

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, MAY 24, 1907.

NO. 21.



Quality counts more than price with the careful housewife.  
That is why

## Keen's Oxford Blue

has always had her preference.

For sale by every jobber in Canada

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

To Sell

## Bensons' "Prepared" Corn

(The Original yellow package)

is to sell the best starch for cooking purposes  
Unequaled for puddings, blanc mange, etc.

You always sell more of these goods during the sum-  
mer months — To give the BEST is to hand out  
BENSONS'

For Sale by all Jobbers

**EDWARDSBURG STARCH CO., Limited**

53 Front St. East  
TORONTO, Ont.

ESTABLISHED 1858

WATER-  
LOOZING  
CARDINAL, Ont.

St. James Street  
MONTREAL, P.Q.



# WHAT'S IN A NAME?

is often asked by many people. There is everything in it when that name is Crosse & Blackwell on a package of preserves, pickles, chutneys or other food products packed by the firm, for it is synonymous with "the highest quality at the most reasonable price". The reputation of C. & B's. goods has stood the test of time and has been achieved by honest merit and the maintaining of the highest standard of quality. Ever since the founding of the firm in 1706 their goods have possessed a reputation for quality and value unexcelled by any and approached only by a few.

The grocer who stocks C. & B. goods can rely upon their reputation alone selling for him many dollars worth; for when the best is wanted, C. & B. goods are universally asked for.

## CROSSE & BLACKWELL,

LTD.

SOHO SQUARE, LONDON, ENGLAND.

---

AGENTS,

C. E. COLSON & SON,

MONTREAL.

---

SPECIAL LINES FOR THE SEASON



French Imperial Plums, Crystallized Fruits,  
Preserved Ginger, Tarragon Vinegar, Malt  
Vinegar, Lucca Salad Oil.



## ORDER NOW

### "Thistle" Finnan Haddies

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

Packed in Scotland.

Distinguished from all others because **REAL HADDIE**. Many times better than any other packed because not cheap mixed fish. An honest production from best material. Palatable, wholesome. Keep perfectly in any climate. "The Haddie that draws trade and holds it."

### Hannah's Pickles

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents

Montreal.

Toronto.

### Fry's Cocoa.

Absolutely Pure Cocoa with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

*Sold by leading wholesalers*





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

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

**CALGARY**

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

**HALIFAX, N.S.**

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

**HAMILTON.**

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

**MONTREAL**

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

**MONTREAL.**

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

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

**REGINA.**

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

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

**TORONTO.**

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

**PRUNES**  
"CARNATION" BRAND  
SANTA CLARAS  
IN STORE  
Quotations at request.  
**Anderson, Powis & Co.**  
Toronto Agents

**TORONTO.**

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

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

**COLLECT YOUR OWN DUES!**  
IF YOU CANNOT  
**RICHARD TEW & CO.**  
CAN DO SO FOR YOU.  
NOTE BOTH ADDRESSES  
23 Scott St. and 28 Front St. East  
TORONTO, ONT.

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

**VANCOUVER.**

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

**WINNIPEG.**

DO YOU wish to extend your business to this GREAT WEST COUNTRY  
WE CAN handle your account to our MUTUAL ADVANTAGE.  
Correspondence solicited. Established over 19 years  
**George Adam & Co.**  
Wholesale Brokers and Commission Merchants  
WINNIPEG, MANITOBA

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

(Continued on page 4.)



# IT PAYS YOU!

The up-to-date, twentieth century Grocer requires three qualifications for the goods he handles.

1. They must be **GOOD GOODS.**
2. They must have **QUICK SALES.**
3. They must show **LIBERAL PROFITS.**

“Blue Ribbon” Tea combines these requirements. It is absolutely pure, our customers can recommend it with every confidence. It is extensively advertised from coast to coast, and the demand is ever-increasing.

Finally, “Blue Ribbon” Teas show an average Profit of  $38\frac{1}{2}$  per cent.

**THE BLUE RIBBON TEA CO.**

**12 Front Street East, TORONTO**



THE CANADIAN GROCER

Manufacturers' Agents—Continued.

**STUART WATSON & CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

**T. E. CHAREST**

MANUFACTURERS' AGENT

11 ST. GABRIEL ST., QUEBEC

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

**EXPORT TRADE DEPARTMENT**

*Firms Abroad Open for Canadian Business*

**JAMES METHVEN, SON & CO.**

St. George's House  
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and  
Bakers in Great Britain. We also ship several British lines  
to United States and Canada. Correspondence invited.

**A. C. DOUGHTY & CO.**

Head Office, 39 Eastcheap, LONDON.

PROVISION IMPORTERS  
Invite consignments of Bacon, Hams, Butter, Cheese and  
Poultry. Telegraphic Address: Avoching, LONDON.  
Codes: A.B.C. 4th and 5th editions, A1, Western Union.  
Highest References.

**HENRY COLBECK**

NEWCASTLE-upon-TYNE.

Invites consignments of green and dried fruits. Newcastle  
is the centre of one of the largest mining and industrial dis-  
tricts in the United Kingdom, with a population of upwards  
of 5,000,000 within a 20-mile radius.

**DAVID SCOTT & CO.**

Established 1878. 10 North John St.  
LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a ship-  
ment of CANNED GOODS.  
T. A.—Scottish, Liverpool.

**JAMES MARSHALL**

ABERDEEN, SCOTLAND,

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

**W. C. GREGSON & CO.,**

PROVISIONS CEREALS POULTRY  
LIVERPOOL, Produce Exchange Bldg.

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

GENERAL AGENTS

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

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"  
"Made in Canada" from specially selected pulp. Let us send you samples.



**CANADA PAPER CO.**

LIMITED

Toronto

Montreal

Windsor Mills, Que.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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HALIFAX, N.S.  
OTTAWA, ONT.

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

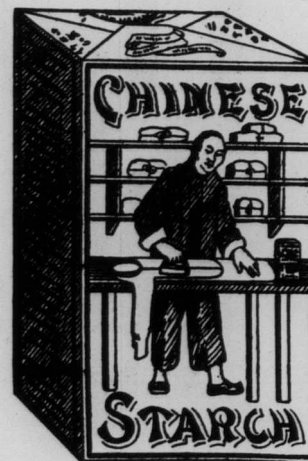
**G. B. THOMPSON**

Wholesale Broker and Commission  
Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited



Right in line for the  
Spring cleaning.

**Best of all Laundry  
Starches.**

OCEAN MILLS, MONTREAL

**BOY WANTED**

ANY BOY in every  
town and village in  
Canada can earn many  
dollars by selling our  
publications among his  
neighbors and rela-  
tives and business  
men.



YOU can begin at once.  
No money needed to  
start. We will provide  
you with capital. A watch  
to the boy who does  
good work, as special  
prize.

Write at once to

**THE MACLEAN PUBLISHING CO.**

10 Front St. E., TORONTO

**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.



"Grocer Hashisownbrand bought flour of a firm of good millers and sold it under "Peerless" Brand. He worked up a large and profitable trade, when the siren came, in the person of a talkative salesman of another mill, who offered what he claimed was as good or better flour for 50 cents per barrel less. The bait was taken, and in three months Hashisownbrand had lost his trade in Peerless flour and then excused himself with 'I didn't mean to.'"

## **DO YOU SEE THE POINT?**

**Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynvalley, Maple Leaf, Lion, Thistle, Grand River and White Rose Brands have been on the market for over a quarter of a century.**

You have been selling some, or all of these brands ever since you have been in business. You know that your Customers have been well satisfied. You know that the Canners' guarantee is behind every tin, and that you run no risk.

DON'T listen to the siren. HOLD FAST to those Brands that have satisfied your customers in the past.

On the chance of making a few extra cents you cannot afford to lose your trade.

**CANADIAN CANNERS, Limited**



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

# OLD HOMESTEAD BRAND

## Canned Fruits and Vegetables

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

Canada's  
Ideal  
Canning  
Factory



Home  
of Old  
Homestead  
Brand

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

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# The Old Homestead Canning Co.

PICTON, ONTARIO



THAT'S IT



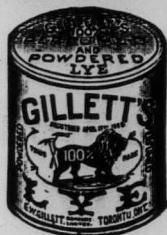
We are the originators and specialists in the modern and profitable way of handling Tea. Our sales represent a combined weekly output of

**50 Tons**

And every pound is "SALADA" in sealed airtight lead packets only  
**NOT A POUND IN BULK**

You cannot afford to ignore "SALADA" when placing your Tea orders. } Write us for samples and terms and we will speedily convince you.

Address "SALADA" Toronto and Montreal



**A Thorough Cleaner.**

Fame comes in the wake of worth. The many and varied uses to which

**Gillett's Lye**

can be so satisfactorily put have made it supreme in the esteem of every house-keeper in the land.

Go-ahead Grocers sell it. Do you?



ESTABLISHED 1852.

You choose wisely when you choose

**STERLING  
BRAND  
PICKLES**

It's all-important that you satisfy your customers' wishes. These famous Canadian-made pickles always satisfy.

Remember Other Sterling Brand Relishes

**The T. A. LYTTLE CO.**

Limited

TORONTO, CANADA





## National Licorice Co.

Brooklyn, N.Y.

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

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

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

## "Gingerbread"

BRAND

## Molasses

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

Put up solely by

## Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

### Agents

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

When Ordering

## Valencia Raisins

Remember these Marks—

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

"W. Abel" Standard Quality

4 Cr. Layers  
Selected  
Fine Off-Stalk

They will please you.

Packed by

**Mahiques, Domenech & Co.**

Agents: ROSE & LAFLAMME

Montreal and Toronto

## Are You Looking For a Saleable Specialty

that will satisfy your customer and make money for you?

## PATERSON'S WORCESTER SAUCE

exactly fulfils these requirements.

ROSE & LAFLAMME,  
AGENTS,  
MONTREAL & TORONTO





THE CANADIAN GROCER

**QUAKER  
CANNED  
GOODS**

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Packed by

**The Bloomfield Packing Co.**

at Bloomfield, Ont.



THE CANADIAN GROCER

# MOLASSES

Barbadoes, West India, New Orleans

Barrels, Half-barrels, 2-lb. and 3-lb. Tins

## Thomas Kinneer & Co.

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

An article such as this  
always does you credit

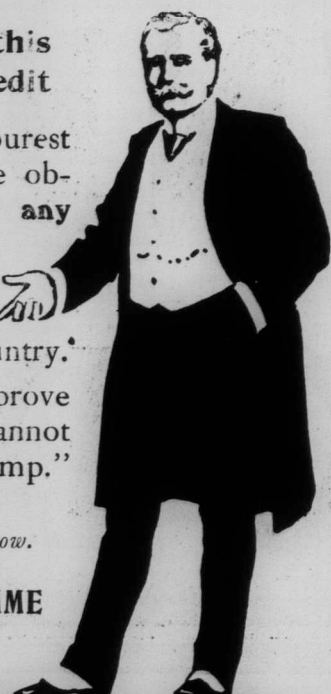
'CAMP' COFFEE is the purest  
and most reliable coffee ob-  
tainable **anywhere at any**  
**price.** That's why it  
has made a grand name  
for itself both here  
and in the Mother Country.

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

Manufactured by  
R. Paterson & Sons, Glasgow.

Agents: **ROSE & LAFLAMME**  
**MONTREAL.**

# 'CAMP' COFFEE



Pure Food is Essential  
to Good Health

Grocers Buy

### Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This  
is something new — a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars,  
every pound guaranteed pure.

### Wagstaffe, Limited

PURE FRUIT PRESERVERS  
HAMILTON, ONT.

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

## GROCERIES

We search the the world's markets for the best things.  
No purer foods can be found than those we sell, and we work on a very small margin of  
profit. If you want purity and cleanliness, come here to buy.

**DUCHESS BRAND** } **BAKING POWDER**  
**EXTRACTS, SPICES**

Try the celebrated pastry Flour "Two Sisters."

**T. A. Bourque & Co.,** Wholesale Grocers **Sherbrooke, Que.**



# TWO NEW LINES

## **WHITE SWAN PANCAKE FLOUR** *self-rising*

A product of wheat, corn and rice-blended to produce a delightfully wholesome pancake flour.

There is nothing quite so tasty for breakfast as a nicely served plate of griddle cakes.

There is nothing that will make them half so good as **WHITE SWAN PANCAKE FLOUR**.

It is the best yet.

Three dozen packages in a case.

## **WHITE SWAN WHEAT KERNELS**

Made from the heart of the finest wheat, it is essentially the **Cream** of the wheat and as a healthful food cannot be equalled.

Not heating to the blood therefore particularly desirable for for warm weather use.

It can be used either as a breakfast cereal or prepared as dessert for luncheon or dinner—tasty either way.

Three dozen packages in a case.

### **Both WHITE SWAN Quality**

THESE ARE WINNERS—

HAVE SOME?

**The ROBERT GREIG COMPANY, Limited**  
WHITE SWAN MILLS  
TORONTO

# PHENIX!

This is the name of the new washing powder we are putting on the market.

Have you had a trial order yet? Many grocers have already sent in repeats. They find Phenix sells wonderfully well.

It's the season to push Phenix, and live grocers are making money through handling it.

Are you a live grocer?

Let us tell you more about Phenix. We will if you write us.

**AGENTS REQUIRED EVERYWHERE!**

Distributing Agents for Canada

**C. A. CHOUILLOU & CIE.**

14 Place Royale

MONTREAL

## 2 in 1 The Grocer's Ally

A shoe Polish which preserves leather and adds months to the life of shoes should be stocked by all discerning grocers



## 2 in 1

differs from all other shoe polishes because it is a leather food par excellence and the product of a secret process of manufacture.

Tell your jobber that you read about 2 in 1 in the Canadian Grocer.

**The F. F. Dalley Co.**  
LIMITED

Hamilton, Canada.

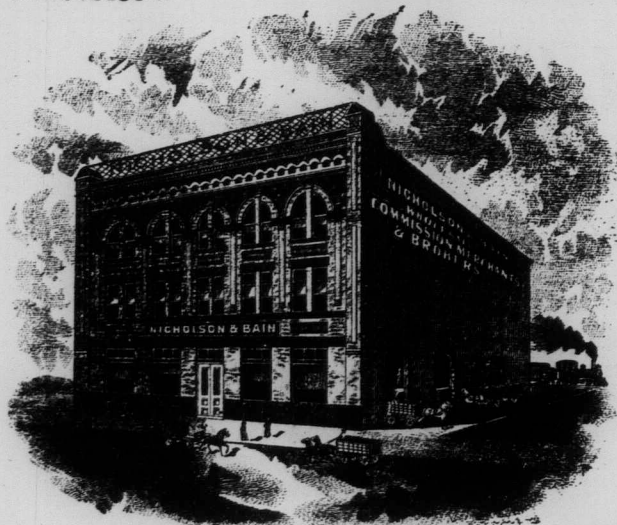
Buffalo, U.S.A.



E. NICHOLSON.

CABLE ADDRESS: D N BAIN  
NICHOLSON, WINNIPEG.

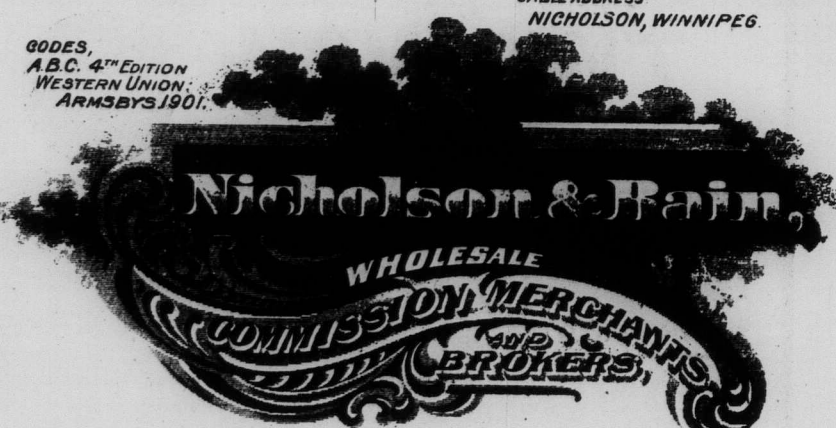
GODES,  
A.B.C. 4<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901.



BANNATYNE ST. EAST  
TRANSFER TRACK.

NO. 3

*Winnipeg.*



CALGARY BRANCH NICHOLSON & BAIN

## Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

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

**NICHOLSON & BAIN**

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG  
Established 1882

CALGARY

WINNIPEG

EDMONTON



## **TO MANUFACTURERS !**

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

**We are still open for a few more good lines.**

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Manager.**

**144 Water Street**

**VANCOUVER, B.C.**

## **St. George's Baking Powder**

**will prove to be a better seller than any other Baking Powder you ever carried**

People are being educated on every hand into the importance of *pure Food.*

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles *must* cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

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





# Don't Turn Your Back

ON SUCH AN OPPORTUNITY OF INCREASING  
YOUR BUSINESS AS YOU WILL HAVE IN THE

## Greater Montreal Pure Food Show

TO BE HELD AT **THE STADIUM**, CORNER  
DULUTH AVE. AND ST. HUBERT ST., MONTREAL

**July 1st to 7th,  
1907**

Write to-day for full particulars  
if you have not yet obtained  
a booth.

