia,	4 00
" " " " " "	2 60
Cranberries—	
Jersey cranberries, per bbl.	12 00
Vegetables—	
California celery, per doz	0 90
" " " " " "	0 60
Sweet potatoes, per bbl	0 90
" " " " " "	1 00
Valencia onions, large cases, per case	0 03½
Native onions, per lb.	0 03½
Tomatoes, 6-basket crates, per crate	0 90
" " " " " "	0 90
New California cabbage, 150 lb. crates, per lb.	0 02½
Cabbage (native),	0 02½
Lettuce, 14 doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

TRADE NOTES.

James Marr, Red Deer, Alta., has taken over the grocery business of M. Patterson.

S. C. Mulhall & Co., grocers, of Middleton, N.S., have sold their business to N. W. Baker.

W. B. Woodhul, general merchant of Lambeth, Ont., has sold his business to Geo. G. Earley. The new proprietor for ten years was shipper for the Motor-mick Manufacturing Co., of London, Ont., and has been also with Messrs. C. R. Somerville, gum manufacturers, for nearly two years.

The man who has two mothers-in-law may take heart of hope, for he might have had three or four or half a dozen.

NEW FIRM OF BRACEBRIDGE GROCERS

Mr. Hutchison Retiring After Eighteen Years of Profitable Business—Something About the New Partners.

On the first of April Peter Hutchison, one of Bracebridge's oldest and most successful grocers, will hand over the business in which he has spent eighteen years, to D. T. Hodgson and J. W. Reid.



Hutchison Bros.' Store, Bracebridge.

Reid, two of his present employes, and will retire. The store in which the business is being conducted, the retiring proprietor, and the new partners, are shown in the photographs reproduced herewith.

It is eighteen years since the business was established under the present man-



PETER HUTCHISON. The Proprietor, who is Retiring April 1

agement. Previous to that time it was managed by R. J. Watson, now of Burk's Mills, with whom Mr. Hutchison worked for a while. He had formerly been for a short time with the Meinardus

Co. in Gravenhurst. Fourteen years ago the business was transferred to its present stand, which has been improved from time to time, until it now takes rank as one of the finest stores in Bracebridge.

Since Peter Hutchison took the business over it has increased by several times the original value and is now one of the most successful in the Muskoka district. In all his dealing Mr. Hutchison has been noted for his straight businesslike methods and he can be assured that in retiring from his trade connections he carries with him the respect and esteem of all who have been customers of the store as well as the wholesale men.

Both the members of the new firm are familiarly known in Bracebridge and vicinity. It is fourteen years since D. T. Hodgson came to town, during which time he has been in the employ of Hutchison Bros. Having always followed the grocery and provision business since boyhood, "Dave" is thoroughly conversant with it.

His partner, J. W. Reid, has spent seven years in the grocery business and for the last two-years has been in charge of the books for the firm. Both have a thorough knowledge of the wants of the people of Muskoka and, possessing marked business ability, may be expected to keep up the good reputation the store enjoys. The Grocer extends its best wishes for the success of the new firm.

A COLD STORAGE CONGRESS.

Of International Character Will Be Held in Paris in July.

In a consular report of recent date Frank H. Mason, the American Consul-General at Paris, announced the holding of an international congress on cold storage early next July in Paris. In his report Mr. Mason says in part:

"The purpose of the congress is to bring together leading experts and representatives of the principal industries and enterprises of all countries in which refrigeration is used as an agent for facilitating the preservation and transportation of food materials by land or sea.

"The work of the congress has been laid out in six sections, each of which is under the control of a special committee, headed by a president, chosen from the most eminent specialists of France. Great Britain, Germany and Russia will take an active part in the proceedings and will be represented by full commissions made up of eminent specialists and government officials.

"America is recognized as the pioneer in the application of cold storage on a large scale to food preservation and transportation, and as the work of the congress will be along lines in which a vast number of American citizens—growers of fruits, vegetables and meat producing animals, packers and shippers

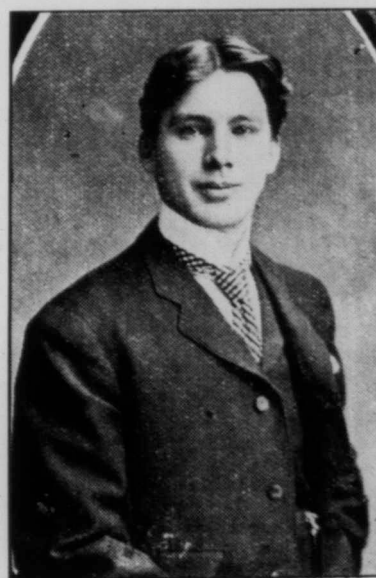
of a wide range of food products, railway and steamship managers and the owners of cold storage plants throughout our country—are more or less directly interested, it is to be hoped that the American delegation and its work during the congress will be representative and worthy of the importance of the occasion.

"America is the natural source of



D. T. HODGSON.

supply of many food materials for densely populated Europe, and the influence of the coming congress, if rightly directed, will be to break down technical barriers and smooth the way for mutual understanding and for an enlarged trade. The Compagnie Trans-



J. W. REID.

atlantique offers to delegates a discount of forty per cent. in the cost of passage between New York and Havre."—New York Herald.

LIFE STORY OF A SUCCESSFUL GROCER

Some Interesting Facts in the Career of Fred. T. Smye, of Balfour, Smye & Co., Wholesale Grocers, Hamilton—Principles Which Brought Success.

Hamilton, Ont. is deservedly acknowledged one of Canada's leading manufacturing and commercial centres. Its suitability for manufacturing purposes over other places has secured to itself some of the largest iron, steel and industrial works of this country. Aside and above, and before all these advantages were properly recognized, way back as far as the "50's," Hamilton was a grocery and food distributing centre. Its wholesale grocers were famed and its business men princes in their line. Many names, however, not only in their own city but throughout the Province of Ontario and beyond, might be mentioned by The Grocer, names that would recall to the older grocers of Canada the days of hogshead sugar, molasses puncheons, codfish in quintals, block matches and United States sugars, days when the little valley city of Dundas was looked upon as a lively competitor and when the now weed-grown Desjardines Canal was a busy thoroughfare. It is not, however, of the glorious names of the nineteenth century, nor of the trade builders of the "50's" to "70's" that we wish to write. Our efforts are directed towards a brief sketch of the commercial career of one of Hamilton's leading wholesale grocers of to-day, Fred T. Smye, of Balfour, Smye & Co.

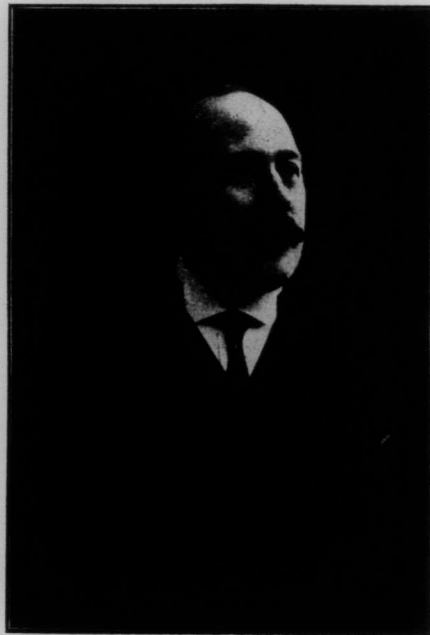
Mr. Smye is a young man, and though born in Hamilton on July 4, 1868, is a loyal Canadian subject. Young Smye was educated in the public schools and collegiate institute of his native city. After leaving school at the age of 14, he entered an insurance and real estate office, where he served three years. His first experience in groceries was with Alexander Harvey & Co. and he entered the employ of this company when the writer was perched on a high stool making out invoices, so anything that is written here about Mr. Smye is incontrovertibly so.

After a sample room training, Fred Smye in 1866 tried city traveling and his pluck, energy, push and business perception made him popular and successful. When A. Harvey & Co. amalgamated with John Stuart, Son & Co., under the title of Stuart, Harvey & Co., Mr. Smye went with them. On Balfour & Co. buying out Stuart, Harvey & Co. in 1893, Mr. Smye was retained on the traveling staff and was counted one of the best men on the road, his territory comprising all the leading points around Hamilton, Guelph, Galt, St. Catharines, Oakville, Berlin, Preston, Fergus, etc. This territory was regularly and systematically worked until the formation of Canada Grocers, Ltd., when he, with Jas. Somerville, were appointed managers of the business. After dissolution of Canada Grocers, Ltd., he bought the business and formed a new partnership with St. Clair Balfour, son of the late head of Balfour & Co., and Chas. H. Mellroy, an old business associate of his. The present company has made great strides in business as the members are all young, hustling and active. The business work

is systematically divided. Mr. Balfour looking after the northwest business and Mr. Mellroy the Niagara Peninsula. Mr. Smye has specialized certain lines and their brands are known throughout the land.

In speaking to The Grocer in answer to the question as to what facts in his career he attributed his success, Mr. Smye said, boiled down in a few words:

1. Hard work.
2. Common horse sense.
3. By always giving the trade I looked after my honest opinion in all things sometimes to my immediate loss and disadvantage.
4. By posting myself thoroughly on the goods I was selling.
5. By always treating every clerk of my customers with proper consideration. I think it is just as important as



FRED T. SMYE.

it is decent to treat the man behind the counter square. I can safely say that at least half of the men in business on my old ground were clerks when I started on the road; from nearly all of whom we get a large share of trade.

These sentiments may well be copied and too often are neglected by those whose training and experience should lead them to exercise these lines of business without prompting.

Mr. Smye is a hard worker and is active and energetic in all he does. Active as he is in his business, he still has time to devote many hours to rowing and yachting, and has taken an active interest in the affairs of the Canadian Travelers' Association, being a director for Hamilton ten years, and elected first vice-president for two years by acclamation. He is a presiding officer and director in several of Hamilton's important manufacturing concerns. In

masonic circles, Mr. Smye is W.M. of Strict Observance Lodge 77. He is also president of the Hamilton Wholesale Grocers' Guild.

This is the story of a man who has worked his way up, who has made a success of the grocery business, and a success of life. His example is a worthy one for younger men in the trade to follow.

CANADIAN APPLES IN AUSTRALIA

Trade Commissioner Believes Market Could Be Developed.

In a review of Australian trade for the year 1907, recently published, J. S. Larke, Canadian trade commissioner in Australia, gives an interesting review of the Canadian-Australian apple trade as follows:

"There were imported into Australia by the Canadian-Australian steamers 19,831 boxes of apples in three shipments, the receipts being for October, 6,772 boxes; November, 8,163 boxes; December, 4,896 boxes. There were, in addition, a few boxes that came on freight steamers from San Francisco, but the shipments on these slow steamers were a complete failure. Nearly all the apples arrived, apparently, in good condition. A quantity were carried on deck and where these were found they had lost their flavor. Those carried in cool storage were prime on receipt. Some of the apples were first-class fruit, free entirely from disease and passing without difficulty. Others from California were affected with Codlin moth and had to be treated. It is stated that any future shipments affected in this way will be destroyed on arrival at this port. The apples suited to the market, especially those from one orchard in Oregon, brought high prices, varying from 15s to 20s per box. Those unsuited to the market brought from 10s to 12s per box. It is said that a few of these apples were of British Columbia origin, but of this I have no evidence and was unable to locate them. The fact that one United States shipper continues to send such large quantities of apples to this market supports the statement that I have made in previous years, that the Australian market is the most profitable market for the British Columbia grower open to him. A Canadian paper informs me that buyers were paying a very high price for shipping Ontario apples to the eastern United States. The prices there had been so high that western United States apples were also being sent there. Nevertheless, the finest grower in Oregon found it to be still more profitable to send his fruit to Australia. The price stated to me paid for first-class British Columbia fruit was from one dollar to one dollar and a quarter per case at Vancouver, which was certainly a dollar a case less than the fruit would have brought by shipping to this market under proper conditions. There is, however, this objection to the British Columbia apple that the average of the best fruit is too large in size, giving too few to the box. Nearly 20,000 cases of apples were disposed of at different points at the prices I have named, and more than justifies my statement, that this market would take 15,000 cases when properly handled."

Go

T. H.

Good Tea vs. Rubbish which will it be?

Now is the time to decide whether it will pay you best to push the sale of **good tea** at a very fair profit or **rubbish** at a very small profit.

The difference in price between really good tea and tea that can only properly be termed "rubbish" is so very little, that it seems almost a crime to even offer people the cheap trash.

Right now, when the price of tea is attracting some attention, is your opportunity to push the sale of good tea.

Let your competitor sell the rubbish
you will soon get his customers.

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

TORONTO OFFICE:
3 Wellington Street, East
WINNIPEG OFFICE:
355 William Avenue.

Facts and Figures

We have just completed our Inventory. We take stock on February 1st, but it takes a **full month** to figure out and extend every item of it.

Yes, it is a huge piece of work, this inventory of ours, and it proves the truth of our contention that we carry

THE LARGEST STOCK

Now, just think, we have at present in our various warehouses a stock of goods amounting to

\$572,043.58

Do you realize what these figures mean? What a vast aggregation of products from all parts of the world, we hold at your disposal, thus justifying our ad.

THE LARGEST VARIETY

Nor is this mammoth stock allowed to remain on our hands, very long. We sell out and replenish about **six times** a year! How's this for

QUICK TURN OVER

AND

BIG BUSINESS

A trial order from you will be much appreciated. Just test

**OUR RELIABILITY,
BEST EQUIPMENT,
COMPETENT STAFF
and PERFECT ORGANIZATION**

HUDON, HEBERT & CIE.
MONTREAL LIMITED

The most liberally managed firm in Canada.