Do not wait till the last minute,  
you stand a poor chance then.  
Booths are on sale at reason-  
able prices.

The fair will be up-to-date in  
every respect.

**Delays are Unprofitable!**

---

**Montreal Grocery  
Clerks' Association**

J. B. E. POIRIER, Treasurer

74 Notre Dame St. E. **Montreal**





# CANADA'S DEMANDS

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive every attention. On May 1 last our new Canadian branch, under the management of Mr. A. E. Carson, was opened and all correspondence relative to the Canadian trade should now be addressed to

**THOMAS J. LIPTON, 75 FRONT ST., E.  
TORONTO**

**Tea  
Merchant**



**HIS MAJESTY THE KING**

**By Special  
Appointment**

**WHERE THE BRITISH FLAG IS FLOWN  
THERE THE FINEST TEA IS GROWN**

**THE FINEST TEA  
IN  
THE FINEST PACKAGE**

**—THE TEA OF KINGS  
—THE KING OF TEAS**

# LIPTON'S TEAS

**PACKED IN AIRTIGHT TINS ONLY**



## A Delicious Cup of Coffee

Our 1-lb. tin "CLUB" brand COFFEE at 33 cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"CLUB" BRAND. Try us,— that is all we ask to convince you of the superior value of "CLUB" COFFEE.

### S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell, Main 65  
Merchants 522

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171

Telephone orders receive prompt attention

## Wholesale Grocers and Jobbers

When estimating Spring requirements  
get our prices on following lines:

Raw and Refined

Walnuts

Raisins

Sugars

Almonds

Currants

Molasses

Filberts

Shelled Nuts

Either for import orders or from spot consignments

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

## KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

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

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS:

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

KENNETH MUNRO, Coristine Bldgs., Montreal

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

KYLE & HOOPER, Front St. East, Toronto

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

KOPS BREWERY,

- FULHAM, LONDON, S.W.



A few lines of ours that should make you think. Value in every one of them.

**Coffee** "TARTAN" brand, "ROYAL STEWART" blend, to retail at 40c. lb.  
 "GORDON" " " 30c. "  
 "ROB ROY" " " 25c. "

**Vinegar** You'll be buying it now. Be sure you get our  
**IMPERIAL VINEGAR.** It's right. All grades.  
 Brls.,  $\frac{1}{2}$  Brls. and Kegs.

Specials in **FIGS, PRUNES** (all sizes), **DATES, RAISINS** and **CURRENTS.**

Phone 596 free to buyers. Use the 'phone.

**BALFOUR, SMYE & CO.**

Wholesale Grocers, - - HAMILTON

THE LATEST ON THE  
 MARKET

**BEE BRAND  
 JELLY POWDER**



Retails at 6 for 25c. with good profit. An enormous seller.

Our **Special Box** contains six flavors—

- RASPBERRY**
- STRAWBERRY**
- LEMON**
- PINEAPPLE**
- CHERRY and**
- NUTTO**

but we pack any flavor required.

*Write us for free samples and prices*

**Snowdon, Forbes & Co.**

449 St. Paul Street  
**MONTREAL**

Buy only

**RIVERDALE BRAND**

Canned Goods.

WHY?

**The Lakeside Canning Co.**  
 WELLINGTON, LIMITED . ONTARIO

**BECAUSE**

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

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

Remember to order

**RIVERDALE BRAND**

**The Lakeside Canning Co.**  
 WELLINGTON LIMITED . ONTARIO



## There's a Smack

about the Flavor of

## Aroma Tea and Aroma Coffee

that appeals to drinkers.  
There's a steadiness in the growth  
of your trade and profits in hand-  
ling these lines, and that makes a  
grocer glad.

—  
**Ask Our Travellers**  
—

# W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

Manufactured by

THE

## CANADA SUGAR REFINING CO.

LIMITED

Montreal



### Dirty Canvas Shoes

MADE PERFECTLY

CLEAN AND WHITE

BY USING

WHITTEMORE'S  
"QUICK WHITE"  
COMPOUND

In liquid form, so can be  
QUICKLY and EASILY applied.  
No white dust. No rubbing off.

To those using the hard  
white cakes put up in metal  
or wood boxes, would say  
that by using "Quick White"  
you will have your shoes all  
finished before you could  
get the hard cakes softened  
up enough to begin using.

Just try "Quick White"  
once and it will work so  
quick and easy and make your  
shoes look so clean and white  
that you will always use it.  
Also the following colors for  
canvas shoes: Baby Blue,  
Alice Blue, Red, Green,  
Pink, Lavender, Cham-  
pagne, Coral, Purple, Light  
and Dark Gray; in the  
same sizes and at the same  
prices as "Quick White."

For 1907 a sponge in  
every bottle, so always ready  
for use.

Large, per gross, \$24.00;  
10c. size, \$10.00.



### DANDY RUSSET COMBINATION

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

Large size, per gross  
\$24.00

STAR RUSSET  
COMBINATION

10c. size, per gross,  
\$9.00.

RUSSET PASTE:  
Dandy, large, gross,  
\$9.00

Red Fox, med.,  
gross, \$5.00

### "ELITE" Combination.



The only first-class  
article for ladies'  
and gents' "Box  
Calf," "Vici Kid"  
and all black shoes.  
The only polish en-  
dorsed by the manu-  
facturers of Box  
Calf leather. Con-  
tains oil, and posi-  
tively nourishes  
and preserves lea-  
ther and makes it  
wear longer.

Blacks and polishes.

Per gross, \$24.00

"BABY ELITE" Com-  
bination, 10c. size, per  
gross, \$10.00.

Whittemore's Polishes Won the "GRAND PRIZE"  
at St. Louis over all competitors.



### "GILT EDGE"

The only black dress-  
ing for Ladies' and Chil-  
dren's Shoes that posi-  
tively contains OIL.  
Softens and preserves.  
Imparts a beautiful  
lustre. Largest quantity,  
finest quality. Its use  
saves time, labor and  
brushes, as it

SHINES WITHOUT  
RUBBING

Always ready to use.  
Also for gents' kid,  
kangaroo, etc.

Per gross, \$24.00.

### "Superb Patent Leather Paste."



For giving all kinds of Patent or shiny  
leather shoes a quick, brilliant and water-  
proof lustre without injury to the leather.

Large size, per gross, . . . \$9.00

Medium size, in blue tin boxes, per gross, . . . 5.00

Per doz., 1-4 lb. boxes, . . . 1.80

Per doz., 1-2 lb. boxes, . . . 3.00

THE WORLD'S  
STANDARD

# WHITTEMORE BROS. & CO.

ONCE USED  
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World.

ASK YOUR JOBBER FOR WHITTEMORE'S SHOE POLISHES.



## TIME FOR CAUTION



The market in Canned Goods continues so very active the temptation will be to buy inferior grades rather than pay the higher prices. We urge grocers in their own interest to stick to lines they know to be good, and to get their orders placed without a moment's delay. The new output of "Essex" goods is a step nearer perfection than anything previously attempted in Canada, with nothing in sight to equal them for quality and flavor.

Telephone and telegraph orders receive prompt attention.

## The Essex Canning and Preserving Co.

8 Wellington St. E., - TORONTO

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

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



And it is  
well adver-  
tised. Peo-  
ple are  
looking for  
the trade  
mark.

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

The ROYAL CROWN Limited,  
Winnipeg, Man.

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

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

23

### DON'T BUY CALENDARS

until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant.

Our prices will interest you.

#### If You Cannot Wait

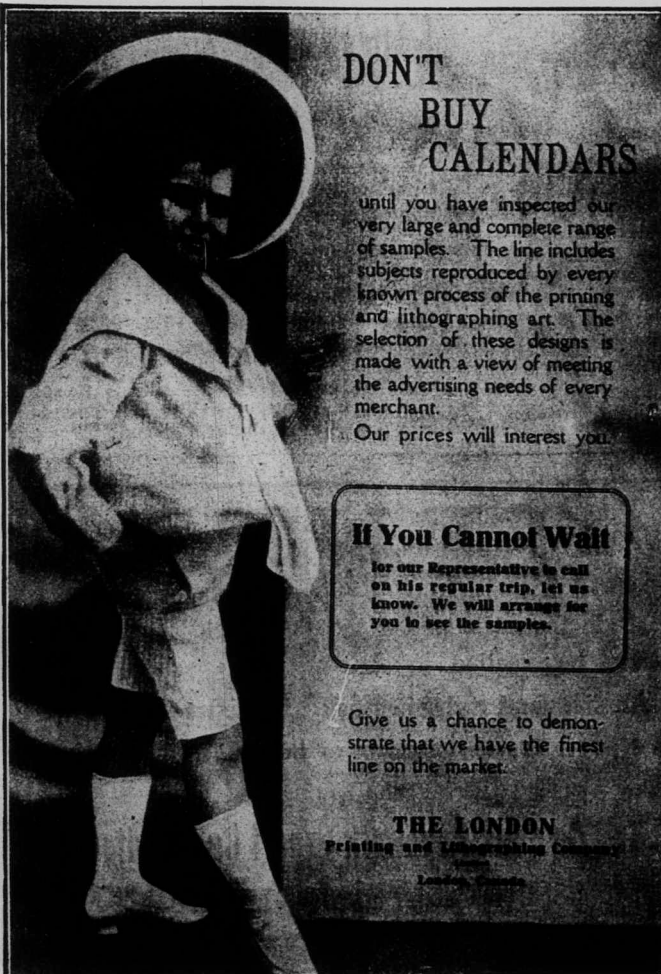
For our Representative to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market.

#### THE LONDON

Printing and Lithographing Company

London, Ontario



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5.00  
1.80  
3.00  
  
IES.



# Grocery Sugar

We offer a nice, bright, dry crystal grocery yellow in barrels at an attractive price. **See our travellers.**

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers, TORONTO



## Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect satisfaction.

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



**Competition Can't Conquer**  
our "White Moss Coconut"  
either in purity or excellence.

Our Motto  
Once a customer, always a customer.

**Canadian Coconut Company**  
107 Lagachetiere St. West  
**MONTREAL**

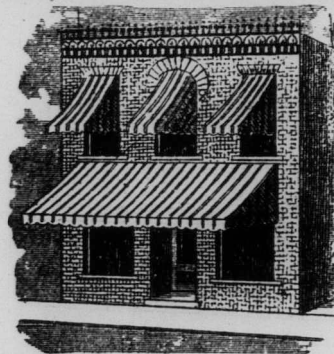


## Don't Grope Around in the Dark

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

### One Cent Per Word

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



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

# TENTS

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

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

**The Gourock Ropework Export Co., Limited**

28 St. Peter Street, Montreal

# BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL  
JOBBER'S

3/4-lb. tins—8 doz. in case.



# What Kind of a Collector Are You?

Have you people on your books who should pay, but don't?

Have you people who should pay but whom you don't wish to offend by pressing?

Have you people dealing at other stores because they owe you?

If you have—and the average retailer has—this advertisement will interest you and show you how to save time, postage and worry, give you ready money for your old overdue accounts and notes and simplify your whole credit business by one-half.

It doesn't make any difference how large or how small, how old, how long outlawed, or where the parties have gone, we can collect for you if at all possible and cheaper than any lawyer or agency.

You give your lawyer fifty cents to write a letter and five dollars to represent you in division court on one account. We'll do more work and better work on one hundred for the same money, and if we lose the cases, refund the money.

Will your lawyer?

Our plan is to send you an outfit of letters printed on our office paper and complete instructions for handling the account and using these letters, which are filled out as to name and amount by you and mailed to the debtor.

While we figure prominently in the transaction, **WE RECEIVE NO MONEY OR COMMISSION** other than the original price of the system.

You handle all the money and the accounts never pass out of your control.

You spend an average of three cents per month now, billing a slow customer; **OUR SYSTEM** costs very little more and **BRINGS RESULTS**. You know what your own plan does.

You have right now lots of single accounts on your books that you would gladly pay from one to five dollars to see safely in the till.

We'll handle these for five cents each and guarantee you better results than you can attain yourself.

Our system has been in use by many retailers during the last five years and with marked success, and we will gladly refer you to many of our clients upon receipt of a card from you.

The price of the system complete with supplies for 100 accounts is five dollars, and those who have used it during the last five years would not part with it for many times its original cost.

We find, however, that many retailers have not 100 accounts on their books, so in order to accommodate these and to enable anyone to give this system a trial at a merely nominal charge, we have had a number of sets made up as follows:

Full System, 50 accounts .....	\$3.00
Full System, 25 accounts .....	2.00
Full System, 10 accounts .....	1.00

Select the set which meets your requirements—best mail us an express order for that amount—and we'll forward prepaid the most complete collecting system in Canada. Give it a trial, and if it does not pay for itself in three months, say so, and we'll send you your money quickly and gladly.

Very truly yours,

## THE IMPERIAL COLLECTING AGENCY

Box 202, - TORONTO



# BRANSON'S 'SHEREEF'

COFFEE WITH  
CHICORY

SHEREEF is a quick seller, and grocers who stock it,  
need keep no other.

Is absolutely pure and of highest quality.

**Large Bottles. Price Right.  
Quality Right.**

In fact it's **ALL RIGHT** and stands unrivalled.

Canadian Agents

Manufacturing Works  
CLAPHAM, s.w., LONDON

**GREEN & CO.,** 23 Scott St., **TORONTO**

**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 Over 50 Years

**DARLING & BRADY**

Manufacturers of  
The Well Known

**CLIMAX SOAP**  
A HIGH CLASS HOUSEHOLD SOAP

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

**NO PREMIUMS** **PRICES RIGHT**

**SAMPLES AND PRICES  
ON APPLICATION**

96 St. Charles  
Borromee Street, - **Montreal**



# IMPERIAL VINEGAR

The highest quality that can be made.

Made under the supervision of the Inland Revenue Department.

Sale is steadily increasing.

It will not cost much to try a package and will result in extending the Vinegar trade of those who have never stocked it, and will give a fair show.

Our travellers have samples and full particulars.

If they don't call, phone or write.

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

## To Manufacturers' Agents

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

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

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



## OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.  
The only castile laundry soap on the market.

A distinctly Olive Oil soap.

Manufactured by

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

THE BEST **LAUNDRY SOAP**

## Vinegar—White, Cottell's

*The Vinegar that makes Trade, and keeps it*

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

**Pure Malt,**

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

OUR ADDRESS:

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



## SCOTCH HERRING CURING

A Failure in Canada after  
four years of experiment.

By M. H. Nickerson, M.P.P. Clark's Harbor, N.S.

It is now about four years since the Ottawa Government was induced to patronize a scheme for teaching the coast-folk of Canada how to catch and cure herring after the famous Scottish fashion. This novel enterprise, undertaken by the state, was called an experiment, and put in the articles for a stated period, during which it was confidently expected to prove its usefulness and be adopted generally. No one appears to have counted the cost, or calculated the chances of failure. For three seasons past operations have been conducted at widely separated points on the Atlantic seaboard, with a brief test of the "cure" made in British Columbia last year, and yet the demonstration is officially held to be incomplete. Preparations are going on for another season's trial; the steam drifter will select new grounds, and the experts will work stations in a wider territory. But there is very little real achievement in the history of the scheme to warrant its continuance. It has neither expanded the industry nor increased values. The gain in practical knowledge is not perceptible, while the expense stands out in startling magnitude on the pages of the public accounts.

### A Leap in the Dark.

It was a dual method which some of our well-meaning theorists sought to introduce—the catching of herring in more plentiful quantities, and the preparing of the fish for market in such a manner as to double the price. That problem had long since been solved in Scotland, and it was taken for granted that it would work out equally satisfactorily on this side of the "herring-pond." It was too hasty a conclusion to be safe. Because success had followed the undertaking in the British Isles, it did not necessarily follow that either part of the scheme would turn out well in Canada, under conditions of a vastly different nature.

In the herring, as in most other deep sea fisheries, a great deal depends on the set and constancy of the currents, as well as on the course taken by the schools of fish. There, everything is more favorable to drifting—that is, to the working of a long string of nets, called "a shot," one end of which is fast to the stern of a small steamer, which is allowed to drift without headway in the path of the passing schools. Here, the tides are more variable, and off some parts of the coast, much stronger; while the movement of the herring, except in spawning time, is erratic to a perplexing degree.

These new difficulties made themselves

felt as soon as the steam-drifter "33" went into commission in our waters. That boat had been brought over from England—where she had done good service—and been bought by the Dominion Government for the purpose of making the experiment. The crew to man her came from Scotland—all of them bred to the business—and a number of lassies were also imported to do the dressing and salting at the stations, which were the places chosen for the curing demonstration, each under the direction of an "expert," while Mr. Cowie, the chief missionary of the new method, had charge of the whole venture.