Many Dollars a Week

are lost by grocers, through disputed items in the statements. By using our simple

" DUPLEX "
COUNTER CHECK BOOK

you can prove your case and get your money every time. No friction, no loss, when our "Duplex" is used.

A Post Card will bring full particulars



The Carter-Crume Company Limited,
Toronto, Ontario

**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.**

**Lombard Plums 2s
HEAVY SYRUP
\$1.00 Per Dozen**

"CANADA'S PRIDE" BRAND

We have a limited supply of the above which we offer to the trade at \$1.00 per dozen F. O. B. Kingston. These goods are HEAVY SYRUP, LAST FALL'S PACK, and are really worth \$1.40. We guarantee every tin.

FENWICK, HENDRY & CO.

Wholesale Grocers and Importers

KINGSTON, ONTARIO

Established 1846

We are offering some exceptional "SNAPS" in Ceylon Greens, Blacks and Japans at present.



TO SEAL

A slight downward pressure

That's All

SCHRAM AUTOMATIC SEALER

The Perfect Fruit Jar.

TO OPEN

Insert blade of knife under cap, raise up

That's All.

WRITE FOR PRICES

SCHRAM AUTOMATIC SEALER CO.

OF CANADA, LIMITED

WATERLOO, - - - - - ONT. 848



In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

**"Young-Tom"
Washing Powder**

which is "for PURIFYING and CLEANSING UNEXCELLED."

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

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

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

Choicest Cured Meats AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham	Rolled Bacon
Boneless Prepared Bacon	Pure Lard
Skinned Boneless Backs	Lard Compound
Finest Baker's Shortening, etc.	

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

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

BACK BACON

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

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

Selling More

Ham and Bacon is only possible by selling a brand which creates a desire for more. And that's just why it will pay you to sell



HAM AND BACON

It's flavor is deliciousness itself. It is tender and sweet—not too lean and not too fat. Your customer will never tire of Ham and Bacon if you sell him Corona Brand.

PRICES ON REQUEST.

THE MONTREAL PACKING CO.

Limited
MONTREAL, P. Q.

WE HAVE NO RETAIL STORES.

Ryan Brand Provisions

mean more profit for you. There is no denying the fact that clean, wholesome provisions appeal to the best class of trade. Neither can anyone deny the fact the Ryan Brand provisions are uniformly clean, wholesome and delicious in flavor. The government inspector has declared that

Ryan Brand is Pure.

Prices on Request.

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

Dairy Produce and Provisions

Slightly Easier Tone is Noted in Produce, With Changes in Several Lines—Canadian Hog Markets in Rather More Satisfactory Condition With Higher Prices.

CHEESE AND BUTTER BULLETIN

Montreal, March 11, 1908.

Just a shade firmer are cheese prices this week. White is offering from 13c to 13½c, while colored brings 13¼c to 14c, when buyers are to be found. Last week ½c less was asked for colored.

Old Country houses are still backward in placing orders, though the general opinion is that they will have to come around pretty soon, as English holdings are dwindling week by week under a steady demand. Those who are in possession of any stocks worth while, on this side, while they are willing to make slight concessions in some instances, are not thinking of letting go at lower prices than now rule. Offers have been made to some English houses, of finest colored at 13c. This is the exception, however, not the rule, for it is a case of necessity for dealers to get what they ask in order to get out without a loss.

Everyone is looking forward with interest to the arrival of the first new cheese. This will enable merchants to fill orders without so much wear on their grey matter in endeavoring to judiciously distribute small stocks over a large area.

Receipts are very small. Last week but 65 boxes of cheese arrived, against 20 boxes previous week, and 136 boxes same week last year. Total receipts for the season are 2,053,905 boxes, against 2,970,5 boxes same period a year ago.

There has been a steady falling off in demand for butter, owing to the continued high prices asked by the trade. As a result, the quotations given out this week by produce dealers are lower than those quoted for butter for many weeks. Finest creamery is selling at 30c to 31c, sometimes 32c, according to the contracting parties, and the amount sold.

There has been some talk of the possibility of bringing butter in from the States. Whether this will come to pass or not is entirely problematical. It is possible that there may yet be some quotations from the south. To-day creamery is selling at 29c in Chicago, which would mean 33½c laid down here, freight and duty 4c. This would necessitate a 35c market, which is hardly likely to rule again before the new make, whose steady demand eats up the small supply on hand. There is hardly two weeks supply of butter in the hands of dealers in Montreal to-day and should this be all consumed before the middle of April, when express creamery will begin to arrive in small lots, we shall have to get butter from somewhere, and Chicago is the logical market.

Stranger things have happened. The past has been an abnormal season. Anticipating increased consumption of butter, dealers bought more heavily than usual, many purchasing in New Zealand for shipment to Canada. Contrary to expectations, demand for butter was not such as to require larger supplies than in previous years, chiefly because of the financial crisis which threw many out of work and tied up money generally. The London and other English markets were short, however, and instead of having an embarrassing surplus on their hands dealers recognized the good thing there was for them across the water, and exported for a good profit. Much butter was sold while in transit from New Zealand to Canada. Some of this got as far as London where it was profitably disposed of, while some came as far as Portland, and

was then sold in London, and taken back without ever having left the ship. When this last mentioned butter had been in London the market was not favorable to its sale then (it was an early shipment), but on its arrival at Portland the Old Country market had advanced sharply, and the English purchasers anticipated a ready market, at a high price, for the butter when it arrived once more in London. Unfortunately for them a slump occurred in the London market, and, to their sorrow, they lost money.

Dairy butter arriving is chiefly in roll form, few solids being made. For rolls 26c to 27c is obtainable.

Receipts of butter last week amounted to 796 packages, against 1,539 packages previous week and 542 packages same week last year. Total receipts for the season amount to 415,483 packages, against 609,255 packages same period 1906-07.

THE PROVISION SITUATION

Toronto, March 11, 1908.

Conditions are somewhat more encouraging in the Canadian hog markets this week, though matters yet are far from normal.

In spite of extraordinarily large shipments, both from Denmark and the United States, last week, the English market has recovered somewhat, and is this week in a slightly more receptive mood, standing one shilling above the Canadian market. This has provided some encouragement for Canadian packers, but with the large stocks held in storage, there is not as yet any hope for brisk business.

A cable to a Canadian packer this week states that the Danes last week set a new record in shipments of bacon to the English market. Danish "killings," too, continue to reach an enormously high aggregate, the figures for last week reaching 42,000. Denmark's supremacy in agricultural products is certainly made evident in the British market. American shipments last week were large also, aggregating 22,700.

Deliveries at Canadian points have been moderate during the week, but have been plenty heavy enough to satisfy the packers. Prices offered this week are on a basis of 15c better than a week ago, viz., f.o.b., \$4.90; fed and watered, \$5.15 to \$5.20, and off cars, \$5.30 to \$5.35.

The continuance of the low prices offered for stock, together with the high price of feed during the winter, has been rather discouraging to Canadian hog raisers and many are talking seriously of going out of the business.

Conditions prevalent last week in the American markets are evidenced in the

weekly review of the New York Journal of Commerce, as follows:

"The past week has witnessed a considerable increase in activity of future hog products at quite an advance in prices, owing to the manipulation by packers, which was started by Armour buying early in the week, followed by a reaction on Cudahy selling, after which there was a further advance on Cudahy buying of the whole list. There seems to be two parties working for control of these markets, the same as in wheat. This advance was in face of large receipts most of the week at all points, except for a day or two at Chicago; and the buying of hogs has been sufficient to prevent much decline in the raw material, notwithstanding the big excess over last year's receipts, it being the greatest of any week on the crop. Shipments out of the country have been large for the week, but mostly on consignments by packers; and these have been sufficient of late to keep the exporters out of our market. The home trade has not followed the advance in futures, though cash speculative articles have been held higher with futures, bringing business almost to a stop."

PROVISION MARKET'S

MONTREAL.

PROVISIONS—The provision market continues firm this week, lard is a little firmer in feeling. Hams are in fair demand at the old prices. Other lines are the same as last reported.

Lard, pure, tierces	0 11 1/2	0 12
" " " "	0 11 1/2	0 12
" " " "	0 12	0 12 1/2
" " " "	0 12	0 12 1/2
" " " "	0 12	0 12 1/2
" " " "	0 12	0 12 1/2
" " " "	0 12	0 12 1/2
" " " "	0 12	0 12 1/2
" " " "	0 12	0 12 1/2
" " " "	0 12	0 12 1/2

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

BUTTER—The butter market is a little easier this week. Roll butter is very scarce, due to the present being between seasons. There has been no fresh made creamery to speak of received lately, while the demand for it is strong.

Creamery, fall make, boxes	0 31
Creamery, winter make, boxes	0 32
Dairy, tubs	0 25
Fresh large rolls	0 26 1/2 0 27

EGGS—The market for eggs is easier this week, as the receipts of new laid

POULTRY
MONTREAL MARKET FIRM.
Consignments to
P. POULIN & CO.
MONTREAL
are solicited. Prompt returns. No commission

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

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

? HAVE YOU SEEN THEM

Our Special Value 4 string Fancy Finish

25 Cent Brooms

ORDER NOW. 3 doz.,.... \$2.25
Freight allowed 2 doz.,.... 2.60
up to 40c. per 100 lbs. 1 doz.,.... 3.00

Goods will be shipped in turn as order is received—(say ten days.) Only a limited quantity to sell at this rate.

WALTER WOODS & CO.
Hamilton and Winnipeg

are increasing from Ontario points, and prices are lower, as dealers can procure stocks from American points to compete with the prices being quoted locally. Pickled eggs are scarce and the prices are higher. A good increase in business is noticeable since the Lenten season set in.

New laid	0 25	0 26
Pickled	0 23	0 23 1/2

CHEESE—There is a good local demand for cheese this week at unchanged prices. The market remains firm.

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

HONEY—The honey market is unchanged. There is a good demand for buckwheat honey, while other lines are selling fairly well at the old prices.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08 1/2	0 09
Clover, strained, bulk	0 10	0 11 1/2

POULTRY—The poultry market is still quiet, there being no receipts of new stock until Easter. Prices are the same as last week. Demand is fair.

Turkey, per lb.	0 16	0 18
Chickens and fowls, lb.	0 13	0 14
Geese	0 11	0 12
Old fowls	0 10	0 11
Ducks	0 12	0 13

TORONTO.

PROVISIONS — Business continues fairly steady, though the consumptive demand is none too brisk. An easier feeling pervades the whole market. Lard has dropped 1/2c all around. The arrival of large American shipments has had a weakening effect on prices. Fresh meats are active.

Long clear bacon, per lb.	0 69 1/2	0 10
Smoked breakfast bacon, per lb.	0 14	0 14 1/2
Roll bacon, per lb.	0 19	0 10 1/2
Small hams, per lb.	0 14	0 14 1/2
Medium hams, per lb.	0 13	0 14
Large hams, per lb.	0 12 1/2	0 13
Shoulder hams, per lb.	0 09 1/2	0 10
Backs, plain, per lb.		0 16
" " pea meal		0 16 1/2
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.		0 11
" " tubs		0 11 1/2
" " pails	0 11 1/2	0 11 1/2
" " compounds, per lb.		0 08 1/2
Plate beef, per 20-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	8 00
" " front quarters	4 00	5 00
" " choice carcasses	7 50	8 00
" " common	4 50	5 50
Mutton	0 07	0 08 1/2
Lamb	0 08	0 09 1/2
Hogs, street lots	6 50	6 70
Veal	0 08	0 09

BUTTER—The market continues fairly steady. Supplies are short. Dairy is very scarce. Prices remain high. Baker's butter has advanced 1c.

Creamery prints	0 31	0 34
Creamery solids		0 31
Farmers' separator butter	0 28	0 30
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" " tubs, choice	0 22	0 24
" " tubs, ordinary	0 20	0 22
Baker's butter	0 21	0 22

EGGS—The market has been active during the week. New laid are arriving in good quantities. Big shipments of American eggs continue to come in. Prices of new laid are off 1c. There has been a good Lenten demand. Canded and selects are not being quoted.

Eggs, new laid	0 27	0 27
" " limed		0 22

CHEESE—There is no material change in the situation. Prices continue firm with a stronger demand noticeable.

Cheese, large	0 13	0 15 1/2
" " twins	0 13	0 14 1/2

HONEY—Prices rule about the same. There is a fairly good demand for some lines.

Honey, strained, 60 lb tins	0 12	0 14
" " 10 lb tins	0 12	0 14
" " 5 lb tins		0 14
" " in the comb, per doz.	1 50	1 50
Buckwheat honey, per lb.	0 18	0 18
" " in comb, per doz	1 25	1 25

POULTRY—Business has been quiet. There is a good demand for good chickens and hen turkeys. Supplies of fresh fowl are scarce. Ducks and geese are done.

Chickens	0 15	0 17
Turkeys	0 20	0 23

TRADE NOTES.

P. J. Farr grocer, of Goderich, Ont., has made an assignment.

J. Z. Rouleau, grocer, of Montreal, has made an assignment.

Pierre Godreau, grocer, of St. John's, Que., has made an assignment.

F. Munro, general merchant of Egin, Ont., has sold to L. C. Ripley.

Scroggie Bros., grocers, of Guelph, Ont., have sold their business.