### The First Attempts.

It should be said that drifting nets, both for the capture of herring and mackerel, is no new thing among provincial fishermen. From the earliest times mackerel had been caught that way, sometimes in abundance, when passing northward along our coasts in their spring migrations, as they are caught at the present time by some New England netters, intercepting them in southern waters. But drifting for herring had never been successful with us, for the reason that the off-lying schools are extremely elusive, and have managed to escape in all attempts hitherto made, whether with drift nets or purse-seines.

The "33" and her Scotch crew were not as well fitted in some respects as they should have been. Their nets were too deep for setting in shoal water near the coast, and of too small mesh to snare the larger variety of herring which tended off shore. All these circumstances combined to make the weekly trips fruitless, while the experiment was going on in the western part of Nova Scotia, which I had the opportunity of observing personally.

### No Practical Interest in the Work.

At length, recourse was had to the catches of local netmen in order to demonstrate the process of curing as practised in the Old Country. Quantities of herring were bought from native fishermen, and the lassies set to work at their tasks, some to "dress" the fish, others to salt them in barrels, both of which they had been trained to do with great dexterity. There was always a gathering of spectators, but no pupils; no one to take instructions with a view to following up the business. It is hard to say who was responsible for this neglect of a good opportunity to learn something valuable; but it certainly has tended to make these shows, repeated from Cape Sable to Miscou,

count more for amusement than profit to our own fisher-folk.

Usually, about four persons were employed at each station, one man in charge and three lassies to do the work. The process does not seem to require much skill, as it is actually more simple, in its first stages, at least, than our domestic mode of "gibbing" and salting, though perhaps a little more regard is had to the precise quantity of salt. This is always imported from Scotland, as well as the barrels, which are undoubtedly superior to our home-make, inasmuch as the staves are thicker and less bulging in the middle, with the hoops more securely driven on, enabling the packages to be handled in transit without starting a leak. These are about the only noticeable points of advantage, if such they may be called, for after all the pains and outlay, the fish do not appear to have taken the market by storm, either in New York, where a ready sale was said to be awaiting them, or in northern Europe, whither a few consignments have been sent. Domestic consumption has been next to nothing, the packages offered as samples to local dealers, during the first year of the experiment, having turned out most unsavory.

### Not an Encouraging Outlook.

One small Nova Scotia fish company was half inclined to adopt the method, and, with that end in view, made enquiries of the New York commission merchant who handled Mr. Cowie's consignments as to the market outlook for the article in that city. The answers were very guarded, and little information could be obtained from that source beyond the fact that the fish had not brought more than \$10 per barrel, and certain lots remained unsold. It was also stated that the best customers for the real Scotch cure, the Hebrew population and the East Side inhabitants, did not take to the Canadian article, as the "fish were unsuitable." The department at Ottawa has likewise been very reticent when asked what the returns had been, and in what way the experiment was likely to benefit the herring industry of the Dominion. A great deal of mystery hangs over the whole transaction, nor are the reasons entirely obvious for the failure to put up an article equal to that of the Old Country.

But such is, undoubtedly, the case up to this date. Veteran herring-catchers on our coast, whose experience covered many voyages to northern waters in the long ago, declared their opinion at the first that Scottish treatment could never transform our herring into anything like those of Scotland, which are, they contend, of a finer texture and better flavor.

### Cost vs. Worth.

The cost of the experiment, however, is a more palpable and less welcome fact. The Auditor-General's report shows for each of the first two years an expenditure of about \$15,000, on the steamer, her outfit and the staffs at the



various stations. For the year ending June, 30, 1906, the account under those heads totals \$20,041, of which the maintenance of the drifter is by far the largest item, and against which popular criticism at present is chiefly directed. It is pointed out that the steamer, at any rate, is a useless factor; that if the experiment is to be continued, in spite of poor results so far, it is only needful to keep the hands at the stations, since, if judiciously located, they can always obtain a supply of herring from the netmen in the neighborhood, as Mr. Cowie did in his experiments on the Pacific coast.

**CLERKS' ORGANIZE.**

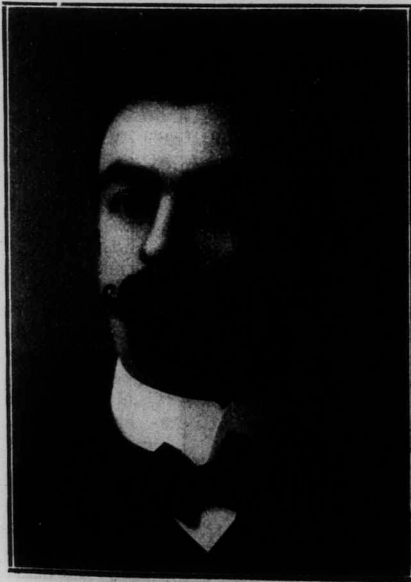
**Quebec Grocery Assistants Form an Active Association—Officers and Objects.**

The recently formed Grocery Clerks' Association in Quebec seems to be forging ahead in good manner. Already there are more than one hundred and thirty-five members enrolled, and more are expected to join in the near future.

The primary objects of the association are: Instruction for the members through the founding of a course of practical teaching of various subjects which will be useful to the clerks; to obtain through legitimate means, the early closing of stores; the establishment of a sick fund for the members' benefit.

The officers are: President, Adj. Pouliot; vice-president, J. Rochette; secretary, W. Cantin; assistant-secretary, Alp. Gagnon; treasurer, G. Gingras; assistant-treasurer, V. U. Fiset; advisory committee, U. Lachance, L. Fiset, J. A. Rousseau, G. Drolet, A. J. J. Gingras, Geo. Dube, J. A. Roy, J. Gosselin; auditors, N. Drolet and U. Lachance; commissioner, J. A. Trepannier.

There will be a general meeting first Wednesday of every month.



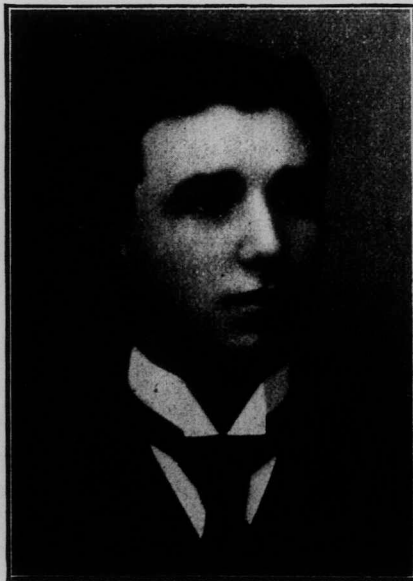
**ADJ. POULIOT**  
President Quebec Grocery Clerks' Association  
Manager Ely Turcotte's Grocery Department

Several social and euchre parties have been held and were very successful. At the last meeting of the association

The Canadian Grocer was adopted as the official organ.

**GEO HASENFLUG AGAIN IN COMMAND.**

Geo. Hasenflug, Waterloo, has purchased the large stock of groceries, crockery, granite, tinware, etc., of the Boehmer Departmental Store Co., of Berlin. Mr. Hasenflug was for nearly twenty-five years in the grocery and crockery and glassware business in Waterloo and his experience and knowledge of every detail of the business, combined with an energy rarely met with, should tend to make the present purchase an event in Berlin's business circles. Mr. Hasenflug's grocery in Waterloo was always recognized by judges as one of the best arranged and up-to-date business stores in Western Ontario and his conduct of the present business will in no measure be behind his previous record. The Canadian Grocer has shown in its columns pictures of Mr. Hasenflug's store windows and de-



**WILFRID CANTIN**  
Secretary Quebec Grocery Clerks' Association.  
Manager A. A. J. Gingras's Branch Grocery

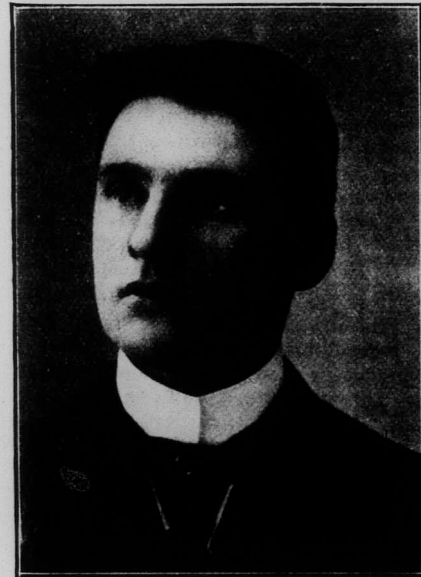
partments as models of what an up-to-date store should be, were hard to surpass. One of the earliest subscribers to The Canadian Grocer, he has always been on the lookout for new and modern ideas as published in its columns. The Grocer wishes Mr. Hasenflug success and prosperity.

It is a year and a half since Mr. Hasenflug sold his Waterloo business, but he has continued to subscribe for The Canadian Grocer and says he doesn't see how any grocer can be without it.

**ENTERPRISING BISCUIT FIRM.**

One of the best equipped biscuit and confectionery factories in the Province of Quebec is that of the Dussault Co., Ltd., Joliette. The premises are located in the heart of a thriving town and in the centre of a good agricultural district. All the necessary accessories to the manufacture of both biscuits and confectionery are easily available and

the trade is constantly increasing. The building is a large brick structure well fitted up throughout with first-class machinery of modern type, and a staff of 75 hands is required in the work of producing the large variety of over 300



**G. GINGRAS**  
Treasurer Quebec Grocery Clerks' Association.  
Manager Myrand & Pouliot's Grocery Department

brands. Everywhere are the evidences of enterprise, care and attention to the perfection of manufacture, and the fact that there is a steadily increasing demand for their goods in all parts of the country proves their worth.

The company was founded only four years ago, but by constant attention to the wants of their customers the growth has been most gratifying. Still greater things are in sight for this company as the probabilities are that they will be compelled to enlarge before long in order to meet the demand. Their biscuits and confectionery are all branded and their price list is sent to enquirers promptly. Orders receive prompt, careful attention. The active members of the firm are J. E. Lalonde, manager, and J. H. Du Sault, president.

**TEA COMBINE IN JAPAN.**

The Tea and Coffee Trade Journal in their weekly bulleting under the heading, "Japanese Tea Trust," say: "T. Furuya, of T. Furuya & Company, New York, is at present in Japan organizing a company to control the Japan tea industry. The name of the new company will be the United Japan Tea Company, and the headquarters, Shizuoka, Japan. Mr. Furuya is now at work consolidating the leading tea firing houses as well as the tea grocers. It is also stated on good authority that the movement will receive Government aid."

**ADVANCE IN BOAR'S HEAD.**

Boar's Head compound lard has been advanced and prices now read: Tierces, 10¢; half barrels, 10¢; tubs, 18¢; pails, \$2.23; 20-lb. tins, \$2.13; cases, 3's (60 lbs.) 11¢; cases, 5's (60 lbs.) 11¢; cases, 10's (60 lbs.) 11¢.



FROM GROCER CORRESPONDENTS

CHATHAM.

W. E. Bensen, representing the Canada Flour Mills Co. in the west, returned home on Saturday.

Mr. and Mrs. S. Wodehouse, of Blenheim, are being congratulated on the success of their son, Dr. Robt. E. Wodehouse, recently appointed superintendent of the Toronto Isolation Hospital.

Fifty years ago Sunday John Hoon, of this city, first commenced the manufacture of his ginger beer—now and for many years past a well known beverage throughout western Ontario.

Mr. and Mrs. J. B. Kitchen, of Electric, Montana, were city visitors last week. Mr. Kitchen was formerly in the grocery business here, being for many years junior partner of the firm of Heyward & Kitchen.

Nelson Vanidour has severed his connection with John McConnell's grocery staff, and intends leaving shortly for Detroit.

N. A. McGeachy & Sons have purchased a property on King street. They last week started their bottling process, and are now delivering aerated milk in bottles to their customers.

Peddlers' By-law Again.

The grocers' section of the local Retail Merchants' Association are proving themselves one of the most active units of that body. Since their organization a few weeks ago they have held several meetings, and grappled with a number of difficult problems.

One of these is the failure of the local magistrate to convict where charges are laid under the peddlers' by-law.

Long smouldering dissatisfaction among the retail merchants of the city in this regard was strongly voiced by Secretary Anderson when, at the meeting of the R. M. A. on the 13th, he presented a resolution from the grocers' section requesting the assistance of the association in inducing the city council to aid in the enforcement of the by-law by having a test case made, and appealing from the magistrate's decision should he refuse to convict.

"A stranger can come into town," said Mr. Anderson, "take orders to-day and deliver them to-morrow, and, according to the interpretation put upon the by-law by the police magistrate, he can't be got at under the present act."

Mr. Anderson added that the grocers felt that the act was meant for just this kind of people, and that the necessary information for the test case would be laid as soon as a move was decided on. The grocers felt, in common with other retailers, that competition from these transients, who took money out of the city without yielding any ade-

quate revenue in return in the way of taxes, should be discouraged.

The matter was discussed at some length, other members present giving instances of similar unfair competition. On the suggestion of A. D. Westman, it was decided to communicate with the provincial board with a view to securing their interpretation of the statute, in order to be thoroughly posted preparatory to making a test case.

Assessment Matters.

With reference to the contention of Provincial Organizer Brubaker that the Chatham retailers should be assessed on a 30 per cent. basis instead of 35 per cent., it was stated at the R. M. A. meeting that A. B. McCoig, M.P.P., had interviewed Assistant Provincial Secretary Mulvey, and the latter had stated that, in towns whose population was, according to the last assessment, under 10,000, the rate would be 35 per cent. Chatham comes just within this figure, so that the present basis of assessment will continue another year.

In connection with Mr. Gamey's amendment to the present assessment act, designed to abolish the business tax and practically revert to the old system, exempting stock not actually purchased, the consensus of opinion at the meeting favored the present system on the whole, and on motion of Wm. Anderson and Harry A. Andrew, a resolution was passed endorsing the present system and protesting against the proposed change.

Market By-law.

In addition to the resolution re peddlers, Secretary Anderson, of the grocers' section, brought up another matter of importance to the trade at the R.M.A. meeting. This was the market by-law.

At present, retailers are prohibited from purchasing on the public market earlier than ten o'clock in the morning. Mr. Anderson asked the co-operation of the association in securing the repeal of this by-law. The resolution he presented proposed to make the market entirely free, or at least free to retailers. The association endorsed the resolution, which will likely come before the city council at an early session.

Uniform Potato Bags.

A matter which will come before the grocers' section at the June meeting will be that of securing Dominion legislation providing for a uniform weight in potato bags. The usual weight here is 90 pounds. In other provinces it is not always similar.

Secretary Winterstein, of the board of trade, at the last R.M.A. meeting, in-

stanced an effect of this variance. In conjunction with another local man, he, some years ago, took a plunge into potatoes. He ordered a carload from New Brunswick. The number of bags was specified, and in this particular the shipment was found quite correct. However, the bags were found to contain 80 pounds instead of 90 pounds, and the potatoes had to be all re-bagged before they could be disposed of.

The local men had calculated on receiving 90 pound bags. The difference amounted to about \$120, and quite ate up all possibility of profit.

War to the Knife.

Rivalry among local wholesale fruit dealers led to a police court case this week. One morning last week, Geo. Zakoor, Syrian, delivered some bananas to E. C. Gammage, the Queen street grocer. Frank Favata, an Italian fruit dealer on Queen street, who was accustomed to supply Mr. Gammage, ran out to Zakoor and proceeded to use forcible remonstrances, in the course of which, according to the Syrian's story, Favata drew a knife. Zakoor laid a charge of assault. The case was to have come up Monday morning, but Favata, who had been released on \$30 bail, did not appear. It is alleged that he has gone to Detroit.

GUELPH.

Until the weather sunned up some, Guelph roads were in an abominable state. J. W. Lyon, one of the city fathers, and a great boomer of the city's future, told a story of the roads at a meeting of the Board of Trade lately. He said he met a man in Toronto who looked "wild and woolly." He asked him what his business was. The man said "I am a rough rider from Guelph." Mr. Lyon asked "How's that?" The reply was, "Well, I drive one of George Williams' grocery wagons."

Another man, a driver for McCrea & Son, broke an axle and the writer heard him muttering incoherently about "what is the use of having a boss an alderman if he cannot help the roads a little bit?"

The Kandy Kitchen has opened up a splendid new store of confectionery and fruits, on Wyndham Street, next to Robt. Mitchell's old stand. They are certainly the best in their class in Guelph.

Thursday and Friday seem to be order days with the grocers and on these days you may see quite a number of buggies scurrying around hunting the trade.

Every merchant in Guelph who had an overhanging sign has had to take it down, by order of the cop. Much kicking and grumbling is naturally made.

The Retail Merchants' Association held their regular meeting recently and business of much importance was transacted. They considered the question of "tainted" money; not Carnegie's, but the money we handle, and it was the unanimous opinion of all that while disinfecting the money in the banks might be an advantage, the only real cure was to never let a note leave the bank twice. They also considered the council's proposed action of lowering



the price of pedlar's license from \$80 to \$30. It was said that the city solicitor thought that \$80 was prohibitive, but a resolution was passed saying that they thought \$80 was not sufficient for the privilege of peddling in the city of Guelph.

Your correspondent, while taking dinner in a good hotel in the city, sat next to this poor, prohibited Italian gentleman and entering into conversation with him, inquired casually how many pounds of peanuts he sold a day. The Italian said he didn't know, but he handled 300 pounds per week. I figured out that he must be making \$30 per week; peanuts used to cost 8c, then 10c, and now 12½c per pound, but he buys them green, consequently costing him 11½c. I figured it out and told him that with \$10 per week for his board at a good hotel and expenses, he must be clearing \$20 per week. He answered that last week he made \$25, and this is the man and his class that the city were considering \$80 per year a prohibitive license fee. The result of the issue will be watched with interest by the merchants of Guelph.

**KINGSTON.**

The recent rains have made many a farmer's face wear the smile that remains. Everything has favored our best friends, the farmers, for a few years past, and we are glad of it. Big prices for cheese, butter, eggs, fruits and vegetables, and look at the price of horses. Phenomenal! Phenomenal!!

Just at present the merchants here are at their wit's ends to know where the supply of potatoes are to come from. As high as \$1 a bag is being paid, and few to get at that price. Farmers are busy and won't leave their work unless it rains. Well, we hope it will pour. J. Y. Parkhill & Co. got in a car and they were all disposed of long before they arrived.

Farmers' prints, 23 to 24c. Eggs, 16 to 17c. Greens, 50c. a dozen.

A number of business men went down to the meeting of a Larder Lake syndicate being formed in Ottawa and took a leading lawyer along to look after their interests. Well, it will be wildcats or nuggets. Time only will tell. Never venture, never win, never lose. It's nice to feel there is a chance of being a millionaire. Better to have loved and lost than never to have loved at all, so Longfellow said, and there is some truth in it.

The voters of Kingston will soon cast their ballot for or against the proposed zinc smelter. I guess it's a go. The board of trade is working hard to carry it.

The large power house being built by the locomotive works is a fine structure of steel and cement. They are going to make their own power from coal, and claim it can be done cheaper than from water power. The waste steam will be used for heating purposes. The locomotive works are Kingston's backbone.

W. G. Craig was badly hampered moving his large stock about 1st of

May, when every carter was engaged. Not an extra man or horse could be had. Mr. Craig did not leave the old premises without sad feelings, for there he has worked faithfully for the past 35 years and it held associations in that time that were dear to him. In his new premises he will be able to give all his attention to the grocery trade. At the old site he did a large coal and shipping business and attention to these interfered with his grocery business.

James Nolan, formerly clerk in Dan Cowper's grocery, but latterly traveler for the Kingston Milling Co., has severed his connection and has accepted a position as manager of Mr. Harkness' general store at Port Arthur. His place has been filled by Alva James, formerly of Brockville, but for the past two years clerk in Ostler's grocery, University avenue. Alva is a hustler and will get there.

Stephen Summerville, clerking for the last year at Vanluven's grocery, has taken a position in Ostler's grocery.

Hugh Shannahan, for many years employed at Bilbert's grocery, has gone to Cobalt to seek his fortune. Hugh is as straight as a straight edge. He is a good draughtsman and held a position in that line at the Canadian Locomotive works here.

Albert Glover, grocer, purchased the handsome residence and grounds formerly owned by the late W. R. McRae, wholesale grocer. Joseph Cooke, who ran the North Star grocery, bought the fine residence of Professor Marshall on Union street. Evidently the grocers are making money. Well, they deserve all they get, for they earn it.

Arthur Callaghan, who ran a grocery at Napanee, has again joined the staff of W. G. Craig & Co.

Jas. McCulla, grocer, purchased a fine property on Bay street.

Government Roadmaster Campbell was here telling our council how to build roads, and he didn't come too soon.

We have only macadam roads here, but there is talk of asphalt or tar macadam.

Robertson & Nicolle report good trade and an increase in orders, probably owing to the advance which is taking place in fall lines, especially sugar.

The cereal works here have decided to make Orange Meat a 10c. package instead of a 15c., as formerly.

The tea travelers report a firm advance in teas. What do the correspondents or other merchants think about blending teas. Give out your secrets, don't be narrow-minded.

Some recommend say one pound Ceylon green, Indian green or Ceylon Hyson to three or four of Japan. It improves flavor and appearance.

What about coffee? Speak up. Do you find the public taste prefers a little chicory or pure coffee. If you want to reduce the price and don't use chicory, do you find a good Marcaibo O.K.?

**NOVA SCOTIA NOTES.**

J. W. Davis has severed his connection with Baird & Peters and is now the Annapolis Valley representative of the Geo. E. Barbour Co., of St. John. No traveler in this section has a better connection than Mr. Davis, and his having tied up with the Barbour Co. will certainly be the means of increasing their already large business in this territory.

A. H. Ellis is the oldest man to-day on the road. He has spent 37 years at it in the Maritime Provinces and knows every man, woman and child in the country. He is the representative of a well known paint house. Besides being a whole encyclopedia in himself, he is one of the most popular men on the road and many a man of forty years looks his senior. Alf. must have taken great care of himself to be so well preserved after 37 years of the strenuous life. May his shadow never grow less.

Martin & Wetmore, manufacturers' agents, have opened up an office and sample room at Magilton Building, St. John, N.B. Robt. H. Martin, of Toronto, is probably the best known crockeryware man in the Maritime Provinces, being one of the partners of Wm. J. Wetmore, of St. John, N.B.

Mr. Wetmore has had quite an extensive experience, having represented Messrs. Waincjhk & Co. of St. John in P.E.I. and Cape Breton for several years. He started on his initial trip for the new combine along the Annapolis Valley and he succeeded beyond his expectations.

This firm represent Myatt, Son & Co., of Cobridge, Staffordshire, England, and the Toronto Showcase Co. They have also been offered some fine lines which will later be added to their list. Mr. Wetmore, who will handle all the business at this end, is a very popular young man and a hustler who will make his mark.

**KENTVILLE, N.S., NOTES.**

The last Grocer was a very fine number in paper, type and presswork, as also in contents, some 75 pages in all. As regards the Nova Scotia Notes, I do not think much of them, but your Halifax correspondent gets up a very readable page. In the Nova Scotia Notes last week the reference to Kentville merchants was rather slim and would be apt to make your readers think we had very few merchants. At this writing, Saturday, May 11th, we are in the midst of a winter snowstorm which raged all day and by night the depth was about six inches. Local trade was very poor all day. The month has been very dry and cold and farm work is behindhand. The roads have been very good of late, but trade has not been up to the mark. Grass and trees are showing up well, but the appearance of the dreaded brown sail moth in a few orchards has alarmed the fruit growers and the Local Government are taking every precaution to prevent the spread of the insect. Should it obtain a foothold, it would mean ruin to our fruit industry.

Farmers are getting fine prices for anything they have to sell; potatoes are scarce at 75c. a bushel. Merchants report a steady trade, but money not so plentiful. Reports for the future are favorable and with fine weather the season will be a busy one. Seeds are mov-



ing slowly, but more seeding and planting will be done than for some years.

This is a very conservative town and very seldom does a new merchant set up quishness here, and the same merchants hold the fort for years or until death calls them to their reward. A good deal of building will be going on among it a brick jail for the county, this being the shire town.

Tourist trade promises to be in large volume this season and this brings in a lot of money during the off months for regular trade. The lumber interest is in good shape and one large company, operating from the town, leave a good deal of cash, indirectly.

All stores are closed three nights in the week, but that barbarous practice of keeping open till midnight on Saturday is still adhered to, that is with the grocer and provision shops.

**GALT.**

The grocers in Galt are complaining of the loss of business on account of the backward weather. At this time last year the green goods, such as onions, lettuce, radishes, etc., were plentiful, while at the present time the demand cannot be nearly supplied. The demand for foreign fruit, shipments of which are beginning, is good, but the grocers say they would much rather see the native products coming in more freely.

The agitation in Galt for the weekly half holiday during the summer months seems to have met a premature end. At one time the prospects were exceedingly bright, and the holiday seemed to be an assured fact, but for some unknown reason the scheme has recently dropped out of sight, and become forgotten. Why this state of affairs should prevail is hard to imagine. Surely a half holiday is beneficial to employer and employes alike, and would not result in any material loss. The clerks are the people who should boom the agitation.

Nelson Sweitzer, of Sloan Bros., and Wesley Gerbracht, of Deans & Walker, grocery firms, were in Toronto this week, enquiring into the cause of the delay in the shipments from the wholesale houses. The representatives made a thorough investigation and ascertained that the shipments had been made promptly and that the wholesalers were exonerated from all blame. The cause of the delay is laid at the door of the railway companies, and the grocers in Galt will probably ask for an investigation.

Patrick Radigan, who has been severely ill for some time, is again presiding over the affairs of his well-conducted grocery.

Mr. Laird has recently raised a new delivery horse, and expects to have a winner at future horse shows.

Geo. Mutch, who for the past 17 years has been connected with the grocery store of Patrick Radigan, has severed his connection with that firm. Mr. Mutch is erecting a new grocery store on Bruce Street, and will shortly enter into business for himself. During his stay with Mr. Radigan, Mr. Mutch has made many warm friends, one and all of whom wish him every success in his new venture. He expects to open for business in about two weeks.

The local Italian fruit dealers are beginning their trips through the country,

and trade with them is evidently brisk. Joseph Zuccaro, who recently opened business in Galt, drove to Ayr with a load of fruit last week. He returned with a strange tale of having shot a wild animal with his revolver, about four miles from Galt. Joseph exaggerated on his bravery to such an extent that a number of citizens drove to the scene of the fray to ascertain just what Joseph had secured. The party found that the son of Italy hgd managed to knock over an innocent groundhog, and, being ignorant of these beasts, supposed that he had made a good haul. There was some talk of raising a fund to give the animal a decent funeral, but the matter fell through.

Mrs. R. A. Briscoe, the esteemed wife of the proprietor of "The Little Giant" dry goods store, died last week, aged 40 years. She leaves a husband and two small children. The local merchants all attended the funeral.

A local grocer said to-day that if they had one thing to be thankful for more than any other, it was the fact that the big departmental store in the cities were practically harmless in so far as the grocery trade was concerned. "In no other line is there such immunity from the price-cutting of these big stores than in the grocery line," concluded the speaker.

Since the passing of the hawkers' and peddlers' by-law in Galt there has been a marked change in the number of these traveling gentry. At the inception of the by-law a number of peddlers were prosecuted, fined, and warned to leave town, and at the present time it is a very rare occurrence to see the man with the valise making a house-to-house canvass.

The price of flour in Galt has recently advanced 25 cents per hundredweight. About two weeks ago the local millers announced that on account of the shortage of wheat the price of flour would be advanced 10 cents per cwt. Two weeks later the announcement came that owing to the big increase in the price of wheat another advance of 15 cents per cwt. would be necessary. The raise has caused considerable indignation, but the question resolves itself into the old saw, "What are you going to do about it?"

**ST. CATHARINES.**

The wholesale grocery firm of Ross, Parnell & Atkinson, which has existed for some time, has been mutually dissolved. The business hereafter will be managed and controlled by Mr. Ross, who is sole owner. Before Mr. Ross entered into this business he had been a retail grocer on Queenston Street. Selling that business to Mr. Albert Phipps, he united with Mr. W. H. Merriman in the wholesale grocery trade and after a period closed the connection and went to Western Ontario. Returning to St. Catharines, he purchased the wholesale business from ex-Alderman E. D. Voisard and shortly afterwards associated his late partner, Frederick Parnell. Later on Mr. Atkinson also became a member of the firm. Parnell & Atkinson, since they severed their connection with Mr. Ross, have gone into the employment of Mr. Merriman. Mr. Ross was born in St. Catharines and is well and favorably known. He supplies a number of retail stores with stock, including the town of Welland

and the villages of Humberstone and Port Colborne.

Howard McNulty, after closing his business, has returned to the manufacture of pop and soda water, having purchased the business of Reardon & Company, formerly of Niagara Falls, who opened the business on Ontario Street a few months ago.

Building operations for the coming season do not seem to be encouraging. There is imminence of a strike among the carpenters. The members of this union have demanded thirty-five cents an hour which the master builders refuse to grant and if the terms are not complied with in a few days the carpenters will cease to work until a settlement is obtained. The builders have been loath to take contracts, having been advised some time ago to prepare for the coming change. Should this disagreement end in a strike, other lines of work will be affected, which will materially injure the prosperity of the city.

**WOODSTOCK.**

The Retail Merchants' Association, Woodstock branch, will inevitably die if more interest is not shown in it between now and the annual meeting, next September. For the last two meetings there has been no quorum, and the three or four active workers are becoming thoroughly discouraged.

A grocer was speaking to your correspondent this morning of the necessity of organizing in this city a Retail Grocers' Association, but it would probably be difficult to set such a scheme in operation, after the unfortunate experience with the general association of merchants. "There is not much actual price-cutting," said this man, "but there are lots of little matters which we might adjust if we got together. There are many articles, in the price of which there is not a great deal of difference, and yet no two grocers sell them at hardly the same figure."

James O'Rourke, at one time a prominent grocer and liquor dealer in this city, died last Thursday, of general debility, at an advanced age. He was born in Dublin, Ireland, but had lived in Woodstock for forty-nine years in the same house. He was also engaged in the hide and wool business, and was a well-known horseman.

Dealers report trade a little slow this season. This condition is caused by the late spring, which delayed farmers in seeding operations, and consequently, when usually they are enjoying a certain amount of leisure, now they are busy with seeding and other spring work.

Flour has advanced in price again, for the second time within a week, and is now selling at \$2.25 per hundred pounds. The exploitations in the Chicago wheat markets did not have much effect on the local markets, and wheat is now selling at 72 cents per bushel.

Geo. Parker, who for a number of years has been engaged in the grocery business in this city, is a valuable citizen in more ways than one. He has been for years a member of the public school board, where he has rendered distinctly valuable services on behalf of education. He has also been prominent in the work of the First Baptist Church, where for eight years he was church clerk, and for a shorter time, assistant superintendent of the Sunday School. By pressure of other duties, he was lately compelled to

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**CHATHAM.**

John Glasgow shipped over 100 cases of eggs to Toronto last week.

Blenheim is to have a canning factory. Mayor Shillington has received a favorable answer from the promoters of the enterprise and a by-law will in all probability be shortly submitted to the electors giving them some assistance.

C. E. Lister, of the Maple City Creamery, is preparing nearly 2,000 pounds of creamery butter for export. This will be the first shipment of the season. Mr. Lister has also inaugurated the delivery of bottled milk to his customers throughout the city.

**Business Transfer.**

Wm. Baby has disposed of his grocery business on the corner of King and Third Streets, formerly known as the Chatham Table Supply Company, to Messrs. Bradley & Son, of St. Catharines. The new proprietors, who control similar stores in Niagara Falls and St. Catharines, took charge on Saturday, the 18th.

The new proprietors have inaugurated a one-price, cash policy, coupled with four daily deliveries to all parts of the city. Mr. P. B. McQueen, of St. Catharines, has been appointed manager of the local store. He has had ten years' experience in the grocery business, and is a thoroughly practical man. Mr. Mc-

Queen has moved to this city and will reside on Forsyth Street.

**PETERBOROUGH.**

The annual meeting and first sale of cheese of the Peterboro Cheese Board for the season of 1907, took place recently and was well attended by the members of the board and salesmen. The board will again meet this season in Bank of Montreal Chambers. Election of officers took place, the prospects for the season were discussed, and about 800 boxes of cheese sold at 11½ cents per pound. The total registration of cheese was 809 boxes, and all sold except Fraserville factory, which only opened a short time ago, and only had ten boxes for sale. Mr. Wrighton, Mr. Cook, Mr. Gillespie and Mr. Whitten were the buyers who made purchases. Mr. Morton was also present but did not do any buying.

The prospects for an excellent season for the board are very bright, and today's meeting augurs well for the future.

The complete list of officers for the year is as follows:

President, John Riddell.

Vice-president, R. Tidhope (reelected).

Secretary-treasurer, Edward Hawthorne.

Arbitrators, Robert Ward and Jas. Ryan, with power to select a third man if necessary.

Auditors, Robert Bullock and W. Anderson.

**President's Address.**

In opening the sale of cheese, Mr. Riddell referred to the fact that the Peterboro cheese board was the premier board in Canada. At least that was what was said of it, and if it was not true it was the duty of those connected with the board to make it the leading organization of its kind in the Dominion. He hoped that buyers, salesmen, producers, and everyone who had an interest in the board, would work together unitedly and harmoniously to keep up the record of the Peterboro district as a cheese producing centre. Cheese was what is known as perishable goods, and in order that it might reach the consumer in good condition it was necessary that the best of care should be given the cheese from the time it left the factory until it reached the consumer in the Old Country. Nor did it follow that good cheese would be had if the care only commenced when the cheese left the factory. In the first place it was necessary that the milk should be right, that it should be delivered at the factory in good condition, that the factory should be in a clean, sanitary condition, and that the cheese-maker should be a first-class man.