A. A. Grenon, general merchant, of Chicoutimi, Que., has assigned.

H. Bellinger, general merchant, of Bamberg, Ont., has assigned.

W. J. Norfolk, grocer, of Stratford, Ont., has made an assignment.

J. S. Gibson, grocer, of Gravenhurst, Ont., has sold to Thos. Fielding.

St. Aubin & Brunet, grocers, of Montreal, have dissolved partnership.

Kennedy & Son., Fort William, Ont., have opened up a new grocery store.

Jas. Clay, Galt, Ont., has taken over the grocery business of Chas. Cummings.

Mr. Punfrey, West McGillivray, Ont., has started a grocery and butcher business.

W. D. Woodhull, Lambeth, Ont., has sold his general store business to G. G. Earley.

Nap. Therien and L. Robitaille & Co., two grocery firms of Quebec, have assigned.

H. A. Fenly, Newbury, Ont., has taken over the general store business of E. Gage.

W. C. Shaw, general merchant of Sombra, Ont., has sold to Hamilton Waddell.

Lind, Kerrigan & Co., wholesale grocers, of London, Ont., have made an assignment.

F. P. Watson, grocer, of Victoria, B. C., has sold to Jallard Bros., late of Sandon, B. C.

J. G. Canning, Lost River, Sask., has taken over the general business of the Lost River Trading Co.

H. J. Vaughan, Hamilton, Ont., has purchased the grocery business of H. M. McGregor, 475 King street west.

The Star Grocery, 665 King street east, Hamilton, which has been conducted for some years by Henry Cox, has been recently purchased by H. S. Hunter, late of Regina, Sask.

THE PORK AND BEANS SITUATION

Retailers throughout Canada know how hard it is to persuade their customers to accept any Pork and Beans other than **Clark's**.

They have tried them, and come back time and again for more. Retailers know the amount of time and talk it will take—and the sales which will be lost—in an effort to push other Brands. Jobbers can have any orders for Clark's Pork and Beans filled promptly and completely, so if you specify Clark's Pork and Beans you will get them. It is wise to insist.

Wm. Clark, Montreal
Manufacturer

SIX REASONS WHY YOU SHOULD STOCK

O'MARA'S BACON

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

TRY IT YOURSELF

JOSEPH O'MARA

Pork Packer PALMERSTON, ONTARIO



Tasty and
Tender, Clean
and Wholesome

The
**Horseshoe
Brand**

HAMS AND BACON

Build up your provision trade wonderfully. If you want to prove the flavor, just try a slice of Horse-Shoe Brand for breakfast to-morrow morning. It will show you why Horse-shoe Brand pleases the palate.

Write for Prices!

JOHN DUFF & SON
Hamilton, Canada

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only one

BOVRIL

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

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	308 Ross Avenue	WINNIPEG
A. C. URQUHART & CO.	338 Hastings Street West	VANCOUVER

and from all wholesale houses
throughout Canada

SALT MEN DINE.

Annual Dinner of the Canadian Salt Co. at Windsor.

The Canadian Salt Co., held its annual dinner at Windsor, Ont., on Saturday, Feb. 29th. It is just a year ago since the company inaugurated the custom of giving an annual dinner to the office staff and heads of the various departments. By this means it was thought that everyone would benefit. That their best hopes have been realized was proved by the splendid success of this year's dinner.

During the evening speeches were delivered by various members of the firm. From these it was learned that the salt company, notwithstanding the general business depression, had completed the best year in its history. As an evidence of the popularity of their salt, it was authoritatively stated that in Toronto ninety per cent. of the salt used was Windsor salt.

E. G. Henderson, general manager, was chairman. Among prominent salt men present were Messrs. Sutherland and Wilson, of Montreal, and C. R. Cooper, of the Toronto Salt Works.



TRADE WINNERS.

Pop Corn Poppers,
Peanut Roasters and
Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

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

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.
S. Fairall Fisher	-	Montreal
Sol. Oppenheimer	-	Vancouver, B.C.

CANADA: No better Country

MOTT'S
No better Chocolate

If you are not well stocked with

Mott's

"Diamond" and "Elite"

Chocolate

get them in—Lent is a good time for consumption of Chocolate and Cocoa. Your customers should be supplied with the best. The best is

Mott's

Every jobber sells it.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

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

A Chance for You

Send me an order for a car lot of

BUDA

"The Flour of Quality," and if it is the first car lot order from your locality, I will give you the sole control of Buda for that locality. Buda Flour is blended from Eastern and Western wheat by millers of a half-century of experience. It is the best value in flour at present on the market.

Act now! Send for Prices at my Expense.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Firmer Feeling is Noticeable in All Lines—Prices Remain Steady at Ontario Points—Changes in Montreal.

Firmer feeling seems to be evident in flour and cereal markets generally this week, though there is nothing particularly new to report.

Flour this is, perhaps, attributable to an active demand from the Eastern Provinces, where stocks are said to be exceedingly light. Wheat is coming in quite freely with the improved condition of the country roads and business generally seems to be on a more favorable basis.

Cereals also have shared in the general firmness, and supplies are coming in more satisfactorily.

FLOUR—There is a little firmer feeling in the flour market this week, although there has been no noticeable change in prices, except in the case of the *Manitoba*, which is up 10c. Local demand is very good.

MONTREAL.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 60 4 10
Royal Household.....	6 10
Glennora.....	5 60
Manitoba spring wheat patents.....	6 10
strong bakers.....	5 50
Five Roses.....	6 10

ROLLED OATS—There has been no change in rolled oats since last report. A fair business is being done at unchanged prices.

First oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated ".....	3 20
Goodest cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	2 90 3 02
80-lb. bags.....	2 75 2 87
bbls.....	6 10 6 35

FEED—The feed market remains firm at the advanced prices. Manitoba shorts are up this week. A fair amount of business is being done.

Oat bran.....	23 00 24 00
Oat shorts.....	25 00 27 00
Manitoba shorts.....	24 00 27 00
Oat bran.....	23 00 24 00
Manitoba milled.....	26 00 31 00
Manitoba straight grained.....	27 00 33 00
Feed.....	1 50 1 60

TORONTO.

FLOUR—The market is firmer this week with good demand from the Eastern Provinces. Wheat is coming in much more freely on account of the improved condition of the roads, and business generally is better. Last week's prices still prevail.

Manitoba Wheat.	
Patent.....	5 50
Manitoba.....	5 80
Strong bakers.....	5 30

Winter Wheat.	
Patent.....	4 90 5 10
Manitoba.....	5 20 5 40
Strong bakers.....	5 25 5 30

GRAINS—Business is fairly good with a firmer tone evident. Supplies have been coming in much more freely during the week in consequence of better country roads. Prices are on the same basis.

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

HOW TEA LEAD IS MADE.

In a conversation the other day with a member of the Salada Tea Co., a representative of The Grocer got some interesting information in regard to the manufacture of lead. The lead is really tinned, since there is tin, both on the inside and outside of each sheet, and the process is as follows:

A plate of lead is cast about one inch thick, two feet long, and about one foot wide. Two similar sized sheets of tin are cast, but only about 1/8-inch thick. One sheet of tin is placed on each side of the block of lead, and as it is passed through rollers the tin adheres to the lead, and the sheet spreads out only in one direction, that is, it never gets any wider, but simply becomes longer. After it is passed through the set of rollers, it is doubled over, and passed through again, and then doubled again, and so on, until the requisite thickness is obtained. All this time the tin is thinned out in exactly the same proportion as the original blocks were to the lead, but has become an integral part of the lead, as in the doubling process tin always comes into contact with tin it does not adhere. When this folded sheet has become the desired thickness, it is brought to the guillotine, and cut into the desired sizes ready for the packets, and this, it is claimed, preserves the quality in tea to ten times the cost of the metal.

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

Mooney and Money

Sell Mooney's and you will make money. This is a fact which has been proven true by many successful grocers who handle

Mooney's Perfection Cream Sodas



The reason is plain: Mooney's Perfection Cream Sodas never fail to please the refined housewife, by their dainty and lasting freshness.

Order Some Now!

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

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

A VISIT TO EUROPEAN MARKETS

Representatives of Canadian Firm Visit Centres of Interest to Trade During Continental Tour—Grocers and Groceries in England, France, Spain and Portugal.

C. L. Marshall, Canadian manager of the MacLaren Imperial Cheese Co. and Mrs. Marshall have recently returned from an extended business and pleasure trip to England, France, Spain and several Mediterranean cities. In the course of a conversation with a representative of The Grocer this week Mr. Marshall told some interesting facts in connection with his trip. A good many of these are particularly interesting to grocers, since the tour's itinerary covered several of the primary markets from which products largely used in Canada originally come, and some of these are given here.

Lots of Cheese in London.

The retail stores in London, says Mr. Marshall, are not of the most attractive character, except in the highest class. One of the features which strikes one as peculiar is the large amount and variety of cheese displayed, both of foreign and domestic goods. The restaurants also offer a large variety of cheese. Some time was spent in London in the marmalade factory of a firm represented by the MacLaren Co., and this, strangely enough, was located on the site where the old Great Eastern was built. While in London Mr. Marshall called at the office of The Canadian Grocer and reports a hearty welcome.

From London the party, which by the way, included A. M. MacWillie, the company's American manager and Mrs. MacWillie, crossed to Paris. Here Mr. Marshall had the pleasure of meeting M. Menier, the French chocolate king, and several other large business men.

The Paris Groceries.

The retail stores of Paris, and indeed, all through the larger towns of France, present very, very attractive interiors, said Mr. Marshall, from the fact that they make a specialty of displaying preserved fruits, etc., in glass. The quality of these goods is well-known. Mr. Marshall spent some time in the factories where these goods are put up, and thinks that the secret of their quality lies in the care exercised in handling the fruit.

Cheese is also made a feature in these stores, several of the larger stores handling MacLaren's and quite a large business has been built up in this with the American residents. Cooked meats, fowl, etc., are also largely handled.

Another interesting feature about the stores is that the clerks, both in Paris and Marseilles are practically all women.

Wine and Fruits at Bordeaux.

In Bordeaux the greater part of the Maraschino cherries which we use are put up. These come from a valley some distance inland and are preserved with the greatest care, Bordeaux, which by

the way, has about the same population as Toronto is noted also as a wine centre, and along the waterfront, says Mr. Marshall, everything, offices, warehouses, drays and traffic, are devoted exclusively to the wine industry.

Soap and Nuts at Marseilles.

Marseilles is noted for its production of olive oil and its products. Practically all the castile soap we use also comes from this city. It is also an important nut market. Grenoble walnuts and almonds are largely exported and it is also a large importer of peanuts from India, Africa and Java, these being utilized for oil.

The city contains several macaroni factories and Mr. Marshall secured the Canadian agency for one of the largest of these while in the city. An interesting feature evidenced here was the absence of credit in wholesale trade. These macaroni manufacturers sell from 10,000 to 15,000 pounds daily to the retail trade in the city. It is sold on an agreement that the retailer shall pay the driver who delivers the goods, or if not paid then, that he call at the factory the following morning with the cash. If he neglects to turn up his name is written off the books and the firm refuse to sell him further supplies. According to Mr. Marshall the system seems to work admirably and to the interests of all.

Gibraltar's Moorish Market.

Even at Gibraltar MacLaren's cheese is used a good deal, says Mr. Marshall, though there is not a decent grocery store in the city. One of the features of the place is its Moorish market, with its abundance of fowl.

A Visit to Malaga.

From Gibraltar Mr. and Mrs. Marshall crossed by ferry to Algeciras and

thence by a round about inland trip on a remarkably slow train to Malaga. This, Mr. Marshall considers as one of the prettiest cities in Europe. Lying in a bay, surrounded by mountains covered by semi-tropical vegetation it presents a particularly pleasing picture.

Malaga is a large raisin centre, the valley adjacent to the city being very fertile. A large quantity of almonds are also exported and several factories were visited where the nuts were being shelled and polished.

From Malaga Mr. Marshall took a short holiday trip to Grenada, had a look at the famous Alhambra, and then went on to Seville.

In Seville and Madrid.

This city, with its clean, whitewashed buildings, made a favorable impression. Several olive manufactories were here visited. These are nothing more than a yard with a number of sheds for storage, all the work of curing and treating being done out of doors.

In Madrid the grocery stores are quite attractive and the better ones are very similar to the French stores. Cheese is also sold very largely here and Roquefort, Milan cheese and the Dutch product were all in evidence. The Canadian variety has also found a place and Mr. Marshall tells with a pleased look how it was first discovered in the military club in the city and its use has gradually spread.

From Spain Mr. and Mrs. Marshall returned to England and from thence to Toronto via New York. Mr. and Mrs. MacWillie, instead of visiting Spain, went north through Switzerland and Holland, calling on a number of the business men in various cities.

Several important agencies were established as a result of the trip, which no doubt the readers of The Grocer will have an opportunity of hearing about through the firm's advertising during the year, and as another result, Messrs. Marshall and MacWillie are particularly well informed as to a good many of the lines of goods they are selling.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS,

Quebec

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 marks. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

NAP G. KIROUAC & CO.,

Receivers and Shippers

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

125 St. Peter St.,

QUEBEC.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

MONTREAL

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY



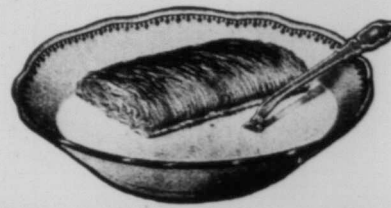
WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD

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.