The president also alluded to the evil effect of shipping green cheese. Much injury was being done to the trade in this manner, and he hoped the salesmen of the Peterboro district would break away from this practice. He did not believe that the Peterboro district

was as bad in this respect as some other localities.

It is interesting to note that the first meeting of the board last year was held on May 23rd, when the offerings were 1,371 boxes. All sold at 11½c. and 11½c., so that the prices last year were practically the same as the figures that prevailed last week.

The cereal companies and flour mills are all running night and day. The opening of navigation on the great lakes has brought down thousands of cars of oats and wheat. One firm alone handles fifty cars of oats per day. This means that over a hundred more hands were employed, and in this line everything is booming.

**Grocers Should Learn Tea-blending.**

Your correspondent called on Jas. Connal, of P. Connal & Son, one of the oldest retail grocers in the city, and found him engaged in blending tea. The process was a most interesting and apparently a very profitable one. Mr. Connal is a tea blender of no mean ability and his mixtures have gained him an enviable reputation in this district. He has had charge of this branch of the business for a long time, stepping into the place occupied by his father, who was an expert with very few equals, and did the blending for many years. In the course of a conversation in reference to grocers blending their own teas, Mr. Connal pointed out the many decided advantages he has over the grocer who handles package teas. In the first place, the grocer who handles package teas exclusively loses his identity as a grocer and becomes an agent. He is also at the mercy of the wholesale tea trade and is often disappointed in his goods. He does not know what kind of tea he is getting except what the traveler tells him and what he sees printed on the lead package.

If a grocer does know anything about tea, and he handles the package tea, all the credit of its quality goes to the package man as well as the profit of blending and putting up the tea. If the grocer who has a knowledge of tea was to buy in bulk and do his own blending he would receive all the profit and all the credit. In addition, he would know exactly what he was offering the trade and would be in a position to keep his grades up to the proper standard and to keep the flavor always right.

Mr. Connal strongly advised that all grocers make a study of teas. It is a very interesting and profitable subject, and has the advantage of requiring no time during business hours as it can be done at home at night. The only way that a thorough knowledge of the business can be obtained is through experience. The package men accomplished all they know through experience and very often at the expense of the retail grocer. But if a grocer knows nothing about teas, and is not willing to put in a good many hours in studying and experimenting, he had better keep to the package teas exclusively and make no attempt to produce his own. If he



does know something of teas he can very soon get out new ideas of his own.

One great fault many grocers have in buying tea in bulk is buying from appearances only. In this case appearances are very deceitful. Some teas, which look high grade, are not nearly so good as teas which do not look so well but have better cup quality. The only sure test is by tasting. Mr. Connal never buys any tea without first drawing a sample. If it is satisfactory, the traveler gets an order. In this way he is able to know his goods and put up teas which he knows will satisfy his customers in both flavor and price. P. Connal & Son have a very complete outfit for blending both teas and coffees, and the amount of goods they turn out would surprise the majority of people. They buy mostly from tea brokers, and therefore stand to make all the profit that is going.

T. F. Matthews, manager of the Geo. Matthews pork packing establishment, has purchased a corner lot on Park and Sherbrook streets on which he will build a modern retail store. The Matthews Company are now conducting two retail pork and provision stores in the city and this will make a third. It will be fitted up with all modern improvements from a sanitary standpoint. That a large business will be worked up is almost a certainty, as this section of the city is growing very rapidly.

**LONDON.**

The New York Store, the oldest retail grocery establishment in London, having been in existence for nearly 50 years, is now to be used for other purposes. It is located on the south side of Dundas street, west of the market lane, and runs clear through to the Market Square. It was established, and for many years conducted by, the late W. Simpson Smith, father of Col. A. M. Smith, of A. M. Smith & Co., wholesale grocers, and for several years past has been run by C. H. Lee, ex-president of the Retail Grocers' Association. Mr. Lee has sold out his lease to the Canadian Packing Company, who intend using it as a retail meat store. The transfer is a most profitable one for Mr. Lee, who is now selling out his stock of groceries at bargain prices. He has not yet decided on plans for the future, but will, in all probability, be able to find premises elsewhere in the city in which to re-engage in business.

In consequence of the jump in wheat millers have advanced the price of flour 10c. per cwt., and there is a prospect of a still further rise. Grocers also complain of a scarcity of potatoes, which have been going up in price rapidly of late. All this helps to make house-keeping a serious matter these days.

The matter of the grocers' picnic stands just where it did a week ago. The suggestion is made that the association run an opposition excursion to the Falls via the Grand Trunk, and devote the rake-off of forty cents a ticket to purchasing dinner for each patron. The parties having the contract with

the M.C.R. are said to be in the picnic business merely for the rake-off, and competition such as that now under consideration would hit them in a tender spot. Now, if the association were to run an excursion to Toronto it would not only prove popular, but would enable the grocers themselves to combine business with pleasure. But the fare is a most important matter, the excursion rate from London to the Queen City being \$2.35, as against \$1.60 to Detroit (about the same distance), and \$2.10 to the Falls. The cause of this difference is that while Toronto is allowed to remain on the railways' commercial list, the Detroit Board of Trade has seen to it that that city has been placed on the transit list.

Wholesalers report teas to be maintaining high, and sugars, both raw and refined, still advancing. Canned goods are moving slowly. Brokers' advices report the currant market quiet; prices from Greece about the same as last week—23s. 6d. The supply in Greece is diminishing quickly, the only kind available at Patras being retention currants.

**HAMILTON.**

Grocers are booming the annual picnic, which this year looms up so large that the committee have decided that one railroad is not big enough to carry the crowd, and so arrangements are about completed with the G.T.R. and the T.H. & B.R. to divide this excursion and thus make it pleasant for everybody going. All kinds of amusements are being provided and all grocers will be welcomed.

The movement to close the stores on Wednesday afternoons during June, July and August has proved a great success and cards announcing the fact are hung up in nearly all the grocery stores in the city.

A good story comes from Dundas. A prominent grocer ordered some Demerara Crystal Sugar in bags from a Toronto house and about the same time a fruit grower of the neighborhood ordered a new fertilizer for grapevines, an article he had never seen. The orders were both delivered in the freight shed at the same time. Mr. Fruitgrower, arriving first, made the mistake of taking the bags of sugar, and, not knowing what his fertilizer might look like, he proceeded to spread the sugar around his grape vines. In the due course of time the mistake was discovered and now Mr. Fruitgrower has been pretty nearly laughed out of town.

The wholesalers and retailers held a joint meeting to discuss the question of selling to consumers. After going into the merits of the case it was found that considerable hard feeling was being aroused over the matter, and meantime the retail men are awaiting developments.

**VICTORIA.**

Everyone here is jubilant over the inauguration of the Canadian-Mexican steamship service, which marks a new epoch in the commercial history of west-

ern Canada, or, rather, the Dominion of Canada. The steamer Georgia, Capt. Henderson, left here on May 2nd on her initial trip, her chief ports of call will be Megattan, Acapulco and Saline Cruz.

The steamer Lonsdale, the second Mexican liner for this service, is now on her way from Iquique to Victoria, and is expected to arrive about the 25th. The steamer will leave for Mexican ports about the end of the month. Considerable freight is already awaiting her.

There is no doubt but this connection with the Mexican Republic will have some bearing on the grocery trade throughout western Canada, for many articles of commerce will be imported, and exported directly between the two countries. Such products as coffee, spices, sugar, tropical fruits, etc., are in great demand at all times in this country, and equally numerous are the articles which can readily be exported to Mexico.

The new service will also affect eastern Canada, and if, when the Tehuantepec Railway is completed, the Pacific and Atlantic steamship services are operated in conjunction with the railway, this will open up a competitive shipping route between the east and the west, and should prove of inestimable value to all merchants throughout the Dominion.

**Early Closing.**

The weekly half-holiday question has not been settled yet. The clerks seem to have overdone themselves. They banded together, and their latest request is that all merchants shall close their shops at 1 p.m. every Saturday and remain closed until Monday.

As far as the grocers are concerned in the matter it appears very probable that they will act independently of the other merchants, and give their clerks a half-holiday every Thursday for three or four months during the summer, and also close their stores at 6 o'clock instead of 6.30.

Albion Johns, one of the partners of the firm of Johns Bros, grocers, of this city, recently met with a very serious accident. Mr. Johns was engaged in stump-clearing on his farm and was making use of a very powerful stump-puller. The machine was in operation on a tough old stump when the cable parted and went whirling round and round, mowing everything before it. Mr. Johns was unfortunate enough to be within reach and the cable struck him, breaking both his legs and smashing one almost to pieces. The cable still kept rebounding like a spring and struck the unfortunate man many times, inflicting some severe wounds. Mr. Johns had to lie in his helpless condition for some time till help reached him from the city. He was immediately conveyed to the hospital, where he is doing as well as can be expected. The doctors report that he will recover alright, but that he will always have a slight limp, as the operation necessitated removing a portion of the bone from one leg, and this will shorten it somewhat.



Mr. Johns is well known among the grocery trade in this city, and is always ready to work for anything connected with the good and advancement of the trade and all connected with it.

**The Queen's Birthday.**

All merchants are preparing for the great celebration here on Victoria Day. The celebration is only to extend over two days this year, the 24th and 25th. It is doubtful if there is another city in the whole Dominion which celebrates the late Queen's birthday as Victoria does. For years it has been the custom here to make this yearly celebration and bring thousands of visitors to the city, no effort being spared to make it a grand success. Money is donated on all sides, and everyone does their little towards making things attractive for the visitors. Usually the stores close one day, thus giving everyone an opportunity to see the regatta. It also allows the grocers to place their delivery waggons in the grand parade, in which the competition is very keen. Any stranger visiting the city just at present would wonder why the grocers kept such poor delivery waggons. The explanation is this: The best waggons are all in the hands of the carriage makers being prepared for the parade, and in a few days newly painted, rubber tired delivery waggons make their re-appearance all over the city. Every city has its automobiles, but very few can boast of rubber-tired grocery waggons.

In past years Dixi H. Ross & Co. have been the successful firm in carrying off the prizes, but it is whispered around that this time they will have to look out for there are some five turnouts in the opposition.

**New Milling Company.**

Rice milling is quite an industry in Victoria. There are two mills operating here, and we are to have another one in the near future. Work has been commenced by the Mount Royal Milling and Manufacturing Co., of Montreal, putting in machinery, and they expect to have a new and up-to-date plant running early in June.

Mr. McLorie, of Montreal, will have charge of the mill. According to present plans the company will install a large dynamo and operate by electricity. The product of the mill will be placed on the markets of the prairie provinces.

The hotel and restaurant waiters went on strike here yesterday. They want better wages and a six day working week. From all appearances they will get their demands, which do not seem to be unreasonable. It seems exorbitant to ask any man to work more than six days a week, and as for holidays, when everyone else is celebrating that is the time the waiter is slaving.

Flour has advanced 40c. per barrel, and there is considerable interest being displayed here in the raise, for everyone is wondering if it will mean an advance in bakers' bread, of which the present price is 5c. a loaf.

**The Fruit Outlook.**

California strawberries have been on sale here about a week now. They are arriving in splendid condition this season, and at first retailed at 35c. per 1-lb. box, but now are down to 25c.

Local strawberries are not expected till about the 1st of June. The outlook for the crop is very good, but a high price is looked for, as the cost of packages has more than doubled and growers will have to pay higher wages for pickers.

The first consignment of California cherries reached here on the 11th, and sold readily at 50c. per pound.

Australian apples are in the market once more, and opening up in good condition; fine yellow and red fellows. The Australians certainly know how to pick their fruit for export trade. Apples are packed in strong boxes that will not bend with pressure, and round the inside of the box is placed a lining of excelsior—this prevents bruising—, then every apple is wrapped in soft white paper; the boxes are then nailed and corded, and stamped with the grower's name and the kind and grade of fruit and quantity in each box. The present price is \$3.50 per box wholesale.

Australian brown onions are also in the market again. These are as sound and dry as it is possible for an onion to be, are packed in 100-lb. crates, and are selling at \$3.75 wholesale.

Butter is still very scarce. Local creamery, 35c. lb. California and Washington creamery, 30c. lb. (wholesale).

California cheese is just in at 18c. lb.

Eggs are a little more plentiful.

Potatoes are almost cleaned up and are holding at \$35 and \$40 per ton, and steadily advancing. New California are in the market but the price is so high that it prohibits any great sale.

**GODERICH.**

Tom Nairn, for so many years with Chas. A. in the store on the square, is leaving for Walkerville, and with his sister, Miss Jennie, will live there. Geo. Nairn & Co., of Windsor, are opening a branch store in Walkerville, of which Tom will be manager. The I.O.O.F. presented him with a handsome jewel in token of long and friendly relations.

A. B. Davison, formerly with G. M. Elliott in the Maple Leaf grocery, has left with his family for the west. Before departing, Mr. Davison was the recipient of several presentations from church and other friends. Mr. Elliott is now on the road for Ryerson Bros. and the Matthews Packing Company, Brantford.

**TORONTO**

With the coming of warmer weather and the prospect of baking afternoons behind the counter, the early closing movement is advancing steadily in popular favor. A. Irving is stirring up the grocers on Bathurst Street and surrounding vicinity and expects that an understanding will shortly be arrived at that will be mutually satisfactory to all concerned. W. C. Cork, who sold his store at 964 Bathurst Street to A. Irving some months ago, has started up

again a few doors above his old quarters. Mr. Irving, since he took hold of Mr. Cork's business, has achieved surprising results. Almost every week has shown an increase in sales and last week beat the previous best record. Mr. Irving is a hustler and deserves to win.

F. T. James & Co., the wholesale fish merchants on Colborne Street, have just emerged from spring housecleaning with eminently satisfactory results. The exterior of their establishment is now finished in bright vermilion and salmon pink—the latter color should blend harmoniously with the business. The interior has been scrubbed and cleaned and whitewashed, and a new sign put up on the east wall.

Robt. M. Cooper is opening up a new store on Yonge Street, north of Bloor. The fixtures are of Walker Bin manufacture, and the wall casing, counters and shelving are handsomely finished.

Mrs. Dawson, mother of C. E. and W. Dawson, the well known commission merchants of this city, died this week at her home at Brantford, of which town she has been a resident for more than fifty years. The sympathy of the street is extended to the brothers in their bereavement.

**POISON.**

A family in Toronto ate some tomato soup and a few minutes after were violently ill. Two or three of those at the table who did not partake of the soup but did of the rest of the meal, fish, pie, etc., were not ill. The family are naturally convinced that they were poisoned by canned tomatoes. They have asked the canner to foot the expense occasioned in the way of doctor bills.

The Canadian Grocer knows who the canner of the tomatoes was. Naturally they disclaim any responsibility and, under existing conditions, we think rightly enough. The cannery is one of the best in Ontario and is very favorably reported upon by the Government inspectors who have gone over it. On the other hand there is no evidence in regard to what treatment the tomatoes were subjected to between the can and the table; or how long they stood in the can after it was opened. The canneries say: "The tomatoes were good when they left the factory. The can may have musted through. We don't know."

That's the trouble. The entire canning industry and the grocery trade don't know enough about toxic and ptomaine poisoning. It is time the food branch of the Department of Inland Revenue devoted some attention to this subject for the benefit of the public, the trade, the canning and agricultural industries.

Wm. Beaumont, grocer, of Quebec, is dead.

A. W. Wills, secretary of the United Factories, was in Montreal during the past week and reports trade well up to the mark.



# POISONED BY TOMATO SOUP

Four Suffer as a Result of Eating Soup—The Stewart's Story—Dr. Adams' Views—The Probable Outcome.

Ex-Alderman Stewart, his wife and daughter, and another member of his household, were all made seriously ill last Saturday afternoon through eating canned tomato soup at lunch. Mrs. Wm. Stewart and Mrs. Walter Stewart were still in bed Tuesday, though out of danger.

Walter Stewart and his wife and their two small children, a boy and a girl, dined with ex-Alderman and Mrs. Wm. Stewart on Saturday afternoon at the latter's house at 148 Morse Street. The lunch consisted of canned tomato soup, fresh caught haddock and potatoes, apple pie, tea and bread and butter. Ex-Alderman and Mrs. Stewart, Mrs. Walter Stewart, and a Miss Killmaster each drank some of the soup, making no comment at the time upon its being in any way distasteful. Walter Stewart and the two children did not take any of the soup, but the former ate heartily of the fish and remarked upon its excellence. The four members of the family who drank the soup all partook of about the same quantity.

### Result of the Poisoning.

Within half an hour after lunch had been finished, Mrs. Wm. Stewart and Miss Killmaster were violently ill, and went to bed suffering intense pain. Mrs. Walter Stewart complained of a feeling of nausea, but was not seriously affected at once. She went down town later in the afternoon, fainted while waiting for a car, and was brought back unconscious. Dr. R. Herbert Adams was called in, a trained nurse sent for, and for four hours Mrs. Stewart lay literally between life and death. At one time Dr. Adams had practically given up all hope, but consciousness was eventually restored, and by evening she was out of danger.