"It's All in the Shreds"

THE GROCER
WHO MIXES BRAINS
WITH HIS BUSINESS

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

Shredded Wheat Biscuit and Triscuit

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

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

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

COWAN'S Cocoa and Chocolate

Healthy and Delicious
in its absolute purity.
It is the leader in
profit. Are you handl-
ing it? It makes
friends for every dealer
who handles it, be-
cause there's no Cocoa with a flavor
as delightful as Cowan's.



The Cowan Co., Ltd.

FRUITS, VEGETABLES AND FISH

Demand for Green Fruits More Active—Potatoes Have Taken an Easy Turn—Lenten Fish Business Very Satisfactory.

Business in green fruits is steadily improving and with milder weather should soon become brisk again. Prices have been well maintained all round. Oranges are steady and firm. Navels are now arriving in excellent condition as the season advances. Lemons are very firm. California lemons are higher. Bananas are in a healthy condition and have an upward tendency on account of the reported shortage in supplies. Cranberries remain high.

The chief feature of the vegetable market is the decline in potatoes. Delawares and Canadians are off about 10c. Supplies are quite satisfactory. Other domestic lines are unchanged. California celery is practically done. Shipments of Florida celery are arriving and are of excellent quality. The demand for imported stuff has improved much. New onions and cabbage are on the market. Boston lettuce is slightly lower.

The Lenten season has begun very favorably. Business in all lines of fish is good. Pickled and fresh fish are moving well. Supplies are plentiful. Digby herrings are inclined to be scarce. Prices remain materially the same.

tions given below, several lines having declined in price. Demand for both foreign and domestic fruits is better, and the outlook for improvement during the present month is bright. There are no green peas on the market at present. New cabbage is quoted at \$3.25 per crate.

Parsley, per doz. bunches.....	0 35
American parsley, large bunches, doz.....	1 00
Sage, per doz.....	0 60
Savory, per doz.....	0 60
Cabbage, bbl.....	6 25
Turnips, bag.....	0 75
Celery, doz.....	1 00
California celery, crate.....	7 00
Water cress, large bunches, per doz.....	0 75
Spinach, bbl.....	4 00
Green peppers, crate.....	3 50
Boston hot house cucumbers, doz.....	3 00
Potatoes, per bag.....	3 25
Sweet Potatoes, basket.....	6 25
Beets, bag.....	0 75
Carrots, bag.....	0 70
Tomatoes, Florida, crate.....	5 00
Tomatoes, hot house, per lb.....	0 35
Spanish onions, small crates.....	2 25
large crates.....	0 25
Canadian onions, lb.....	0 10
Boston lettuce, hot house, per doz.....	1 10
Radishes, doz.....	0 60
Bermuda parsley, crate.....	3 00
Mushrooms, per lb.....	0 75
Horse radish, per lb.....	0 12
Peas, green, basket.....	6 50
Egg plant, doz.....	2 00
California cauliflowers, per crate.....	6 50
New cabbage, crate.....	3 25

FISH—The fish orders received this week are larger, owing to the fact of there being three fast days. Haddock are being received more freely, and it has resulted in a decline in price. Several other lines of fresh fish are lower also. Salmon is in good demand and quite a few lots of smelts are being sold. Pickled lines are also moving freely, as are salted.

Fresh and Frozen Fish.

Haddock, per lb.....	0 44	0 65
Halibut, per lb.....	0 35	0 08
Mackerel, ".....	0 08	0 08
Dore, ".....	0 08	0 04
Crabs, pike, lb.....	0 60	0 45
Cod fish, lb.....	0 04	0 04
Steak cod, lb.....	0 08	0 08
Whitefish, lb.....	0 08	0 08
B. C. salmon, lb.....	0 08	0 09
Qualla Salmon, lb.....	0 07	0 04
No. 1 Smelts, lb.....	0 07	
New tomcods, bbl.....	1 40	
Sea herring, bbl.....	1 50	1 60
No. 1 salt cels, lb.....	0 07	0 03
Smoked and Salted—		
Lake trout.....	0 60	0 60
Haddies, boxes, per lb.....	0 08	0 08
Kipperd Herring, 50 in box.....	1 10	
Smoked herring, per small box.....	0 16	
Yarmouth Bloaters, per box.....	1 10	
Prepared and dried—		
Skinless cod, 100 lb. cases.....	5 25	
Boneless cod, 20 lb. boxes.....	0 08	0 08
Boneless fish, 20-lb. boxes, blocks.....	0 08	0 05
Boneless fish, 25-lb., boxes, per lb.....	0 04	0 04
Oysters and Lobsters—		
Standards, bulk, per imp. gal.....	1 40	
Selects, bulk, gal.....	1 60	
Paper pails, 100, pint size.....	1 10	
100, quart size.....	1 50	
Live lobsters, lb.....	0 20	
Pickled fish—		
No. 1 Labrador herring, per bbl.....	5 50	
per half bbl.....	3 00	
No. 1 Nova Scotia, per bbl.....	5 25	
per half-bbl.....	3 00	
No. 1 Haddock, bbl.....	6 00	
No. 1 Mackerel, 20-lb. kits.....	1 75	
Green cod, per bbl.....	5 00	
Medium " " ".....	5 00	
Large " " ".....	5 50	
Labrador Salmon, 1-bbls.....	5 50	

TORONTO.

GREEN FRUITS—The market this week has a better tone. The mild weather has helped matters materially.

Florida Celery

Chase's Pack

Are receiving full supply. Let us have your orders. Can give you best prices.

Navel Oranges

are now at their best. Are looking for a sharp advance in price.

Do not forget that we have full supply of all goods in our line.



25-27 Church St., TORONTO

MONTREAL.

GREEN FRUITS—A slight improvement is noticeable in green fruits this week, and all lines are selling well. Lemons, Florida oranges, and grape fruit, have slightly declined in price. Bananas remain quite firm, the market being strong through reports of a scarcity in the crop. Weather conditions in the largest producing countries have not been satisfactory, and it is feared that the crop will not be sufficient to take care of the demand for this ever popular fruit. Grocers are selling cranberries quite freely, though prices are pretty high. Almeria grapes continue in strong demand in some quarters, while apples are being sold in fair quantities. Trade with grocers in this line is confined to actual needs for consumption.

Bananas, fine stalk.....	2 00
" jumbos.....	2 25
Cocoanuts, new, per bag.....	3 50
Lemons.....	2 40
Navel oranges.....	2 75
Florida oranges, box.....	3 25
Porto Rico oranges, box.....	4 75
Jamaica oranges, bbl.....	2 50
Valencia oranges.....	4 00
Tangerines, half-box.....	3 50
Pineapples, case.....	3 00
Grape fruit, box.....	4 50
Almeria Grapes, keg.....	3 00
ape (d) cranberries, bbl.....	4 00
Nova Scotia cranberries, bbl.....	6 00
Kumquats qt.....	1 00
Strawberries, qt.....	0 25
" " ".....	0 75
Apples lameuse, 1/2 bl.....	4 00
" " ".....	5 00
" " ".....	2 00
Bitter oranges.....	2 50

VEGETABLES—The vegetable market is somewhat easier this week, as will be noticed in several of the quota-

Every day grocers say Ship us some more

"Golden Flower"

The Orange everybody likes.

TRY 'EM McWILLIAM & EVERIST HAVE 'EM

The Redlands Golden Orange Association Redlands - California

all round are firm. Oranges are well. Navels are in good demand and of excellent quality. Valencias are higher. Lemons are firmer. Bananas have advanced 50c. Bananas remain steady and an advance will probably take place before long. Apples are in fair demand. Almerias are moving fairly well. Cranberries are low at the high prices.

Oranges, Florida's, new	2 00
Navels, new	2 60
Valencias	4 00
Murcias	1 50
Bahamas	1 75
Oranges, bitter	2 25
Lemons, California, 240, 300, 360, 420	3 00
Messinas, new crop	2 50
Grapefruit, 54's 80's, 96's	5 50
Apples, No. 1 winter fruit	2 50
No. 2	2 00
Bananas, Jamaica firsts, per bunch	1 50
Bananas, jumbo bunches	2 00
Onions, per basket	0 50
Cranberries, per bbl.	9 00
Almeria grapes, per keg	5 50
Tangerines	3 00

VEGETABLES—All lines are in a healthy condition and moving satisfactorily. Potatoes have an easier feeling and have declined 10c. Supplies of both Delawares and Canadian are good. Other lines of domestic vegetables are being quoted at old prices. Business in imported varieties has noticeably improved. Boston lettuce and pineapples are lower. Onions are in strong demand. Green onions are on the market now. California celery is being displaced by Florida shipments of a very fine quality.

New Brunswick Delawares, per bag	1 10	1 10
New potatoes, Canadian, per bushel	1 05	1 10
Sweet potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
per bag	1 20	1 50
green, per doz.	0 90	0 85
Beets, per bag	0 40	0 60
Carrots, per doz	0 60	0 70
Jarros, Canadian, per bag	0 60	0 70
Turnips, new, per doz. bunches	1 00	1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz	0 60	1 50
Celery, Florida, per crate	4 50	4 50
Celery, Canadian, per doz.	0 35	0 40
Lettuce, imported	1 10	1 10
Cucumbers, imported, per doz.	2 50	2 50
Tomatoes, imported, per crate	4 50	4 50
Strawberries, per box	0 65	0 65
Mushrooms, per lb.	0 65	0 65
Pineapples, per crate	5 00	5 00

FISH—The Lenten season has opened up with a rush and good orders have been received for local and outside points. All lines are in good supply with the exception of Digby herrings, which are very scarce. Finnan haddie has advanced to 9c. No other advances are noted. Oysters continue to sell strongly.

Perch, per lb.	0 07	0 08
Blue perch, per lb.	0 06	0 08
Whitefish, Georgian Bay, per lb.	0 08	0 12
Whitefish, winter caught, per lb.	0 08	0 10
Haddock, per lb.	0 06	0 07
Holland, per lb.	1 00	1 10
Herring, per lb.	3 00	5 25
per doz.	1 00	1 25
per bundle	0 85	0 85
Herring, per lb.	0 07	0 08
British Columbia salmon, per lb.	0 10	0 12
Qualicum, per lb.	0 09	0 09
Trout, per lb.	1 00	1 00
Ciscoe, per basket	2 40	2 40
Labrador, fresh, per 100	0 09	0 09
Haddock, per lb.	0 08	0 08
Shred, per lb.	0 90	0 90
Half a dozen, per doz.	2 40	2 40
Acadia, per case	4 80	4 80
Live haddies, per case	0 20	0 35
Bluefish, per lb.	0 07	0 07
Mackerel, per lb.	0 12	0 12
per case	0 25	0 25
Finnan haddie, per lb.	0 09	0 09
Flounder, per lb.	0 04	0 04
Bloaters, per lb.	1 10	1 10
Oysters, per gal.	1 85	1 85
per 100	1 50	1 50

J. R. Hall, Edmundston, N.B., has sold his general store business to R. W. Hammond.

Marmalade Oranges

We are offering the finest Bitter Oranges of the season.

Home Guard Brand 160s, 200s and 240s at very low prices.

Special 150 Boxes Natural Smyrna Figs, 56 lb. Boxes to clear, 3½c. lb.

Fish For Lent. Every Seasonable Kind. Special Frozen Sea Herrings \$1.60 per 100.

WHITE & CO., Limited
Wholesale Fruit, Produce and Fish.
Toronto and Hamilton

TAKE A PEEK

At that sample of St. Nicholas November Cuts which will be on exhibition at the Toronto Wholesale Fruit Houses next week.

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

FANCY RIPE

BANANAS

Fancy Sound Almeria Grapes

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

Send your orders to

HUGH WALKER & SON
Guelph, Ont.

Established 1861

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

TRADE NEWS FROM NOVA SCOTIA

County Board of Trade Taking Action in Matter of Fruit Inspection —
Grocery Lines Generally Steady.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., March 9.

That strong efforts will be resorted to to stamp out the fraudulent packing of fruit was made evident at the annual meeting of Kings County Board of Trade, held at Kentville last week. Representative men from all parts of the county were present and discussed at length the various matters that came before the meeting. The following resolution was adopted and a copy ordered to be sent to the Dominion Government:

"Whereas it is known that the steamship companies are making private arrangements with speculators, foreign apple receivers, or their agents at home or abroad, therefore, resolved, that the government be requested to compel steamship companies to advertise an equal rate for all under similar circumstances, and any steamship company departing from such advertised rate shall be deprived of their subsidy by the government."

It was also resolved that to aid in reducing the numerous complaints made regarding the inferior packing of apples the names of all parties fined under the Fruit Marks Act be published by Chief Inspector Vroom in the papers of the county where the offenders live; that the Minister of Agriculture be requested to give effect to this resolution and that copies be sent to J. W. Ruddick, Chief Dairy Commissioner, and to the members of the county interested.

The following officers were elected: President, W. H. Woodworth, Berwick; vice-president, M. G. De Wolf, Kentville; sec.-treas., W. B. Burgess; auditors, Geo. Calkin and J. H. Cox. The old council was re-elected.

* * *

Eggs continue on their downward tendency, and good fresh stock can be purchased for 22 cents per dozen wholesale. Cold storage and limes stock is worth 20 cents at retail, and some of the dealers would no doubt accept very low figures if they could clear up the stock on hand. Eggs continue to come along quite freely and from now on the price will no doubt keep on the decline.

Butter remains practically unchanged. During the week some small tubs of dairy butter were marketed and these found ready sale at thirty cents. Prints are worth from 30 to 32 cents. Nearly all the butter on hand is required for home consumption, and very little is being sent to the West Indies.

All lines of groceries are steady, and the trade passing is quite satisfactory. There is a good demand for canned goods, and the jobbers say that glass preserves are selling quite freely.