Ex-Alderman Stewart, while attending the funeral of the late Alderman Wilson on Saturday afternoon, was attacked with nausea, and at once started for home. By the time he reached it he was in a weak condition. He went to bed and remained there all Sunday. A naturally strong constitution has enabled him to throw off the worst effects and on Tuesday he was at work again.

### Walter Stewart Interviewed.

Walter Stewart and his two children, the only ones who did not drink any soup, suffered no ill effects whatever. Seen by The Grocer, Walter Stewart declared he would not go through the same experience again for a thousand dollars. "At one time," he said, "I thought I was going to be left an orphan and a widower." Asked what his intentions were with regard to claiming compensation from the canning company, Mr. Stewart said that the matter was already in the hands of his lawyers, and that, failing immediate settlement, suit would be begun against the company on Friday. Mr. Stewart would not state the amount of damages claimed, but it is understood that the

medical and other expenses incurred have been very heavy.

### The Doctor's Opinion.

Dr. Adams, when questioned as to the possibility of the poisoning being due to any other cause, stated emphatically that all the evidence pointed direct to the presence of poisonous matter in the tomatoes from which the soup was made and that in his opinion the soup alone was responsible for the subsequent events.

"Ptomaines," said the doctor, "are a series of organic, introgenous bodies, closely resembling the vegetable alkaloids in many of their chemical properties. Most of the ptomaines are ammonia compounds. Ptomaine poisoning is usually due to some form of toxin, and while a certain proportion of the ptomaines are inert and harmless, the toxins are highly poisonous and injurious. This, I consider, is a clear case of toxic poisoning."

The retailer who sold the can of tomatoes to the Stewart family was next seen, and the remainder of the case from which the can was taken, examined. The case, which was one of two obtained from a prominent commission house in the city, had been entirely sold, with the exception of five tins. The brand is one which had hitherto given every satisfaction, the retailer having distributed three or four dozen tins among his customers previous to the one sold on Saturday morning. The brand, in fact, appeared to be so popular that two

first news of the poisoning, however, this order was countermanded and the remaining half dozen tins returned to the jobbers. The retailer declares that he will not touch this brand again.

### How it All Happened.

The perversity of Providence, as touching the present case, is well illustrated in the following incident.

The Stewarts usually deal at a small retailer's whose store is opposite that at which the can under discussion was bought. The little girl who was sent for the tomatoes by Mrs. Stewart on Saturday morning went naturally to the store to which she had always gone, but this time, as luck would have it, she was kept waiting while two or three other customers were being served. With the curiosity or cussedness of childhood, she began poking her fingers into this box and that, until finally the proprietor, who had been keeping an eye on her movements, was irritated into giving her a scolding. At that the little girl fled from the store and made her purchase across the road. The brand she bought was different from that handled by the other store and it is therefore upon this one trivial little incident that the whole situation hangs.

It is only fair to state that the brand of tomatoes from which the soup was made is one which has advanced in popular favor from the moment it was first put on the market. A tin of vegetables may go bad from a variety of causes and while circumstantial evidence is strong against the company in this case, it may be difficult to prove that the poisoning was the direct result of some harmful matter in the tomatoes themselves, and not due to one or more of the ingredients with which the soup was made.

## GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., May 20, 1907.

Trade continues brisk and all lines of goods are very high. All grades of flour have advanced. Manitobas have taken an upward bound from \$5.25 to \$5.75, this was in instalments of 15, 10 and 25 cents at a time. Ogilvie's advanced 50 cents at one bound and a later jump of 20 cents was recorded. Ontarios have also taken a skyward tendency, going from \$4.10 to \$4.40 a barrel. Sugar was again advanced 10 cents and the market is very strong.

MOLASSES—Reviewing the molasses situation a prominent jobber said that importations in molasses this year will probably show that Porto Rico molasses has become a thing of the past. The introduction of United States capital and the development of the sugar industry there has entirely done away with the old style process of making sugar, and the only kind of molasses now made is a low grade centrifugal, that is only fit for distilling. The real old Simon pure article of Porto Rico molasses is very scarce. In the last two years a quantity of so-called fancy molasses has been sent out from Barbadoes, which is taking the place of Porto Rico stock. The importations of ordinary choice Barbadoes molasses are very light, the

fancy proving more satisfactory and a better seller.

FISH—The fish market is pretty well cleaned up on almost all kinds of salt fish. Some dealers are carrying a few pickled herring, but nothing more than would fill local requirements. Stocks of last year's cod and pollock are almost entirely cleaned up and already new fish are being received. The price is slightly lower.

The backward weather, the dealers say is to blame for the shortage in fresh fish. The catches have been very small and scarcely anything except gaspereaux are being caught. The shad season should commence this week, and salmon are expected about the first week in June.

SEEDS—The very late spring has resulted in holding back the sale of seeds considerably. Whereas in previous years the jobbers were over their busy time in this trade, it is now just at its height and though there is a good demand right now, it is probable that the sales this year will fall below past seasons.

Potatoes are now a luxury and farmers up the river are reaping the harvest. The wholesale price is now \$2.35 per

(Continued on page 37.)



# THE CANADIAN GROCER

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## THE SITUATION IN THE WEST.

Seeding is about five weeks late this spring in Western Canada and naturally there is considerable anxiety in business circles. Two weeks ago the outlook was gloomy and many leading business men were inclined to be pessimistic, but warm weather has restored the confidence of most of the doubters and crop reports from the three western provinces indicate that the situation is by no means so serious as was at first supposed. Undoubtedly the acreage will be smaller than would have been the case under normal weather conditions. The rush of immigration would naturally have resulted in a greatly increased acreage, but the best that is now expected is that the area under cultivation will equal that of last year. The wheat acreage will probably show a decrease but the farmers are, this year, paying more attention to oats and barley and these two crops will show a big compensating increase.

Reports issued by the railways and secured by the Winnipeg daily papers from their corps of correspondents throughout the country indicate that seeding is now pretty well completed, Saskatchewan and Alberta being further

advanced than Manitoba. Of course there is considerable anxiety owing to the long delay in completing seeding operations, but grain growers of many years' experience in the West state that there have been many and repeated instances of good crops resulting from seeding as late as May 20th and their testimony has served to allay the general feeling of anxiety. It is felt that with favorable weather during the summer the western crop will be all right.

In the meantime the railways are rushing wheat to the lake front and already the effect is being felt throughout the country. Money is circulating more freely and wholesalers report considerable improvement in country collections.

## RAILROAD RESPONSIBILITY.

From time to time, some railroad or other, happening for the moment, to incur popular disfavor, comes in for a storm of abuse that threatens to rival in its intensity that created by the late packing house scandals in Chicago. To make the railroads a clearing-house for the public conscience is hardly living up to the letter of the 11th Commandment, which says "Thou shalt give unto every man a square deal," nor is it, to our mind, showing gratitude for blessings received in proportion to vituperation over those withheld. To the railroads is directly due the development of the great west and the consequent widening of trade throughout Canada, and it does not behoove us, in an editorial or any other capacity, unduly to create faction and prejudice against them.

In the recent tie-up of traffic in the west, the C.P.R. and C.N.R. have, individually and collectively, been accused of wilfully neglecting to provide adequate service, of making no preparation against the possibility of just such a situation arising, and of failing to keep in touch with the growth of the country to whose inhabitants they represent so much. They were accused also of deliberately disregarding the congested state of the roads until it was too late to unravel the tangle, and of then making wild promises to the farmers and grain dealers which they well knew it was impossible for them to fulfil.

It is true that a great part of this wholesale arraignment was too hysterical to carry much weight or to command serious attention from those whose opinions were worth consideration, but much bad feeling has been created between the railways and the people which might have been avoided. The railroads, on the other hand,

taking the equipment for their own use, have advanced excuses which are unconvincing. In their capacity as public carriers it is their duty to provide rolling stock and other equipment adequate to the needs of the country through which they run. A plea of being caught unprepared is simply a confession of not being big enough for their job. A railroad assumes an increased burden of responsibility with every mile of track laid down.

## AN EXPENSIVE EVENING.

There is a case now pending in Wisconsin which, if decided favorably to the plaintiff, should do much towards forcing the railroads to install better heating and ventilating apparatus throughout their trains. S. E. Narcott, a traveler for the Dousman Milling Co., of DePere, Wisconsin, has entered suit against the Minneapolis, St. Paul and Sault Ste. Marie Railway, alleging wilful neglect on the part of the company in failing to provide adequate heating for a sleeping car in which he traveled from Minneapolis to Escanaba, and claiming \$50,000 damages on account of injury to health contracted during the journey.

Mr. Marcott is at present in hospital at Escanaba; the severe cold which, it is claimed he suffered as a direct result of his chilly night, rapidly developed into typhoid pneumonia, and for a time it seemed doubtful whether he would live to see the outcome of his unique claim. It is unlikely that so large a compensation will be conceded by the court, but the case will be watched with interest by a large circle of men who will be almost as vitally concerned in the decision as the plaintiff himself. And it will be educational as well as significant.

## TRAFFIC DELAY.

A Toronto grocery broker said this week that in twenty years' experience he had not seen business so quiet on the "street" as this spring. The backward season is blamed of course but the chief cause of the backwardness, according to the trade view, is the congestion of railway traffic. Wholesalers are unable to get goods either in or out on anything like time. Complaints are innumerable. Ten days for a car of sugar between Montreal and Toronto. A car of goods lost for three weeks and the grocer quite out for two weeks. These are just samples. The whole trade of the country is clogged because of this traffic delay.



# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS—

- Fish—Revised.
- Sugar—Advanced again.
- Canned Goods—Very scarce.
- Molasses—Firm.
- Beans—Firm.

Montreal, May 23, 1907.

Jobbers report a very good demand for general grocery lines but complain of the poor weather as handicapping business. Everybody has been expecting a bit of the summer before this, but evidently it will be a few weeks yet before the real hot weather sets in. The strike in the harbor of Montreal is still affecting business and to make matters worse the carters working for one of the largest cartage companies have gone on strike. As a consequence one of the railroads will not take any goods from outside points for delivery into Montreal and will not accept freight in Montreal for delivery to outside points unless the shipper carts the goods to the station himself.

Sugar is firm at advance, but jobbers report that buying is checked. Molasses is firm, as are also beans. All varieties of canned goods are very scarce and higher prices would not surprise. Teas are selling very well. There is no startling news from the Japan market to date. Raisins and currants are slow. Coffees are fair. Evaporated apples are still quoted at the old price. Butter is easier, but cheese has been advanced. Flour is very high, owing to the increase in the price of wheat.

SUGAR—Sugar is strong at last week's advance. Prices are very high and demand is checked for that reason. Some orders are being placed, but these are more for sugars which are required for immediate use than anything else.

SYRUPS AND MOLASSES—For city delivery molasses is higher this week, as will be seen from quotations. Orders are very good and better business is expected as the season advances. Corn syrups continue in strong demand, which is something unusual at this season.

Granulated, bbls	4 60
4-bbls	4 75
hags	4 55
Paris lump, boxes, 100 lbs.	5 45
50 lbs.	5 55
25 lbs.	5 75
Extra ground, bbls	5 00
50-lb. boxes	5 20
25-lb. boxes	5 40
Powdered, bbls	4 80
50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " hags	4 15

TEA—There is considerable activity in Pekoe, Souchongs, Ceylon and India teas. Low grade and medium Japans

are also in good demand. Advices from Japan state that the market is firm with little business at the prices, although considerable inquiry is reported.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common	0 18	0 17
Common	0 15	0 17
Ceylon—1 rok-n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Punguey gunpowder, low grade	0 11	0 19
pea leaf	0 19	0 22
pinhead	0 30	0 35

COFFEES—Fair business is being done in coffees at prices quoted. There is considerable demand from country districts for various grades.

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

DRIED FRUITS—Raisins and currants have not changed materially since last report. Business is not large, as this is not the season for good trade, and merchants are content to buy for

**LAST MINUTE PROVISION MARKETS.**

Montreal, Thursday, May 23, 1907.

BUTTER—Market easy. Business good.

CHEESE—Little change. Prices steady.

EGGS—No change.

PROVISIONS—Hogs scarce and higher prices possible.

immediate requirements. Prunes are selling fairly well. Nuts are featureless.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers,		0 10
Dates—		
Hallowees per lb.	0 04	0 04
Sairs, per lb.	0 03	0 03
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers	2 25	
Connoisseur Clusters	3 09	
1-box	1 10	
Royal Buckingham Clusters, 1/2-boxes	1 37	
boxes	4 50	
Excelsior Window Clusters 1/2's	5 50	
1 50		
Californian Raisins—		
Fancy seeded 1-lb. pkgs	0 11	
Choice seed 1-lb. pkgs	0 10	
Loose Muscatels 3 crown	0 09	
4 crown	0 10	
Prunes—		
30-40s	0 09	
40-50s	0 05	
50-60s	0 06	
60-70s	0 07	
70-80s	0 07	
80-90s	0 06	
90-100s	0 06	
Oregon prunes (Italian style), 40-50s	0 07	
50-60s	0 07	
Oregon prunes (French style), 60-70s	0 06	
80-100s	0 06	
100-120s	0 04	0 05

Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases	0 08	0 08
cleaned	0 08	0 08
in 1-lb cartons	0 09	0 09
Finest Vostizzas "	0 09	0 09
Amalias "	0 01	0 02
Sultana Raisins—		
Sultana raisins, per lb.	0 13	0 15
1-lb carton	0 13	0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08	0 09
Four crown, fancy, 10-lb. boxes	0 06	0 07
Three crown	0 05	0 06
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
stuffed figs, in boxes, per lb.	0 15	0 20
stuffed figs, " box	0 30	0 30

SPICES—Spices have not changed since last report. Business is slow.

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

BEANS—Beans are firm and prices are likely to advance in the near future.

Choice prime beans	1 40	1 50
Soup peas, whole, bag 2 bushel	2 25	2 30

EVAPORATED APPLES — Jobbers are still quoting 10c., but business is limited.

MAPLE PRODUCTS—The market is again easier, prices being a little lower on maple syrup and maple sugar. Quebec sugar is still arriving in good quantities and is selling anywhere from 6 1/2c. to 7 1/2c.

Pure maple syrup, bulk, per lb.	0 06	0 07
Compound maple syrup, per lb.	0 05	0 05
Pure Townships sugar, per lb.	0 08	0 08

RICE AND TAPIOCA—Rice is selling freely at prices quoted. Deliveries are slow, owing to labor troubles in Montreal. Tapioca continues slow.

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

## CANNED GOODS

MONTREAL.—For all lines of canned fruit and vegetables demand is strong but business is handicapped by short stocks in every line. French mushrooms have been advanced from \$2.50 to \$3 and are now quoted by jobbers at \$18 and \$27 a case. Prices of Canadian canned goods have not advanced, but it would not be surprising to see a change, so scarce are the majority of lines.

TORONTO.—Continued cold weather has added to the strength of the canned goods market. Blueberries, peaches green gage plums, and strawberries are very scarce, some houses being quite cleaned out and unable to get more. Peaches are advanced and \$2.10 and \$3.25 are being asked for yellow 2's and 3's, respectively.

Many farmers have lost their young tomato plants and the crop outlook is not favorable. Peas are also firm.



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," "White Rose," and brands.

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

FRUITS.

	Group No. 1	Group No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	2 92½	2 90

Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 65

Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red, pitted		3 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90

Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 6
Gals. " solid pack		8 15

Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50

Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard		5 50

Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	2 10	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	3 25	2 87½
2's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70

Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40

Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
2½'s, whole		2 30

Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35

Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 72½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55

Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85

Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30

Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard		5 65
" solid pack		8 65

Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard		5 40
" solid pack		8 40

Strawberries—		
2's, heavy syrup		2 50
2's, preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLE

Asparagus—		
2½'s, tips, California	2 80	3 90
2's, Canadian		2 77½

Beets—		
2's, sliced, sugar and blood red		1 02½
2's, whole		0 92½
3's, sliced		1 25
3's, whole		1 15

Beans—		
Fancy brands		
2's, golden wax	0 87½	0 85
3's	1 35	1 32½
Gals. "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals.		
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½

Corn—		
2's	0 95	0 92½
Gal., on cob		4 65

Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05

Cabbage—		
3's	0 92½	0 90

Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85

Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05

Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
Gal.	3 62½	3 60

Rhubarb—		
2's, preserved	1 20	1 17½
3's	1 97½	1 95
Gal., standard	2 77½	2 75

Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17

Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50

Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gal., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's		0 80
" " 3's		0 83
Chili sauce same as tomato sauce		1 00

Catsups, tins, 2's	0 75	0 90
" gal.		4 50
" jugs	7 70	12 00

FISH.

Lobster, tails		4 00
" 1-lb. flats		4 30
" ½-lb. flats		2 25
Mackerel, Scotch		1 45

Salmon, Fraser River Sockeyes—		
1-lb. Tails, per doz.	1 80	1 90
1-lb. Flat		1 95
1-lb. "		1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoos, per doz.		1 35

Humpbacks, "		1 00
Sardines, French ½'s.	0 12	0
" "		0 25
" Portuguese ½'s.	0 08	0 10
" P. & C. ½'s.	0 25	0 27
" F. & C. ½'s.	0 35	0 38
" Domestic, ½'s.	0 03	0 03½
" Mustard, ½ size, cases 50 tins, per 100		4 00

Haddies, per doz		1 10
1-lb. Flat		1 20
Kipper herrings, domestic		1 35
" imported		1 10
Herrings in tomato sauce, domestic		1 00
" imported		1 30

MEATS, ETC.

Beef, corned lb, per doz		1 400
" " 2's		2 5
" " 3's		7 5
" 1-lb. "		17 50

	Per dozen tins.
Chicken, 1's, boneless	3 00
Turkey, 1's, "	3 00
Duck, 1's, "	2 85
Tongue, 1's, lunch	2 75
Soup, 2's, gilet	1 95
" 2's, tomato	1 00
" 3's, "	1 45

Pig's feet, 1's, boneless		1 40
1½'s		2 50

E. C. Boeckh, president of the United Factories, is visiting Atlantic City along with Mrs. Boeckh for a few days.

ONTARIO MARKETS.

POINTERS—

Sugar—Still firm.  
 Canned Goods—In demand.  
 Fruits—Scarce.  
 Dried Apples—Easier.  
 Beans—Firm.  
 Butter—Lower.

Toronto, May 23, 1907.

Business is not quite as active as it was a little while ago and the weather is generally blamed. Another drawback is the difficulty in securing the shipment of goods by rail. It might be said that the railways are about a week behind with their freight traffic and one must think a while to appreciate just what that means to the grocery business throughout Canada. Sugar, since the advance, is not going out very fast, the retail trade having stocked pretty heavily prior to that. The market is regarded here as continuing very strong. The continued cold weather is improving the situation in relation to all canned fruits and vegetables. This is due partly to the delay in getting green stuff and partly to the doubtful crop outlook. Canned fruits are getting into very small compass and some lines are quite unobtainable. White beans are firmer. Evaporated apples have gone off somewhat, though in neither case is the spot price here affected.

TEA—There is a fairly active demand and prices continue firm. Abroad there are no special features to the market except the reported amalgamation into a trust and combine of the larger native Japan tea firms.

COFFEE—Willett & Grey, New York, say: "The receipts in Brazil continue large and encourage writers opposed to coffee to dwell upon the weight of stocks an argument which cannot be gainsaid. However, those who are continually speaking about large supplies have no coffee themselves and are probably short in the market, whereas those who are carrying large stocks are complacent and in a position to hold with relative ease."

"The San Paulo Government commenced to take up the surplus of this crop with the purchase of 2,000,000 bags, and as the size of the crop became known they resolutely continued their operations until they accumulated in excess of 6,000,000 bags, and they follow up their purchases with full determination to hold the surplus. Furthermore, the Federal authorities in Rio are fully in accord with the action of the Coffee States, as the larger this crop is the more necessary this action has proved to be. On the other hand, the larger this crop turns out the smaller will be the next crop, in fact the next two crops, as a natural result. It is this feature of assured small production that will bring full vindication to the Government after having been severely and unjustly attacked even before the details of their plan to protect their principal industry were known."

SUGAR—Sugar prices are unchanged since last week but there is a very firm tone to the market here tonight because that buying has appreciably slackened. In raws, beet declined toward the end of last week but advanced again this week to 9s. 11½d., though not quite







existing temperance platform was laid down by him, and it may be counted to his influence that the temperance cause occupies the position that it does to-day.

**Globe's Tribute.**

The Globe says of him: "G. F. Marter, whose death is mourned by a wide circle of friends, was of recent years one of the best known public men in the Province of Ontario. After his retirement from political life he took up with zeal and energy the work of temperance reform, to which he had long been openly committed. He was elected to succeed the late Rev. Dr. MacKay in the Presidency of the Ontario branch of the Dominion Alliance, and he discharged its exacting duties with self-sacrificing devotion. He was never known as a popular temperance orator, but his practical ability and business methods fitted in well with the character of the more recent moral reform propaganda, which relies less on arousing enthusiasm than it does on securing adequate enforcement of reasonably stringent parliamentary enactments. The local option movement has always had his earnest support, both as a member of Parliament and as a private citizen. It will cost his fellow-members of the Alliance some effort to find a successor as well qualified for the work.

\* \* \* \* Always respected for his uprightness, he became, with advancing years, noticeably broader in his political outlook, and developed a strain of robust independence that made it impracticable for him to remain in Parliament."

**GROCERY TRADE IN N.B.**

(Continued from page 32.)

barrel, and the scarcity of the tubers is given as a reason for the high figure.

The supply of eggs is limited and prices are firm, but on the other hand, butter is now coming in freely and the quotations have eased off somewhat.

The Provincial Government has appointed N. S. Dow, dairy inspector for the counties of Carleton and Victoria. Mr. Dow has had considerable experience in connection with dairy work and Teachers' Institute lectures. It is understood the appointment is temporary, pending the return of the commissioner of agriculture, and has been rendered necessary by increased activity in the manufacture of creamery butter, the time of the other inspectors in the province being fully occupied.

Miss A. Goff is in the city demonstrating MacLaren's jelly powder.

Fred Hutchinson, representing Ganang Bros., St. Stephen, is calling upon the trade here.

Alderman John W. Vanwart is spending a few days upriver on a fishing trip.

**MAKING THE PROVISION COUNTER PAY**

By a Guelph Man.

Don't try to dignify your provision counter into a department; just leave it a counter, neat and handy, and push it when you sell groceries. Suggest half a pound of tongue—40 per cent. profit—for supper. Just point out your delicious pea meal bacon, the best in town and you are the only man that sells it. Then a specialty, like ox tongue, at 40 cents a pound pays 75 per cent. profit, and sells to good people. Our monthly bill with a home wholesaler would run into \$300. We, in a corner store, handled everything from chops to head-cheese.

Don't imagine you have to be a butcher to sell provisions. Make the butcher do the work. Buy your chops chopped; buy your hams boned—that saves sawing. Get good sharp knives—like shaving, there's less danger of cutting yourself. Get hardwood slicing boards; dress up your marble table with hams, bacon, tongue, hocks, chops, sausage and bologna. Dress all these with parsley. Buy your stock fresh every day if possible\*. Do all this—don't forget. Sell pork and you will not only make a nice profit but increase your other sales as well.

**DRUMMERS AS EDUCATORS.**

"It is interesting to note with what spontaneity the demand of the retail trade throughout the country follows my Saturday talks with my salesmen," said a prominent jobber the other day. "I find that inevitably I make a strong point about a certain line of goods with my men, the orders of the following week reflects that fact. I believe I could sell white elephants if I would only make it strong and attractive to the salesmen to talk them up big."

The elephant story may be a bit overdrawn, but it is unquestionably true that the drummer has a great influence on the retailers of the country as to what they shall and shall not handle. Let there be a strenuous situation in the market with a given commodity and the jobbers send their drummers out to preach that fact, immediately the trade will respond to what they are told and buy to get in out of the rain or withhold their orders lest they go down in a collapse. It all suggests that the drummer is a great educational influence throughout the country, directly upon the retailer and indirectly on all the consumers of groceries.

T. A. Rowat & Co., Dundas street, London, are opening a new store in London south and are fitting it with Walker Bin fixtures in golden birch. It is a very pretty interior.

**ADVERTISING SHOW.**

At Madison Square Garden, New York, an advertising show, which ran a week and a day, has just closed. It included displays of every kind and sort of device, demonstrated method, scheme and style of advertising, with elaborate and artistic incidentals and supplemental features. One of the most interesting and valuable items in the general programme was a series of lectures given by leading New York experts on methods, scope and achievements of modern advertising.

**FRUGALITY AND MEANNESS.**

While frugality is unquestionably an element of success, there is probably room for exceptions to the conclusions of the American Grocer, regarding a man whose example it cites as how successful business men get a start in the world. This man, it says, "began as a teacher with less than \$40 a year salary. He saved the piece of sugar he got with his coffee at breakfast, and when he had a pound sold it. After a few years he had enough to begin business in a small way. He was willing to practice self-denial in order to get a start. And that is about the only way one attains success."

Perhaps so, but the man who would be small enough to do a thing like that to-day would be so small that there wouldn't be room inside his skin to preserve a grain of self respect, let alone enough respect on the part of his neighbors to ever lend themselves to his successful business. Frugality is one thing and meanness is another. There are too many successful business men of the latter stamp already.

**GARNISHEE IN GEORGIA.**

Down in Georgia the retail grocers are laying plans to invade the next legislature with a garnishee bill that will garnishee. The present Georgia garnishee law does not always work to advantage. He tells a story of one of the Atlanta Association's members who recently sued a debtor and got judgment against the man on his bill, \$20; then the debtor sued the merchant and got judgment against him for \$200, claiming that he lost his position through the suit, which was that of a locomotive engineer.

B. Macdonald, Winnipeg, manager of the Ottawa Fruit Exchange, has gone to Kelowna, B.C., to become manager of the Kelowna Farmers' Exchange. He was presented with a handsome Masonic ring by some of his Winnipeg friends.

**SITUATION VACANT.**

**WANTED**—Experienced grocery clerk, capable of window-dressing and advertising; state age, salary and experience. Address Grocer, Box 632, Brandon, Man.



MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 22, 1907.)

Sugar continues to advance and is the most interesting feature in the grocery market at present. The recent advances have induced heavier buying by a few retailers, but the majority are buying only for present requirements.

Milder weather has had a marked effect on business, the trade showing more confidence in the business outlook. The railways are rushing wheat to the lake ports and as prices are high a large amount of money is being put in circulation. Wholesalers report considerable improvement in country collections.

CANNED GOODS.—There is a steady movement in all staple lines. Two-pound canned peaches are very scarce and are therefore commanding high prices. We quote:

FRUITS.		
	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz.	1 29½	1 27
gallons, per doz.	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black	2 06½	2 04
Gooseberries—		
2's, heavy syrup	2 31½	2 29
Lawtonberries—		
2's heavy syrup	1 94	1 91
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 36½	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.	1 34	1 31½
2's Lombard, 1's.	1 39	1 37
2's Greengage, 1's.	1 44	1 41½
2's Egg, heavy syrup	1 86½	1 84
Raspberries—		
2's red, light syrup	1 69	1 66½
2's black, heavy syrup	1 91½	1 89
Pineapples, whole, 2 lb., per case.		3 65
" sliced, 2 "		4 5½
" grated, 2 "		3 85
" "		4 40
VEGETABLES.		
Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's	1 98	1 93
(No. 3) 2's	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's	2 63	2 58
Beets—		
whole, "		3 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, "		2 84
Spinach—		
2's, per doz.	3 13	3 08
3's	4 09	4 04
gallon, per doz.	11 10	11 10
Asparagus per doz.		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
refugee	1 98	1 93
MEATS.		
Pork and beans 1's, per doz.		1 25
" 2's, "		1 90
" 3's, "		2 60
Clark's 1 lb. plain, per case.		2 25
" 2 " " "		1 80
" 3 " " "		2 25
" 1 " tomato sauce, per case		2 25
" 2 " " "		1 80
" 3 " " "		2 25
" 1 " Chili " "		2 25
" 2 " " "		1 90
" 3 " " "		2 25
Soups, per doz.		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey		3 25
" chicken, per doz		8 30
" turkey		3 30
" duck		3 30
Corned beef		2 75
" 2's per case		2 55
" 1's		2 50
Man. Can. Co. 2's per doz.		2 50
" 1's		1 35
Roast beef (Man. Can. Co.), 2's, per case		2 50
" 1's		1 35
(Clark's) 1's, per doz		2 75
" 2's		2 55

Potted meats, 1's, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Luncheonue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz.	1 80
" 1-lb. tins, "	5 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" 1-lb. tins, "	2 50
" 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25
Corned beef 1-lb. tins, per doz.	1 55
" 2-lb. "	2 75

FISH.	
Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	8 85
" Red Spring, " "	6 30
" humpback, " "	4 00
" cohoes, " "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" 1-lb. tails, per case	10 50
" 1-lb. tails, per case	15 00
" flats, per case	15 50

SUGAR.—Another advance of 10 cents per cwt. advances quotations to the following figures, f.o.b. Winnipeg:

Montreal granulated, in bbls.	5 30
" in sacks.	5 25
" yellow, in bbls.	4 90
" in sacks.	4 75
Wallaceburg, in bbls.	5 20
" in sacks.	5 15
Berlin, granulated in bbls	5 10
" in sacks.	5 15
Icing sugar in bbls.	6 10
" in boxes.	6 50
" in small quantities.	5 90
Powdered sugar, in bbls.	5 70
" in boxes.	5 90
" in small quantities.	5 95
Lump, hard, in bbls.	6 25
" in ½-bbls.	6 25
" in 100-lb cases.	6 25
Raw sugar.	4 70

SYRUPS AND MOLASSES.—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 " "	3 60
" 10 " " ½ " "	3 30
" 20 " " ¼ " "	3 20
Barbados molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" 5 gal. bbls., each.	0 33
" "	2 25

COFFEE—

Whole green Rio, per lb.	0 10
" roasted " per lb.	0 12½
Ground roasted Rio	0 13
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" 1-lb.	0 33

Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb.	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz.	1 05

PICKLES — Local brands are quoted as follows:

Sour—	
1 gal pail.	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz.	2 00
" 20 "	2 25
Chow—	
1 gal pail.	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz.	2 00
" 20 "	2 25
Sweet—	
1 gal. pails.	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz.	2 25
" 20 "	2 50
Onion—	
1 gal. pails.	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz.	2 50
" 20 "	2 75

FOREIGN DRIED FRUITS — No

Sultana raisins, bulk, per lb.	0 13½
" cleaned,	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case.	2 60
" extra dessert,	3 40
" Royal Buckingham,	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 35
" Connoisseur clusters, boxes (5) lbsl.	0 80
Valencia raisins, f. o. s.	1 75
" selected	1 85
" layers.	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" selects	2 85
" layers	2 95
California raisins, muscatels, 2 crown, per lb.	0 10½
" " 3 "	0 10
" " 4 "	10
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb. packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb.	0 04½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb.	0 07½
" dry cleaned, Filigras, per lb.	0 07½
" wet cleaned, per lb.	0 07½
" Filigras in 1-lb pkg. dry cleaned, per lb	0 08
" Vostizas, uncleaned.	0 08
Hallowee dates, new per lb.	0 06
" in packages, per lb.	0 07½
Figs, cooking, in tapnits, per lb.	0 05
" in sacks	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09
" " square boxes (12 oz) per box.	0 08
" " 1 lb baskets, per basket.	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 21½
Apricots, standard in 25-lb. boxes, per lb.	0 21
Peaches, choice, per lb.	0 15
Peaches, uncleaned.	0 15½
Pears, choice (halves), per lb.	0 13½
" standard	0 13
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice.	0 16

EVAPORATED AND DRIED APPLES—Quoted at 10½c to 11c per lb. for evaporated and 9½c to 10c per lb. for dried.

CANDIED PEELS—

Lemon, per lb.	0 13½
Orange	0 13½
Citron	0 24

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

Ontario honey, 5-lb. tins per case	8 75
" 10-lb.	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" 5-lb. tins, 1-doz. case.	8 40
" 10-lb. ½ doz.	10 80
" 60-lb. per lb.	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots.	0 04½
" " 50-lb. lots.	0 04
Rangoon rice, per lb.	0 04
Patna	0 04
Tapioca, per cwt.	7 50
Sago, per lb.	0 04½

NUTS—

Almonds, per lb.	0 16
" (shelled), per lb.	0 53
" in small lots, per lb.	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" green	0 14
Diamond peanuts, roasted	0 14
" green	0 11
Walnuts, new, Grenobles, per lb.	0 1
" Marbols	0 1
" shelled, "	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 25
Brazil, per lb.	0 15

OATMEAL AND CORNMEAL—Cornmeal has been advanced. Quotations are now as follows:

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 22½
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 60

EGG CASES — In good demand at following prices:

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown per case	1 70
" white, "	1 85



**FOOD LAWS OF CANADA  
AND  
THE UNITED STATES**

By A. McGill, Assistant Chief Analyst, Pure Food Branch Inland Revenue Dept., Ottawa.

Food legislation, as we understand that term, is a product of very recent years. This is easily explained, by a consideration of the facts that it is only within recent years that rapid and cheap transportation, modern methods of manufacture, new discoveries of available food materials, and above all, the resources of chemical science, have placed in the hands of food purveyors the means which render adulteration possible.

The English Adulteration Act was first passed in 1860, but only became workable in 1875. The first of the United States to carry out food legislation was Massachusetts; and in this State the food laws have been efficiently administered since 1886. The remaining states of the Union have followed, with varying promptness, the example of Massachusetts, until at the present time, I believe that every state has food laws on its statute books; and, in the great majority of cases, is possessed of the means of enforcing these laws. But there is great diversity among the various states in this matter; and I can best give an idea of the existing state of things by quoting Dr. Wiley's introduction to bulletin 69, of the Bureau of Chemistry at Washington. This bulletin contains a compilation of the food laws of the various states.