Among other articles which sell rapidly are package cereals, the demand for this class of goods having increased here very greatly. There is a good supply of vegetables on hand and stocks are reported to be keeping well.

WELCOME CANADIAN GROCERS.

Convention of National Association of
United States Retailers at Boston
May 11 to 14.

The convention of the National Association of Retail Grocers of the United States will be held at Boston on May 11th to 14th, and promises to be exceedingly profitable. A letter from the secretary, John A. Green, to this paper, inviting the attendance of Canadian merchants, says, in part: "We would welcome any or all Canadian business men who wish to attend our convention and listen to the topics discussed, which will be of general interest to all concerned."

Mr. Green advises all who buy tickets to the convention to secure a certificate at starting point, which, under arrangement with the Eastern Canadian Passenger Association, as well as the New England Passenger Association, will entitle them to fare and one-third rate.

FRASER RIVER SALMON.

The annual report of the deputy commissioner of fisheries, J. P. Babcock, calls attention to the great falling off in the Fraser river salmon pack during the last season and the warning of other years in regard to the danger of extinction which threatens the sockeye salmon of the Fraser, unless stringent efforts are made to permit of a larger number of the fish reaching the spawning beds. Mr. Babcock refers to the unprecedented number of humpback salmon which ascended the Fraser last year and to the excellent condition of the salmon fisheries of the Skeena and the north generally, and precautions are suggested to prevent the industry there sharing the same fate as that on the Fraser. Particular attention is drawn to the presence of black bass in Christina and Moyie lakes and to the danger to the trout and other indigenous fish through the presence of the voracious invader. The fact that the fish were planted there by the Dominion department after a report by the Dominion commissioner, is alluded to. Great regret is expressed that through the action of the Dominion department two of the most valuable trout lakes in the province are destined to be depleted. Mr. Babcock expresses the opinion that the presence of black bass in these waters is a menace to the salmon, as they might readily be transported to waters habitated by the salmon. The black bass are tremendous breeders and work great harm to food fish.

SHIP TO US

We pay the highest market price for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

JOHN E. CASSIDY

Highest Quality Oysters

WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

JUST RECEIVED

Canned Mackerel, 1-lb. tins, talls and flats,
No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspé Herring,
Large Frozen Newfoundland Herring,
Frozen Tomcods, Frozen Flounders.

Choice Stock.

Quality Guaranteed.

Attractive Prices.

J. & R. McLEA

WHOLESALE FISH

23 COMMON ST., - MONTREAL

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

EXPERIENCED ADVERTISEMENT WRITERS

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

CASH SPECIALS

Labrador Herrings in barrels, usual price \$6.00

Cash price, \$4.00 barrel

Marmalade Oranges 240's size, usual price \$2.50

Cash price, \$2.10 per box

We will fill orders at these prices as long as goods last and cash accompanies order.

Quality guaranteed.

THE DAWSON COMMISSION CO., - TORONTO

FISH, as prepared by us, is a dainty, tasty food, which only needs to be properly cooked to be liked and used by everyone. Fish is cheaper than meat, especially canned, and more healthful, but in order to be appreciated, it must be properly cooked and correctly served. **In** buying package fish, therefore, it is desirable to purchase only the best brands. **"Halifax"** and **"Acadia"** are the best quality of lightly salted Codfish and will give great satisfaction to good cooks.

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

Packers of "Halifax," "Acadia" and Atlantic Codfish ; also Herring, Finnan Haddle and other Fish products



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



"Brunswick Brand"

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

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

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and
Sardines



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

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

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand **"King Oscar"** brand from your jobber.

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

OUR LEADER FOR LENT

Frozen Sea Herring

Choice, large, bright fish. Also full supply of

Frozen Haddock
Yarmouth Bloaters
Frozen Halibut
Green Codfish
Frozen Whitefish
Bulk Oysters

Finnan Haddies
Frozen Salmon
Labrador Herring
Frozen Pickerel
Boneless Codfish

Frozen Cod
Kippered Herring
Frozen Pike
Skinless Codfish
Frozen Smelts

and all other kinds in season.

Prompt Shipment.

Mail Orders a Specialty.

Fair Treatment.

Get Our Prices.

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House

MONTREAL

Branches :

ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

LENT LENT LENT

COMMENCED ASH WEDNESDAY, MARCH 4th.

Salt Trout
Cod
Bloaters
Oysters
Trout
Smelts
Mackerel
Yellow Pickerel

Fresh Frozen White
Lake Herrings
Ciscoes
Pike
Halibut
Sea Herrings
Goldeyes

Salmon
Flounders
Tom Cods
Labrador Herrings
Haddock
Finnan Haddie
Perch

All kinds Boneless Cod in packages. We carry a larger supply and variety of fish than any house in Canada.

PROMPT SHIPMENTS. WRITE, TELEGRAPH OR MAIL YOUR ORDERS.

The F. T. James Co., Limited

Toronto

CONDENSED OR "WANT" ADVERTISEMENTS.

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

Contractions count as one word, but five figures (as 1000) are allowed as one word.

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

CEVILLE orange marmalade pulp in hogsheads with peel mixed ready for boiling; free from any preservatives. Box 182, CANADIAN GROCER, Toronto.

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

SITUATIONS WANTED.

Pork Packers and Produce Merchants—Traveller with first class experience and thorough knowledge of the business; is open for engagement in good house; city or country. Traveller care of Wood, 9 Ann Street, Toronto.

AGENCY WANTED.

MANUFACTURERS, millers and exporters seeking market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by men having had ten years in the grocery, flour and business. Best of references. Address J.J., CANADIAN GROCER, Toronto. (12)

TRAVELERS WANTED.

WANTED—Traveler calling on grocers and druggists in Ontario to handle line of Swiss milk chocolate on commission. Apply Box 181, CANADIAN GROCER, Toronto. (8)

WANTED.

WANTED—An experienced cannery foreman for fruit cannery in British Columbia; must be thoroughly posted in all branches of the trade, especially in processing fruits, jams, vegetables. Apply references as to ability and character, stating salary expected to M. H. Nelems, Chilliwack, B. C. (11)

BOOKS FOR THE GROCER.

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

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

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

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

FOR SALE

FOR SALE—Prosperous business, that pays every week in the year, established six years, best business corner in town. Open to good man at invoice price plus freight. Stock carried, \$2000.00, rent \$35 00 per month. Apply Robinson & Greenwood, New Liskeard, Ont.

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (15)

FOR SALE—Four hundred bushels choice Alaska pea seed, at a very reasonable price. Exeter Canning & Preserving Co., Ltd., Exeter, Ont.

BUSINESS CHANCE

MARRIED man 45 years age; 25 years as secretary to railroad official, now employed, wishes to secure brokers' agency for Canada. Up-to-date goods. Correspondence solicited. O. Bingham, 84 Adams Ave. East, Oxford Flat, Detroit, Mich.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (16)

INTERESTING LEGAL CASE.

A case of great moment to the raw fur trade is the one which Revillon Bros., of Montreal, are now contesting with the Quebec authorities at Hull in connection with having in their possession 400 beaver skins, which it is contended, were illegally purchased. The Quebec laws are very stringent on the point, and do not allow of any trading in these skins. A new phase has, however, been given to the long drawn out fight between the traders and the Quebec authorities as to the exact powers of the law, by the line of defence adopted by Revillon Bros. They contend that the Indians, from whom the skins were purchased, had the right by an old treaty with the Dominion, to kill and dispose of beaver, and that, therefore, the Quebec law was ultra vires as applied to the Indians.

It is important that this point should be cleared up. Does an old treaty exist with the Dominion, and, if so, to what extent does the treaty nullify the rights of the Quebec Legislature? The whole question seems to be—if the Indians have a right to kill for a living, does this give them an equal right to dispose of the skins? The Quebec law says

"no," and Revillon Bros. are now endeavoring to find out if the Province is within its rights in thus prohibiting sale.

D. Johnson, of the firm of Hiram Johnson, fur and skin importers, Montreal, interviewed on the question, said that a great deal of interest was being taken in the case. It was time that something was done to settle the bone of contention between the traders and the Indians on the one hand, and the Quebec Legislature on the other. No one could deny that the Indians had a right to trade for a living, and, why, therefore, should the authorities step in and take their rights away? In the case of muskrat, for instance, the authorities only allowed the animals to be caught in the month of April. But the Indians must catch them at other times of the year to live, and what were they to do with the skins? In the rights of equity the Indian should be allowed to dispose of the skins. It was a question whether the Provincial Government should be allowed to override the old rights granted to the Indians.

Max Goldberg, of the British-Canadian Fur Co., Montreal, said that it was high time that the matter was threshed out. If the Indians were allowed to kill the animals, they should be allowed to sell the fur, and it must not be forgotten that the Indians must kill to live. These people did not kill the game needlessly. They protected the hunting grounds as thoroughly as the farmer did his crops, for they recognized that they would be cutting their own throats to exterminate the animals. If the Indians were allowed to sell the skins openly, they would get more value for them, and would, consequently, hunt less.

The Montreal branch of the Hudson's Bay Company interrogated on the subject, thought that Revillon has a very good case. The Hudson's Bay Company, although it did not dispose of their right to trade with the Indians when the lands were purchased from them, had not found it possible to exercise that right. It had gone by in abeyance.

J. Riendeau, Inspector of Fisheries at Montreal, would express no opinion on the case. The reading of the law was plain enough, and that was all that there was to be said on the matter.

RICE CROP OF BURMA.

The third Burmese Government forecast of the rice crop for a territory containing about 9.8 per cent. of the total area under rice in British India gives as the area under cultivation 7,295,964 acres, an increase of 322,271 acres. Prospects are good, the surplus available for export being estimated at 2,514,000 tons of cargo rice, equivalent to 42,610,169 hundredweights of cleaned rice.

A. G. Austen, representing J. M. Douglas, Montreal, is in Toronto this week, calling on the trade in the interests of Lea & Perrin's sauce, Keeler's marmalade, etc.

NEW BRUNSWICK BUSINESS GOOD

Echoes From the Provincial Elections—Changes in Several Lines of Staple Goods—Suggestions Regarding Early Closing.

Special Correspondence to The Canadian Grocer.

St. John, N.B., March 9.

Now that the provincial elections are over, with the turmoil and excitement that generally goes with such an event, merchants have settled down again to business. The result of the appeal to the people was that Premier Robinson's government has been overthrown after twenty-five years of power, and J. D. Hozen, leader of the opposition forces, will be called upon to form a new government. In St. John the Opposition ticket made a clean sweep, taking the four seats. One of the successful ones on the ticket was W. F. Hatheway, a leading wholesale grocer and flour dealer. Mr. Hatheway made his appeal to the laboring men and he is generally looked upon as the labor candidate. He published a book a few years ago, entitled "The Cry of Labor."

Among the defeated ones was Hon. D. J. Purdy, retail grocer and shipowner, of the north end. Mr. Purdy was only taken into the cabinet a few weeks ago as a "forecastle" member, so he had not long to enjoy his honors.

Business had been very satisfactory during the past week. Canned goods are moving pretty well, now that stocks of homemade preserves are giving out. Lard has advanced half a cent and Austrian granulated sugar in bags

is up 16 cents a hundred. There has been no change in the price of flour, though with wheat hovering round the dollar mark, dealers are looking for an advance in Ontario brands at any time now. Rolled oats have advanced 25 cents a barrel. This makes the wholesale price \$6.75 a barrel, while the mill price is \$6.70.

There is a strong probability that the St. John wholesale grocers will close their places of business at five o'clock in the afternoon during the coming summer season. Many of the large wholesalers are strongly in favor of the step. They feel that it would be a great benefit in many ways. It would mean that the staffs would have to get down earlier in the mornings and that just as much would be accomplished each day and the volume of business done would be just as great. The early closing movement would be of particular benefit to those that spend their summer in the country as it would give them an opportunity of catching the early suburban trains and give them an hour longer at their suburban homes during the most attractive part of the day.

A similar movement was inaugurated last year, but owing to the unwillingness of two or three of the larger firms the plan was not adopted. The scheme

is being again mooted and, it is understood, is finding general favor. The wholesale grocers are also talking up a plan to have all their traveling salesmen take their vacations at the same time. This is for the mutual protection of their trade. It is often the case that a commercial man's regular customers will be approached while he is away on his vacation, by the representative of a rival concern, who secures the orders. It is felt that it will be mutually satisfactory to have all the knights of the grip take their outing at the same time. No particular period has been mentioned in this regard, but it is probable that the second and third weeks in August would be the period chosen.

James Stewart, for many years interested in the manufacture of soaps here, died at his home, Elliott Row, on Saturday, Feb. 28, aged eighty-one years. Pneumonia was the cause of his death. Up to a few years ago he was engaged with his brother, the late Alexander Stewart, in conducting a soap factory on Germain Street. He is survived by three sons and four daughters. The funeral was held on March 1 and was very largely attended.

An all-grocery aggregation of hockeyists played a thrilling game in the Glacier Rink here on Saturday evening, Feb. 28. The teams were chosen from the staffs of Baird & Peters and the Geo. E. Barbour Company. The former septette proved to be the victors after a hard fought battle by a score of 3 to 2. Many phenomenal plays were re-

To Get The Smoker's Trade, Stock

T. & B.

The Perfect Pipe Tobacco

Just pure, properly-grown tobacco, properly cured and flavored, and cut in a way which pleases all pipe smokers. No "dope." Mild and fragrant.

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

HAMILTON, CANADA

anted for
prepared
and &
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Tues.
Stander
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played for both teams. This is how they appeared on the ice.

Goal.	G. E. Barbour & Co.
Goal.	Seeley
Point.	Field
Cover point.	Thompson
Right wing.	Stewart
Left wing.	Barbour
Centre.	Howard
Rover.	Leonard

* * *

Granulated sugar advanced 10 cents a hundred pounds on Friday. This makes a total advance of 30 cents a hundred since Jan. 1. The market is very strong and further advances are looked for.

* * *

S. H. Belyea, grocer, Adelaide street, has sold out his business to William Brown and will remove to Brockton, Mass., where he will take over control of the grocery conducted there by his late brother. Mr. Belyea had been in business here for many years.

* * *

J. S. Harding, agent for the Ogilvie Milling Co. here, who returned to the city on Thursday, March 5, was one of the passengers on the New York and Porto Rican S. S. Co.'s steamer Comand, which went ashore on Jones' Beach, off Long Island, on March 2.

DO IT WITHOUT ARGUMENT.

Argument and bickering and worrying over small things is one of the greatest evils in the working world. Procrastination merely is petty larceny of time as compared with argument.

How many workers there are, who, when told to do something, stop to debate or bicker over the manner in which that thing is to be done. How many there are who want to argue the point from every possible angle. And how many there are who, having been curtly "shut up" and told to do it, waste still more time worrying and fretting.

These workers forget that the object is to get a thing done—and that the way it is done is secondary. If it is not done right, of course, there is trouble, but that is not the point. The arguments chiefly are as to differences in method in accomplishing the same end.

Only a few days ago I watched a heating contractor and steamfitter engaged in putting a steam pipe through an 18-inch wall, says John M. Master-son. The contractor explained briefly and concisely how he wanted it done. The steamfitter stopped, put down the pipe, and argued. He declared that he never had done that kind of work in that way, that he had worked for some of the best heating contractors in the country, and that they did not do it that way. He started to get technical and the boss shut him up curtly.

After hours that evening the two rode home together. The steamfitter had been pouting and sulking all afternoon on account of the reprimand. This time he

found the boss ready to argue, and they engaged in a long and technical debate. Finally the heating contractor remarked:

"Jack, this is your worst fault. You don't know how to obey orders. In the first place, when I tell you to do something you are likely to start without knowing exactly what I want. Never do that. Always find out, before attempting any work, exactly what is wanted.

"You don't know how to take orders. This is my job, and I am responsible. I tell you to do something. When I do that it is up to you to do that work and do it my way. It may not be as good as your way, but that is the way I want it, and, as I assume all responsibility, that is the way I'm going to have it.

"You knew just as well as I this morning how I wanted that pipe connection made. Instead of making it that way, you wanted to try it some other man's way. You wasted over five minutes of my time and your own, arguing about it.

"You'll never be a first-class steam-fitter until you learn to do things the way the man you are working for wants them done and orders them done."

That was plain talk—but it settled Jack. He admitted frankly that he never had looked upon it that way.

That same day I watched two painters at work on a house. They were just starting. They set out barrels, brushes, buckets and ladders, and then spent 20 minutes debating whether to start with the roof or on the east side. The boss had just driven away after telling them to start on the roof. It was nearly an hour before they finally decided that he was right—and meantime they had soaked the house owner nearly \$1 in time—or the boss, if they were working by the job.

C. H. Cattelli and L. E. Geoffrion have been appointed by the Chambre de Commerce, Montreal, to represent that body, on the International Advisory Board of the Philadelphia Mercantile Museum.

Handle

OLD CHUM
Cut Plug
Smoking
Tobacco

It's a Trade Bringer

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

20 years of progress of the firm of
JOS. COTE

Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.

Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.

We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 209

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



AN IDEAL MONTREAL GROCERY

Silent Salesmen for Counter and Display, Up-to-Date Equipment and Various New Ideas Make a Store Which Ranks With the Best.

An ideal retail grocery store is that conducted by J. B. Berthiaume, Park avenue and Prince Arthur street, Montreal. Mr. Berthiaume, who has been in business over seven years, first had a stand on St. Lawrence street, but later removed to Park avenue, where he caters to a paying trade.

In the store, as the photograph shows, every modern convenience which will enable the proprietor to carry on business economically and expeditiously is used. Splendid silent salesmen stretch the entire length of the building, while there is one also in the centre. In these will be found, to the left on entering, cigars, tobaccos and accessories, confectionery, wines, liquors and bread. Next to the last silent salesman on the left may be seen a fine biscuit stand whereon the various products of Canadian and

hibit several cheese. A glass cover, through which it is easy to see the cheese, serves to keep dust and dirt from this eatable. One finds Rocquefort, Gruyere, Oka and other lines of cheese here.

A butcher's block is next, and on this an up-to-date meat-cutting machine is ready for use. Beyond will be seen another silent salesman, and then the glass-partitioned office.

The shelves to the right hold mostly imported lines of fancy goods, but also contain many staples.

In the foreground there is to be seen a small table and chairs. On the table there is a magazine or two, a city directory, and sometimes a jar of some fancy line which might interest waiting customers.

In conversation with The Grocer Dr. Boulter said that the company was entirely a Canadian organization, and the impression that was in some quarters that their company was connected with the Sanitary Co., Limited, was an erroneous one. The contiguity of the two factories, and the fact that the Niagara Falls Canning Co. intend to use the Sanitary cans in all their packing is no doubt accountable for this report.

The company consist of the following gentlemen: Geo. Boulter, president; S. E. Boulter, secretary; Frank Boulter, general manager; and W. F. Griffiths, W. P. Dixon, directors. The capitalization is \$60,000, fully paid.

TRADE NOTES.

Wm. La Chappelle, general merchant, of McTaggart, Sask., has made an assignment.

The general store of J. H. Cannon, of Minitonas, Man., was destroyed by fire recently.



Interior of Store of J. B. Berthiaume, Montreal.

English manufacturers of biscuits are shown. The shelves on the left side are given over chiefly to wines and liquors, of which a full stock is carried. At the back of the store one will find the shipping department, which is conveniently located, as there is a side door giving exit to Prince Arthur street. The refrigerator is at the back also, where canned goods, cereals and other package goods are shelved ready to hand, for the clerks.

To the right as one enters will be noticed a fine, marble-topped silent salesman. In this show case fancy groceries are generally displayed, olives being given prominence in the picture reproduced here. On top will be seen on ex-

hibit several cereals affords those lines considerable publicity.

Finely finished throughout, and artistically arranged, the store strikes one upon entering as being a place of business run by a man who knows his trade.

READY FOR COMING SEASON.

Dr. S. E. Boulter, of the Niagara Falls Canning Co., paid a visit to The Grocer last week.

He reports that the new factory is practically completed and that everything will be in working order for the coming season's pack.

A letter from Port of Spain, Trinidad, B.W.I., received recently, notes the dissolution of the partnership of Watson, Boyd & Co., cocoa and general commission merchants, on Dec. 31. Mr. Watson, the senior member, has retired and the business will be carried on under the name, Boyd & Co.

Wm. Bowman, of the Standard Trading Co., Montreal, has suddenly disappeared from his residence, 108 Mansfield street, and nothing has been heard of him since he left the house of a friend whom he was visiting, over a week ago. The friends of Mr. Bowman are unable to advance any reason whatsoever for his disappearance.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



3/4-lb. tins—3 doz. in case

SOLD BY ALL
JOBBERS

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

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.

GROGERS AND BUTCHERS

Are you using our

RECORD

100 Page

COUNTER CHECK BOOK

Handiest and cheapest counter book for you.
Write for samples and prices if you are not a user of this book.
We manufacture all kinds and sizes of counter check book, also

THE MERCHANTS' SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

CARPET TACKS

ALL SIZES AND KINDS

Samples and prices upon request

THE BAZIN MFG. CO.

94 Arago Street
QUEBEC

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . . Excellence



Price \$25.00

- 1—Ease in running.
- 2—Rapidity in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

**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
 Berlin, Ontario
 Designers and Manufacturers of
 Modern Store Fixtures

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.

**Saving at the Spigot
And Wasting at the Bung**



It takes skill to distinguish between real and make believe economy. Of all mistakes the most unfortunate one is that of the man who would rather save a few dollars than install the

**Allison
Coupon
System**

Every penny invested in these books means dollars saved, time economized, kicking stopped and everybody made happy. Stop the leaks.

HERE IS HOW THEY WORK:

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

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free. For sale by the jobbing trade everywhere.

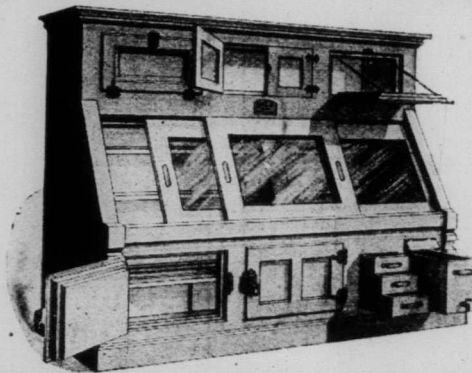
Manufactured by
ALLISON COUPON CO.
 Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
 Canadian Agents

Mr. Grocer, Be up-to-date and use the

**Aubin's
Patent
Refrigerator**

Perfect Dry Air Circulation.
 Highest testimonials from leading grocers in Canada.

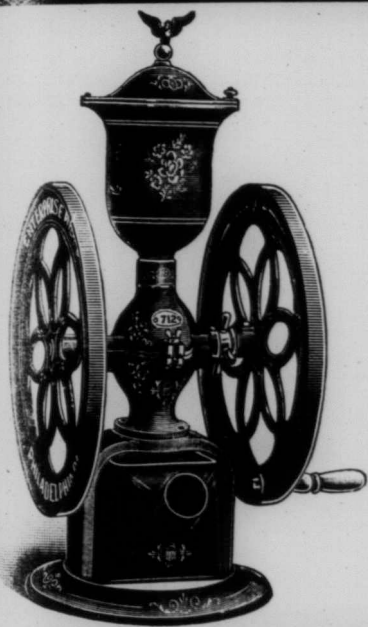


Made in 10 sizes.
 Silver Medal Quebec Exhibition.
 Diplomas:
 Ottawa, Montreal and Toronto

**C. P. Fabien
Manufacturer
Montreal**

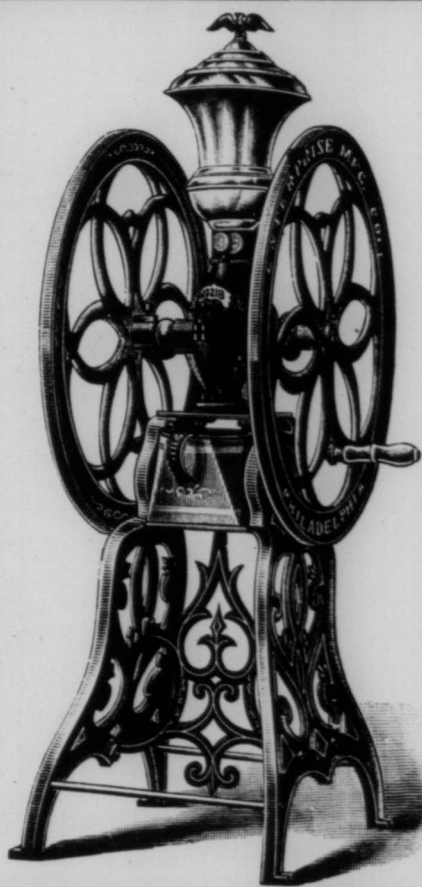
Toronto Sample Room: Stewart & Co.
 Representative, 178 Victoria St.

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.



What to Write

To learn how to handle kerosene, gasoline and all other oils, with safety, convenience and profit, we suggest the following:—

S. F. BOWSER & Co., Inc.,
Toronto, Ont.,

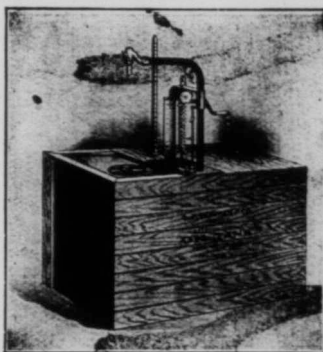
GENTLEMEN,—Please send me your catalogue B and price list with complete information regarding the Bowser Self-Measuring Oil Tank. For your information, I sell about _____ gallons of kerosene and _____ gallons of gasoline a month.

Signed _____

Write this on a postal and mail it to-day.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write for our liberal exchange offer."



Cut 19—Type A
One of Many Styles

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-heads 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.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 165 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80). Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

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

CONFIDENCE!

When placing orders for any line of goods, the grocer must have absolute confidence in what he selects. No question of inferior quality or doubtful value must exist.

In directing attention to the articles put up and manufactured by Maconochie Bros., Ltd., Pickles, Jams, Marmalade, Canned Fish, etc., we have the assurance that quality is a first consideration.

The question of value next arouses interest, and the point is well taken that no similar goods are on the Canadian market to-day in which value is so prominent a feature.

Satisfaction to the retailer from the standpoint of profit—and a satisfied customer as well—constitute a climax that establish Maconochies' products in the front rank to-day.

See prices and samples for 1908 before placing orders.

MACONOCHIE BROS., Ltd.
LONDON, ENGLAND

PICKLES, JAMS, MARMALADE. CANNED FISH, PEEL, ETC.

Sole Agents for Canada and United States.

MacLAREN IMPERIAL CHEESE CO., Limited
TORONTO, ONT.

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1-lb. tin 2 doz. in c
1-lb. tin 2 " "
1-lb. tin 2 " "

IMPERIAL
Cases
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.



ROYAL B
Sizoz.
Royal-Dime
" 4 lb.
" 8 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When per
cent discount w
CLEVELAND'S
Sizoz.
Cleveland's—Dime.
" 4 lb. ..
" 8 oz. ..
" 1 lb. ..
" 12 oz. ..
" 1 lb. ..
" 3 lb. ..
" 5 lb. ..

Barrels—When per
cent discount w
T. KIN
Crown Brand—
1-lb. tin 2 doz. in c
1-lb. " 2 " "
1-lb. " 2 " "



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THE BAKER
White Sp... Baking
1-lb. tin 2 doz. in
1-lb. " 2 " "
1-lb. " 2 " "

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Gillett's M... with,
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Nelson's
Pansy
Shamrock
Thistle
Daisy
Special
Bamboo

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Wheat O... pkg
Meat of W... per
Wheat O... b
Pickanin... Bucl
Pan
Past

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer at our nearest office.

Mar. 13, 1918.

Baking Powder.

W. H. GILLARD & CO.

Diaper	1-lb. tin, 2 doz. in case	\$3 00
1-lb. tin	" " " "	1 25
1-lb. tin	" " " "	0 75
SERIAL BAKING POWDER.		
Cases	Sizes	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	8 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	18 75



MAGIC BAKING POWDER

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4 "	0 60
4 "	5 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	18 "	1 65
2 "	18 "	1 70
1 "	24-lb.	4 10
1 "	5 "	7 30
1 "	8 oz.	Per case
1 "	12 "	\$4 55
1 "	18 "	

ROYAL BAKING POWDER.

Cases	Sizes	Per Doz.
Royal	5-lb.	\$0 95
"	4-lb.	1 40
"	3-lb.	1 95
"	2-lb.	2 55
"	1-lb.	3 85
"	1-lb.	4 90
"	3-lb.	13 60
"	5-lb.	22 35

Barrels—When packed in barrels one per cent discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cases	Sizes	Per Doz.
Cleveland	5-lb.	\$0 93
"	4-lb.	1 33
"	3-lb.	1 90
"	2-lb.	2 45
"	1-lb.	3 70
"	1-lb.	4 65
"	3-lb.	13 20
"	5-lb.	21 65

Barrels—When packed in barrels one per cent discount will be allowed.

T. KINNAR & CO

Crown Brand	1-lb. tin, 2 doz. in case	\$1 20
1-lb. tin	" " " "	0 80
1-lb. tin	" " " "	0 45



ST. GEORGE'S BAKING POWDER.

Trial size, 6 doz. in case	\$0 90
4-oz. "	1 35
6-oz. "	1 80
8-oz. "	2 35
12-oz. "	3 55
16-oz. "	4 55
32-oz. "	8 50

Terms net 30 days.

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	1-lb. tin, 2 doz. in case, per doz.	2 00
1-lb. tin	" " " "	1 20
1-lb. tin	" " " "	0 80

Blue.

Keen's	per lb.	\$0 17
In 16-cans or case	"	0 16
Gillett's	gross box	3 00

Brooms

Nelson	per doz.	\$3 65
Pansy	"	3 45
Shamrock	"	3 25
Thistle	"	3 00
Daisy	"	2 25
Special	"	3 95
Bamboo	"	3 65
"	"	3 40
"	"	3 10
"	"	2 95

Cereals.

Wheat O.S.	per pkg.	0 08
"	per bag	

WHEAT CO. LTD.

Meat of Wheat	per case	4 20
Wheat O.S.	per bag	0 19
Pickering's	Buck Wheat Flour	doz. 1 00
"	Pancake Flour	1 00
"	Pastry Flour	1 00



THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case	\$3 60
The King's Food, 2-doz. in case, per case	\$5
White Swan Barley Crisps, per doz.	\$1
White Swan Self-Rising Buckwheat Flour, per doz.	\$1.20
White Swan Self-Rising Pancake Flour, per doz.	\$1.20
White Swan Wheat Kernels, per doz.	\$1.40
White Swan Flaked Rice, per doz.	\$1
White Swan Flaked Peas, per doz.	\$1

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Perfection 1-lb. tins per doz.	\$4 50
Perfection, 1-lb., per doz.	2 49
" " " "	1 30
" " " "	0 90
" " " "	0 90
5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz.	2 25
Soluble, bulk, per lb.	0 18
" " " "	0 15
London Pearl per lb.	0 22
Special quotations for cocoa in bbls., kegs, etc.	
Unsweetened Chocolate—	Per lb.
Plain Rock, 1-lb. cakes, 12-lb. boxes	0 40
" " " "	0 40



Sweet Chocolate—

Queen's Dessert 1-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6 1/2-lb. boxes, \$0 41	
Vanilla, 1-lb., 12-lb. boxes per lb.	\$1 35
Parisian 8s, lb.	\$0 30

Royal Navy's, 1/2's, 12-lb. boxes per lb.

Diamond, 7 1/2, 12-lb. boxes, per lb.	0 24
" " " "	0 25
" " " "	0 28

Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.	
--	--

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " nonpareils, 5-lb. box	0 35
" " " " 2 1/2, 5-lb. boxes, lb.	0 78
" " " " 2 1/2, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPF'S

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case, per doz.	\$ 90
" " " "	2 40
" " " "	4 75
" " " "	9 00

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.	
Arthur M. Loucks, Ottawa.	
J. A. Taylor, Montreal.	
Jos. E. Huxley, Winnipeg.	
R. J. Bedlington & Co., Calgary, Alta.	
Standard Brokerage Co., Vancouver, B.C.	

Mott's

Elite, 1/2 (for cooking), doz 50	
Prepared cocoa, 1/2 0 32	
Prepared 1/2's 0 30	



Mott's breakfast cocoa, 1/2's	0 43
" " " "	0 42
" " " "	0 36
" " " "	0 32
" " " "	1 00
" " " "	0 25
" " " "	0 34
" " " "	0 25

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1 and 1/2-lb. cakes	\$0 43
Breakfast cocoa, 1-lb., 1/2, 1 & 5-lb. tins	0 43
German Sweet chocolate, 1 and 1/2-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, 1-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 1

Cracked cocoa, 1-lb. pkgs., 6-lb. bags 0 38
Caracas tablets, 100 bundles, tied 5s, per box 3 00
The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
1 lb. "	0 27
1 lb. "	0 28
1 and 1/2 lb. packages assorted	0 26 1/2
1 and 1/2 lb. " in 5 lb. boxes	0 28
1 lb. " in 5, 10, 15 lb. cases	0 29
1 lb. " in 5, 10, 15 lb. cases	0 31

THE ROBERT GREIG CO., LTD.

White Moss Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 65
"Reindeer" brand per case (4 doz.)	5 60



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.	
Roasted whole or ground. Packed in damp proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " " ground	0 17 1/2
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, 1 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
Lipton's "Special" blend retail wholesale coffee, 1 lb. tins, ground or whole	0 40 0 30

JAMES TURNER & CO.

Moccos	\$0 32
Damasque	0 28
Calro	0 20
Sardar	0 17
Old Dutch Rio	0 12 1/2
PATTERSON'S "CAMP" COFFEE ESSENCE	
Agents, Rose & Lafamme, Montreal and Toronto.	
5 oz. bottles, 4 doz, per doz.	1 75
10 " " " "	3 00
Rep. quart, 1 " "	6 50
Imp.	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb.	
Mo Ja, 1-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epiceures—1-lb. fancy glass jars, per doz. \$3.60.
Cafe l'Aromatic—1-lb. amber glass jars, per doz. \$4.
Presentation (with tumblers), per doz., \$3.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz.	\$8 25
Medium size jars, " "	4 50
Small size jars, " "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz. 18 03	
Med. size " 17 00	
Small size " 12 00	

Roquefort—

Large size, doz.	1 40
Small size, " 2 40	

Confections

THE COWAN CO., LTD.

Cream Bars, 6 1/2's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " " " 10c cakes, 36 in box	2 35
Chocolate Wafers No. 1, 1-lb. boxes, lb.	0 33
" " " " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's

For sale in Canada by The Eby Blain & Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un-covered and num Coupons bered.	
In lots of less than 100 books, 1 kind assorted.	4c.
100 to 500 books	3 1/2c.
100 to 1,000 books	3c.

Allison's Coupon Pass Book.

00 to \$30 books	3 cents each
00 books	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
50 00 " "	12 " "

Cleaner.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

The Davidson & Hay Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.	
Bottles 1-oz., case of 2 doz	\$3 20
" " " " 1 " " "	3 00
" " " " 1 " " "	4 50
" " " "	

Death After Excruciating Pains
RISING SUN  **SUN**
SUN **&** **PASTE**
STOVE POLISH  **STOVE POLISH**
IN CAKES **IN TINS**

for thirty hours. That is the record of the latest accident resulting from the use of inferior, inflammable explosive, liquid stove polish, by little fourteen year old Alma, daughter of O. A. _____, of Wilmington Minn. Nothing could save her life—just think of the suffering.

You cannot afford to take chances of selling the stuff. You are sure your customers won't be blown up or burned when you sell the **RISING SUN** Stove Polish in Cakes and the **SUN PASTE** Stove Polish in Tins. Push what you know is safe.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The
Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED
 14-38 Gray Nun Street, MONTREAL

Any Boy who has One Cent can Turn it Into Ten Dollars

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

W
 Pure
 Ja
 an
 B
 A
 Wa
 57
 Jams
 BATHING WHOLE
 Agents, Rose & L
 1-lb. glass jar, screw
 THOSE
 Prices on applicat
 4-0
 Compound Fruit
 12-oz. glass jars, 2 c
 2-lb. tin, 5 doz. in
 5 and 7 lb. in pall
 CRACKERS
 7 and 14 lb. wood
 30-lb. wood
 Compound Fruit J
 12-oz. glass jars, 2 c
 2-lb. tin, 5 doz. in
 7 and 14 lb. wood
 30-lb. wood
 H. McNamee Jams
 1-lb. glass jar (16
 case
 5, 7, 11 and 30 lb.
 Full
 Assorted
 L. m...
 Oran...
 Rasp...
 Straw...
 Cher...
 Pres...
 THE...
 White...
 1 doz. in...
 doz. 30...



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



Jams and Jellies
BATHEN'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Ladhamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Present application.
C. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 4 doz. in case, per lb. 0 72
5 and 7-lb. tin pails, 8 and 9 pails in case, per lb. 0 72
1 and 1 1/2-lb. wood pails, per lb. 0 07
3-lb. wood pails, per lb. 0 07
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tin, 4 doz. in case, per lb. 0 72
7 and 14-lb. wood pails, 8 pails in case, per lb. 0 72
30-lb. wood pails, per lb. 0 07
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Jelly Powders
THE PURE FOOD CO.
The dainty dessert
Assorted, contains 2 doz. \$2 25
Lemon, " " " " 2 25
Orange, " " " " 2 25
Raspberry, " " " " 2 25
Strawberry, " " " " 2 25
Cherry, " " " " 2 25
Peach, " " " " 2 25

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.
Tiersces... \$0 09
1-bbls. 0 09
Tubs, 50 lbs. 0 09
20-lb. Pails. 1 90
30-lb. tins.. 1 80
Cases 5-lb. 0 10
" 10-lb. 0 09

Licorice
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (36 or 50 sticks)... per box 1 35
" Ringed " 5-lb. boxes... per lb. 0 40
" Acme " pellets, 5-lb. cans... per can 3 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans... per can 3 00
Licorice lozenges, 1-lb. glass jars... 1 75
" " 20 5-lb. cans... 1 50
" Purity " licorice 10 sticks... 1 45
" " 100 sticks... 0 75
Dulce large cent sticks, 100 in box... 0 75



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 shrod marmalade, 2 doz. case, per doz. 1 75

SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " " 2 80
4-lb. tins, " " " 4 65
7-lb. " " " " 7 35
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. " " " " 3 10
7-lb. tins, " " " 8 25



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

Mince Meat.
Wetthey's condensed, per gross net ... \$12 00
per case of doz. net 3 00

Mustard.
COLMAN'S OR KERR'S.
D.S.F., 1-lb. tins... per doz. \$1 40
" 1-lb. tins 3 50
Durham 4-lb. jar... per jar. 0 75
" 1-lb. jar... 0 35
F. D. 1-lb. tins... per doz. 0 35
" 1-lb. tins 1 65

Olive Oil.
LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's ... \$5 75
" pta. 24's 6 50
" 1-pa. 34's 35

Sauces.
PATERSON'S WORCESTER SAUCE.
Agents, Rose & Ladhamme, Montreal and Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75
THOMAS J. LIPTON
Prices on application.

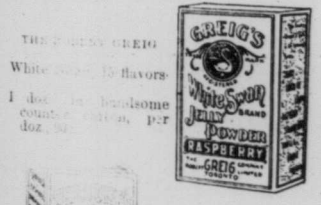
Soda.
COW BRAND.
Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 4-lb. (containing 150 packages, \$3 00.
Case of 1-lb. and 1-lb. (containing 50 1-lb. and 50 1-lb. packages, per box, \$3 00.
Case of 50. pkgs. containing 50 pkgs., per box, \$3

MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages... \$ 75
No. 2, " 130 1-lb. " " " " 3 75
No. 3, " 50 1-lb. " " " " 3 75
No. 5 Magic soda—cases 100—10 ea. pkgs.
1 case 3 85
5 cases 3 75

Soap and Washing Powders.
A. F. TIPPET & CO., Agents.
Mappole soap, colors... per gross \$10 30
" black... " 15 30
Oriole soap... " 10 30
Gloriola soap... " 12 00
Straw hat polish... " 18 30



Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starch—
No. 1 White or blue, 4-lb. carton... \$ 0 07
No. 1 " " 2-lb. " " " " 0 07
Canada laundry... 0 06
Silver gloss, 5-lb. draw-lid boxes. 0 08
Silver gloss, 5-lb. tin canisters... 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kegs silver gloss, large crystal... 0 08
Benson's satin, 1-lb. cartons... 0 08
No. 1 white, bbis. and kegs... 0 04
Canada White Gloss, 1-lb. pkgs... 0 06
Benson's enamel... per box 1 50 to 3 00
Oullinary Starch—
Benson & Co.'s Prepared Corn... 0 07
Canada Pure Corn 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " " or blue, 4 lb. lumps... 0 04
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starch—
Canada Laundry, boxes of 40-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 04
Finest Quality White Laundry—
5-lb. Canisters, cases of 40 lb. 0 07
Barrels, 100 lb. 0 06
Kegs, 100 lb. 0 04



White Soap, 15 flavors
1 doz. in handsome counter display, per doz. \$2 25

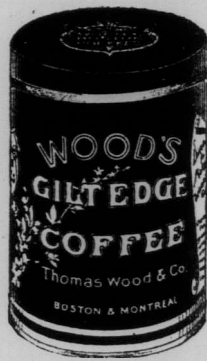
List price
"Shirriff's" (all flavors) per doz. 0 90
Discounts on application.



Scotch Marmalade, 1 and 2 lb. glass jars;
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars;
1, 4, 5 and 7 lb. tins.

THE CANADIAN GROCER

"He's Got the Goods"



ESTABLISHED 1879

This phrase is positive, terse and comprehensive.

The straight-out and straight-forward business man is not awed by competition, because the rock of his foundation is truth, and "he has the goods" to prove assertions.

Therefore when it is emphasized that

WOOD'S COFFEES

are the purest, most deliciously blended, and pre-eminently the BEST the market affords, "we've got the goods" to back the statement up.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
5-lb. toy trunks, 8 in case	0 08
3-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 400 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 56 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Galatinid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 64
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07 1/2
SAN TOY STARCH.	
pkgs, cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07 1/2
Durham corn starch, 40 lb.	0 06 1/2
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" " 2-lb. cartons, 36 lb.	0 07
" " 200-lb. bbl.	0 06 1/2
" " 100-lb. kegs.	0 06 1/2
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 08
" " 1-lb. fancy, 30 lb.	0 08
" " large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 38 lb.	0 08
Akron Gloss, 1-lb. packages, 40-lb.	0 06 1/2
Coldwater Ivory Starch, per box, 40 pkgs.	3 00
Stove Polish.	
Rising Sun, 8-oz. cakes, 1-gross boxes	5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste 5c. size, 1-gross boxes	5 00

ARISING SUN
STOVE POLISH

For durability and for cheapness this preparation is truly unrivalled.

JAMES' DOME BLACK LEAD	
6a size	Per gross \$2 40
2a " "	2 50
NICKLE PLATE STOVE POLISH.	
Pints	2 90
Quarts	5 30
1/2 gallons	5 10
Gallons	4 50
gallons	4 50

Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 600 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2 "
Kegs, 150 lbs.	0 03 1/2 "
2-gal. pails 25 lb.	1 25 each
3 " " 38 1/2 lbs.	1 75 "
Plain tins, with label—	
3 lb. tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " " "	2 65
30 " " " "	2 60
(5, 10 and 20 lb. tins have wire handles.)	
ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2 "
Kegs, 150 lbs.	0 03 1/2 "
2-gal. pails 25 lb.	1 25 each
3 " " 38 1/2 lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " " " "	2 75
10-lb. " " " "	2 65
20-lb. " " " "	2 60

Teas.

SALADA
CEYLON TEA

SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1's, 1/2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's and 1's	0 30	0 40
Red Label, 1's and 1/2's	0 35	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA

LIPTON
EXTRA CHOICEST BLACK TEA
CEYLON AND INDIA.
BLEND A

Thomas J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only.

Green label, 1's only	0 20	0 25
Blue " " 1/2's and 1's	0 24	0 30
Orange " " 1/2's and 1's	0 30	0 40
Pink " " 1/2's and 1's, tins	0 35	0 50
Red " " Dominion blend,		
1/2's and 1's	0 44	0 60
Gold " " Afternoon blend,		
1/2's and 1's	0 50	0 70

LUDELLA
CEYLON TEA

Blue Label, 1's	\$0 20	\$0 25
Blue Label, 1/2's	0 21	0 25
Orange Label, 1's and 1/2's	0 23	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60

LAPORTE, MARTIN & OIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 80 lbs	0 19

"CROWN" BRAND

Red Label, 1-lb. and 1/2's	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2	0 30	0 35
apan 1's	0 19	0 35

BLUE RIBBON
TEA CO., TORONTO

Wholesale. Retail.

Yellow Label, 1's	0 21	0 25
" " 1/2's	0 21	0 25
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's and 1/2's	0 25	0 35
Red Label, 1's, 1/2's and 1's	0 30	0 40
White Label, 1's, 1/2's and 1's	0 35	0 50
Gold Label, 1's and 1/2's	0 42	0 60
Purple Label, 1's and 1/2's	0 55	0 80
embossed, 1's and 1/2's	0 70	1 00

RAM LAL'S
PURE
INDIAN TEA

Cases, each 60 1-lb. \$0 55
" " 60 1-lb. 0 55
" " 120 1-lb. 0 55

MELAGAMA TEA.

MELAGAMA
TEA

put up in 60 and 100 lb. boxes.

Black, green, mixed, 1/2's	0 70	1 00
" " " " 1/2's	0 55	0 80
" " " " 1/2's	0 42	0 60
" " " " 1 lb. & 1/2's	0 40	0 60
" " " " 1 lb. & 1/2's	0 35	0 50
" " " " 1 lb. & 1/2's	0 30	0 40
" " " " 1 lb. & 1/2's	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

KOLONA
PURE CEYLON TEA
BLACK

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 20
" " 1-lb.	0 21
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

WOOD'S
PURE
PACKAGE
TEA

THOMAS WOOD & CO.
Montreal and Boston

Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	40 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 60
" Rosebud, 7s	0 51

Chewing—Currency, 12s. and 6s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bob, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 8s. and 13s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 58

JOS. COTE, QUEBEC

Cigars, per thousand

Cote's Fine Cherokees, 1-10	\$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-30	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. OI, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1/2, 1-12—1-6.	0 40
Quessel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, 1/2-lb tins	0 75
" " 1-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	\$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BROCK'S BAMBOO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

A-4 string, plush finish	\$4 70
B-4 " fancy "	4 00
C-4 " plush "	4 10
D-4 " fancy "	3 95
F-4 " wire "	3 65
G-3 " " "	3 40
I-3 " " "	2 90

CANE'S WIRE HOOP WOODEN BOXES.

No. 0, per doz.	\$11 00	No. 1, per doz.	9 00
No. 2, " "	7 50	No. 3, " "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	\$1 50
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	\$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

5 gross loose, per case	5 cases, single
4 " packages, per case	0 55
6 " " " "	0 62
	0 82
	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	\$1 10
Gillett's cream yeast, 3 doz. in case	1 0

CLASSIFIED LIST OF ADVERTISEMENTS.

- Baking Powder.**
Gillett, E. W., Co., Toronto.
National Drug Co., Montreal
Royal Baking Powder Co., New York
- Biscuits, Confectionery, Gum, Etc.**
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingsley Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
- Brooms, Brushes and Woodenware.**
Nelson, H. W., & Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.
- Canned Goods.**
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont
- Cannery Supplies**
Acme Can Works, Montreal
Norton Mfg. Co., Hamilton
Sanitary Can Co., Niagara Falls, Ont.
Schram Automatic Sealer Co., St. Louis
Stécher Litho. Co., Rochester, N.Y.
- Cash Sales Books**
Carter-Crume Co., Toronto
- Cheese Cutters**
American Computing Co., Indianapolis
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougal, D. & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.
- Clutch Nails, Nail Hooks, Strap-
ping, Etc.**
Warrington, J. N., Montreal.
- Cocoas and Chocolates.**
Baker, Walter & Co., Dorchester, Mass.
Chocolats Meurisse, Montreal
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestlé's Chocolate, Montreal.
- Cocoanuts.**
Canadian Coconut Co., Montreal.
- Computing Scales.**
Computing Scale Co., Toronto.
- Concentrated Lye.**
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.
- Cotton Seed Products.**
Brayley, J. M., Montreal
- Counter Check Books.**
Carter-Crume Co., Toronto
Merchants' Counter Check Book Co.,
Toronto
- Crockery, Glassware and Pottery.**
Campbell's, E. Sons, Hamilton.
- Dairy Products and Provisions.**
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto
Nickerson & Hart, Halifax, N.S.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
- Dog Food**
Spratt's Dog Food, Montreal
- Feathers**
Poulin, P., & Co., Montreal
- Financial Institutions & Insurance**
Bradstreet Co.
- Fish**
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Cassidy John E., Montreal
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McLea, J. & R., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.
- Flavoring Extracts.**
Captain Mfg. Co., Toronto.
Imperial Extract Co., Toronto.
- Fluid Beef.**
Bovril Limited, Montreal.
- Foreign Importers.**
Scott, David, & Co., Liverpool, Eng.
- Fruits—Dried, Green, and Nuts.**
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
- Gelatins.**
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.
- Grain, Flours and Cereals, Seeds**
Greig, Robert, Co., Toronto.
Harty, J. B., Pictou N.S.
Kirouac, Nap. G., & Co., Quebec.
Nicholson & Bain, Winnipeg.
Paradis, O. A., Quebec
Western Canada Flour Mills Co., Toronto
- Grocers—Wholesale.**
Adelstein, P., Montreal
Balfour, Smye & Co., Hamilton.
Bell, Thos., & Sons, Montreal
Boyd Co., Port of Spain, Trinidad
Ozo Co., Montreal.
Carter, S. J. & Co., Montreal.
Casson, John, & Co., Toronto
Chaput Fils & Cie, Montreal
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie, Montreal
Kinnear, T., & Co., Toronto
Kerrigan, Lind, & Co., London, Ont.
Laporte, Martin & Co., Montreal
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
- Grocers' Grinding and Packing
Machinery.**
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago
- Infants' Foods.**
Keen, Robinson & Co., London, Eng.
- Jams, Jellies, Etc.**
Badger—Rose & Laflamme, Montreal.
Goodwillie—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.
- Labels**
Stecher Litho. Co., Rochester, N.Y.
- Manufacturers' Agents, Brokers and
Commission Merchants.**
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bunnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal
Dunn, Wm. H., Montreal and Toronto.
Elson & Whitlock, Moose Jaw, Sask.
Evans, F. G., & Co., Vancouver, B.C.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfld.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Richards, S. O., Winnipeg
Rutherford, Marshall & Co., Toronto.
Ryan, Wm. Co., Toronto.
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto
- Matches.**
Improved Match Co., Montreal.
- Meat.**
Captain Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytte, T. A., Co., Toronto.
Wagstaffe, Limited, Hamilton.
Wethey J. H., St. Catharines.
- Nutmegs**
Binks, Chas. H., & Co., Montreal
- Office Supplies.**
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto
- 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.**
Captain Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal
Paterson's—Rose & Laflamme, Montreal.
- Poison, Rat**
Common Sense Mfg. Co., Toronto
- Polishes—Metal.**
Oakley, John, & Son, London, Eng.
Nickle Plate Stove Polish Co., Chicago
- Polishes—Shoes.**
Dalley, F. F., Co., Ltd., Hamilton, Ont.
Hawes, Ed., & Co., Toronto
- Polishes—Shoes.**
Hawes, Ed., & Co., Toronto
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.
Nickle Plate Stove Polish Co., Chicago
- Poultry and Game**
Poulin, P. & Co., Montreal
- Printing.**
Barnard Frank H., Toronto.
- Refrigerators.**
Eureka Refrigerator Co., Toronto.
Hillock, John, & Co., Ltd., Toronto.
- Salt.**
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
- Soap.**
La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.
- Soda—Baking.**
Church & Dwight, Montreal.
- Starch.**
Edwardsburg Starch Co., Cardington, Ont.
Storage and Warehouses.
Terminal Warehouse & Carriage Co.,
Montreal.
- Store Fixtures, Show Cases, Etc.**
James J. Howell, Toronto
Sexton Mfg. Co., Toronto
Walker Bin & Store Fixture Co., Berlin
- Sugars, Syrups and Molasses.**
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardington, Ont.
Girard, P. J., Richmond, Que.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Ross, I. G., Toronto
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
- Tacks.**
Bazin Mfg. Co., Quebec, P.Q.
- Teas, Coffees, and Spices**
Balfour, Smye & Co., Hamilton.
Branson and Co., London, Eng.
Brayley & Co., Montreal.
Ceylon Tea Association
Chase & Sanborn, Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. O., Regina, Sask.
Wood, Thos., & Co., Montreal.
- Veterinary Remedies**
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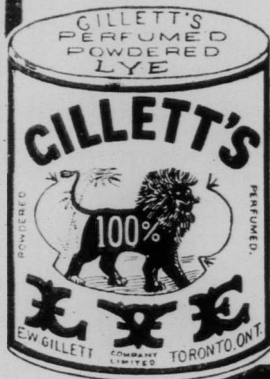
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