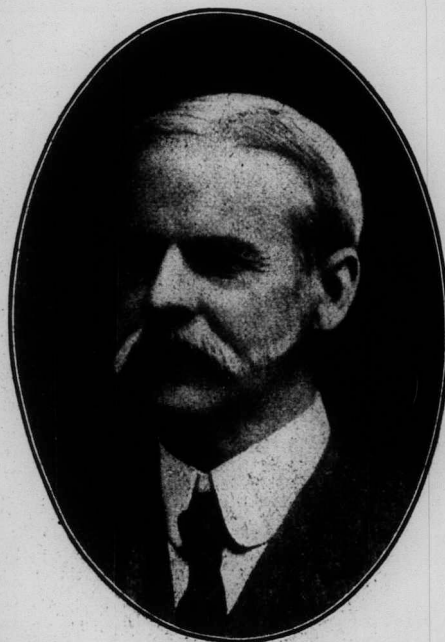
**Situation in United States.**

Dr. Wiley says: "During recent years the number of states enforcing food laws has increased, and the necessity of collecting and unifying these laws has become more apparent. There is little uniformity in the laws of different states with respect to requirements of composition and labeling of food products. The food which meets all the requirements of a law in one state is sometimes forbidden to be sold in another. A manufacturer may be required to put a certain label on a food that is sold in New York and another on a similar package if sold in Illinois or in Michigan. This state of affairs has tended to make food manufacturers and dealers antagonistic to a great deal of the food legislation which has been enacted. They find it difficult to keep informed respecting the requirements of the laws and regulations of the different states in which their products are sold. This difficulty is increased in the case of the consumer.

"The lack of uniformity, even if the laws were more permanent, would cause considerable annoyance and uncertainty, but one of the most troublesome features of State legislation is found in the many changes made in the laws regulating food inspection and control in the various states.

**Forty-five New State Laws.**

"The first edition of bulletin No. 69 of the Bureau of Chemistry contained the laws in force in the various states on July 1, 1902. The following winter sessions of the legislatures were held in forty-five states. In three of these states new food laws were enacted, and in fourteen states very material changes were made in the laws which had previously been enforced. In the summer of 1903 bulletin No. 83, part 1, was published, in which sixty-five pages were devoted to changes in food legislation in eighteen states. In the winter of



ANTHONY MCGILL  
Government Analyst, Ottawa.

1903-4 the legislatures of fifteen states, including Porto Rico, met. In three states, material changes were made in the food laws at this session of the legislatures. These changes in legislation occupied eleven pages of bulletin 83, part 1, of this bureau.

"In the winter of 1904-5, the legislatures met in forty-three states. It was the original intention to publish again the new legislation and the amendments enacted at these sessions. It was found, however, that the changes were so extensive that a revision of the entire bulletin, giving all the legislation now in force in the United States and Canada, seemed preferable to again printing the new laws and amendments. In some cases the new laws are identical with the old, with the exception of a few unimportant words. Although but three years have elapsed since the first pub-

lication of bulletin No. 69, it will be found that the present revised edition is materially different from the original compilation.

"The importance of harmonizing the requirements of the several states becomes more important as food legislation in the various states receives greater attention. It is believed that this compilation will do much towards securing in the near future this desirable end. It will afford to the food dealers in the various states a means of comparing the laws of each state with those of the others which it will be difficult to find in any other publication. The comparison will also be of great benefit to the manufacturers and consumers and will prove of special interest to those who in the future may be charged with the enactment of State and National legislation relating to food control."

**Most Important Year.**

The year 1906 was the most important in the history of the United States so far as food legislation is concerned. A federal pure-food bill became law on June 30; and further important legislation was enacted with reference to the inspection of meat, and meat-food products. There can be no doubt that most of the states of the Union will, eventually, either adopt the federal law, or bring existing State laws into practical conformity with it.

**Definition the Obstacle.**

I may, however, point out that the chief existing hindrance to the effective carrying out of food legislation in every country is the matter of definition. In the matter of drugs we have the pharmacopoeias to refer to; but how are we to define, for legal purposes, such common terms as flour, vinegar, pepper, mustard, whisky, etc.?

An Act of the United States Congress of March, 1903, empowered the Secretary of Agriculture to appoint a committee to establish standards of purity for food products, and a first instalment of authoritative definitions was proclaimed in December, 1904. The latest issue of a report by this committee, was dated June 26, 1906. The work of this commission has been performed with the greatest care, and with the assistance of manufacturers, dealers and importers, as well as of chemists. Of course much remains to be done yet; but there can be no doubt of the ultimate success of this work, or of its value to all concerned. In the case of most food stuffs defined, the conclusions reached will doubtless apply beyond the boundaries of the United States. It remains to be seen how far these conclusions can be advantageously accepted by Canada. Our own Act empowers the Governor-in-Council to make such regulations, from time to time, as are necessary for carrying the Act into effect, and this, of course, covers the matter of definition, so that there can be no difficulty in Canada availing itself of the work of the commission referred to, should such action be considered desirable.



## WINDOW THAT DREW A CROWD

able quantity is sold in Manchester and district.

**Ingenious Mechanism Turned a Trick that Aroused Curiosity — Awarded Second Prize in The Canadian Grocer Competition for February-March.**

The accompanying illustration shows the window that won second prize in The Canadian Grocer's March competition. The display is Magic Baking Powder and the attraction is a magician. He has under the cloth cap in his hand a small sample can of Gillett goods and apparently by a wave of the wand in his other hand changes the color of the label from red to blue and vice

as to the dressing, except rows and pyramids, with two chutes filled with different sized tins, carelessly placed, while an electric bulb at the top of each chute makes it bright and catchy.

But the magician was the drawing card, both for big and small, and they blocked the sidewalk in front of the window at times. The magician is worked by motor.

### UNITED FACTORIES TO BUILD.

The United Factories Limited expect to make large alterations and extensions to Boeckh's brush factories at Toronto, owing to the rapid growth in the demand for these well known lines, the directors are making plans for new buildings and extensions in time for fall and spring trade. While weather has been backward this spring, it is indeed remarkable how business has kept up. There will be lots doing for some time to come, judging from the large amount of orders on hand.



THE MAGICIAN GOT SECOND PRIZE.

versa. It is, of course, a mechanical figure.

The window is Gibbons Bros., Queen street east, Toronto, and it was dressed by one of their clerks, J. M. Thom, now with D. W. Clark, Avenue road. Mr. Thom won for Gibbons Bros. the first prize in The Grocer's 1905 Christmas window competition.

Mr. Thom, writing of the window, says:

"As this was the first time this machine had been in any store, Mr. Dobie and Mr. MacFarlane, of the Gillett Co., took the trouble to come down and see the window, and they said it was the best display they had ever had and requested me to enter in the monthly competition. There is very little to explain

### SIBERIAN BUTTER IN ENGLAND.

A curious factor in the provision market at the present time is Siberian butter, writes P. B. MacNamara, Canadian Commercial Agent at Manchester, under date of April 15. Huge supplies are being brought to London, and, according to expert advice, shipments will be 20 per cent. in excess of last year. The strange statement is made that there is no demand in Siberia for this butter, and it is mainly manufactured for English consumption. Last year over 600,000 cwts. were imported, though six years ago about one-third that quantity was received. New Zealand and Australia are complaining that it is adversely influencing their butter, for it can be obtained 25 per cent. cheaper. It is stated that a consider-

### NOTES.

L. O. Ratte, who conducted a general store at Methot's Mills, is dead.

Never lose sight of the cost of doing business. You will then probably always get a profit.

E. A. Shoebottom, of Sanitas Toasted Corn Flakes, Ltd., London, Ont., dropped in to the The Grocer on Friday last. He reported an excellent demand for the new breakfast cereal lately introduced to the Canadian trade, and stated that orders were in excess of present output capacity of their mills. A carload order in Toronto was the reason for the amiability shown by Mr. Shoebottom.



TO THE BOY  
IN  
BUSINESS

Some of the Qualities That  
Make for Success at the Start.

Harlow N. Higinbotham, of Chicago, began business as a boy and became a partner of the late Marshall Field, the greatest of modern retail merchants. Mr. Higinbotham was president of the Chicago world's fair and is now a prominent financier. He has written a splendid book, "The Making of a Merchant," and in the opening chapter says to the boys:—

"As a majority of business positions to-day are filled by men who entered the harness as boys, the manner in which a boy looks at his first employment is of fundamental importance. Generally he does not take himself or his duties with sufficient seriousness. He is inclined to think that he is only a boy, and that his work is of boyish inconsequence. Nothing could be further from the real facts than such an impression. To realize this it is only necessary to go into the office of any large establishment—the business heart of a commercial enterprise—and observe the swarms of boys that flit between the desks of the older workers.

"Who is always at the elbow of the executive head of an establishment of this kind? A boy! He comes into closer and more continuous contact with the proprietor, the general manager, or the department head than any adult. Because he is only a boy' he is a party to private conversations and transactions from which even the 'confidential man' might be barred. This means responsibility and opportunity, and his conduct is, therefore, of greater personal interest and moment to a business executive than he is generally inclined to think.

"Boys fail to satisfy the demands

made upon them more from the lack of promptness and punctuality than by any other reason. Thousands of dismissals, rebuffs, discouragements and failures at the beginning of a career could have been avoided by these small workers had they made a cardinal point of being always on hand in their proper places during every moment when subject to duty. It is not enough that they should be generally at their stations. The time is sure to come, no matter how sparingly they allow themselves the indulgence of straying only a little from the rigid requirements of office rules, when they will be suddenly wanted—and will be found wanting!

"Many fall into the habit of being a few rods or perhaps only a few feet, from the spot where they are expected to be. This means that the busy employer must leave his desk or resort to a little extra effort to secure their attention. The actual inconvenience may seem trifling, but he is annoyed. If very charitable, he says, 'That's the boy of it,' and patiently gives the little toiler another chance. But the boy has failed to come up to reasonable requirements, and suffers accordingly in the estimation of the man that depends upon him for a certain service.

"Another seemingly petty fault very common to the younger employes is the habit of watching the clock. This is little short of infuriating to the man who is genuinely and seriously absorbed in his business. It tells him that the spirit of time serving instead of the welfare of the business is the controlling force in the work of such an employe. This is peculiarly irritating to the man who has

a thoughtful and conscientious grasp of the serious side of business life. Any large employer of labor, particularly in office positions, will place heartfelt emphasis on the advice: Let the clock take be useful without regard to time or closing bells! This is the secret by which a boy or a young man of even mediocre talents may win the approval of those whom he serves. 'Anything but a time server!' has been the exasperated exclamation that has preceded many a dismissal.

"Quickness to perceive the little things which annoy a busy executive and promptness in removing them has secured the promotion of scores of boys and young men who, as the saying goes, 'have their wits about them.' Proprietors and managers of large businesses are human and susceptible to those delicate personal attentions which count so largely in home and social life. And the fact that such an attention comes from a boy and amid the hurry of business and the commercial surroundings of an office only goes to make these exhibitions of thoughtfulness more acceptable, pleasing and conspicuous.

"In a very large degree, whatever of success I have been able to achieve in the mercantile field is due to reaching out for new responsibilities and doing new things without being told. The man who rejoices the heart of the head of a great business is the man who sees something to do and does it without asking any questions. Of course, I do not mean by this that any employe should recklessly usurp the duties or responsibilities of another or of his employer; but within the bounds of reason he should be extending the radius of his authority and responsibility, and lifting that much, as it were, from the shoulders of his employer. The latter is quick to see the force and value of such a servant and inwardly remarks: 'Here is a man who not only acts, but thinks for me. He sees through the eyes of my own self-interest and initiates and executes in my stead.'"

THE FAVORITE

WITH ALL—IS

"MELAGAMA"

TEA

FIRST-CLASS IN EVERY WAY AND—ANOTHER POINT WHICH IS TO SAY THE LEAST, OF AS MUCH IMPORTANCE TO THE RETAILER AS QUALITY—IT'S WELL ADVERTISED.

OUR LINE OF BULKS IS COMPLETE—WE CAN LET YOU HAVE SOME BARGAINS, BECAUSE WE BOUGHT RIGHT. DROP US A LINE, ALL ENQUIRIES RECEIVE PROMPT ATTENTION.

MINTO BROS., Head Office,

TORONTO

BRANCHES.—

BUFFALO, N.Y.

NIAGARA FALLS, N.Y.

NOTE—We have a supply of linen outing caps and any clerk wanting one of these can obtain the same, free of charge by writing us, stating size of cap required. Very useful to wear around the store.



**SHIPPING GREEN CHEESE TO GREAT BRITAIN**

By J. A. Ruddick, Dominion Dairy Commissioner.

**A PROTEST.**

I am informed by some of the dairy instructors in Ontario, that many of the cheese factories are shipping their cheese in a very green condition. In fact, one instructor writes that he has seen Monday's cheese boxed and shipped on Tuesday. It is difficult to understand how intelligent men can be induced to act so foolishly, in the face of the positive warnings which they have received from time to time during the past year, as to the injurious effect of such a practice on the cheese trade of Canada. If we continue to ship green cheese to Great Britain at a time of the year when they are most likely to go into direct consumption, there can only be one result, and that will be to check the consumption of cheese enormously, with a consequent decrease in the demand, which is bound to have the effect of reducing the price before the season is over. It would seem to require scarcely a second thought to convince any person that it is a most suicidal policy to allow the cheese to be shipped when they are not in a condition fit for food and when their presence on the market will have the effect of stopping the consumption of cheese, and encouraging the consumers to look for some other article of food.

**Buyers Not to Blame.**

It is useless to throw all the blame on the buyers, and to let it go at that. The buyers know the danger of this sort of thing well enough, and the fact that they are offering to buy the cheese is proof that they will not act in the interest of the producer when it serves their purpose to do differently. The factory manager or salesman cannot escape his responsibility for the protection of his own business, or the business of his patrons. It is quite evident that the only way to deal with this question is for the salesman to refuse to sell the cheese until they are fit for market. I appreciate the difficulty of individual action in a matter of this kind, owing to the strenuous competition among factories, but there is nothing to prevent the salesmen on the different cheese boards from agreeing as a body not to allow cheese to leave their factories until they have attained a reasonable age, say at least ten days or two weeks. Some of the cheese boards have already done so, and I venture to say that the factories represented will reap a handsome reward before the season is over, because the district which resolutely re-

fuses to allow the cheese to go forward until they are in a proper condition, will add very materially to its reputation on that account. I know of no surer way of forcing the market down than by selling green cheese.

**Government Instruction Nullified.**

Those who are following the sales on the cheese boards closely, will have noticed that certain districts are receiving a handsome premium over others, simply because they have sufficient foresight and good business judgment to recognize that it pays them to protect the reputation of their cheese in every possible way. When the patrons of cheese factories come to fully realize how vitally they are interested in the actual condition of the cheese as it reaches the consumers in Great Britain, they will make it warm for any factory manager or salesman who allows absolutely green cheese to be shipped from the factory. What is the use of the Government spending money for the purpose of instruction if cheese are to be shipped before any one can determine anything about their quality? The instructors might just as well remain at home, under such circumstances. Any of the improvements which have been made in recent years, and which have done so much to help the cheese industry, will be almost wholly nullified if this sort of thing goes on.

With the knowledge that I have as to the effect of this practice on the British market, I conceive it to be my duty to protest as vigorously as possible against a continuance of this practice and point out the inevitable results if it is continued.

**BUTTER TEST.**

Early this year samples of butter taken from twelve different districts in Canada were examined by the district analysts and reported upon in the official bulletin issued by the Inland Revenue Department at Ottawa. These districts included Nova Scotia, New Brunswick, Quebec, Montreal, Ottawa, Toronto, Manitoba and British Columbia. Out of ten samples from Toronto, all were found genuine; out of twelve from Montreal, six were genuine, two doubtful and four adulterated. Montreal, in fact, made the worst showing of the twelve. A good proportion of the adulterated samples contained large quantities of water and two consisted almost entirely of foreign fat.

**Expert Bookkeeping**

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

**Davenport, Pickup & Co.**

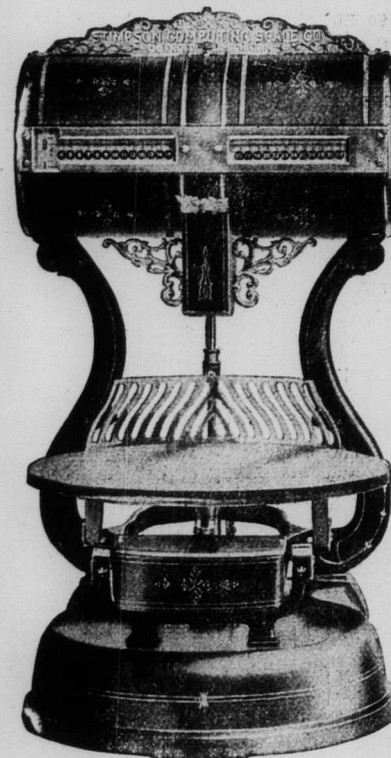
622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

**Square your accounts**

**Our New Improved No. 30 Scale**



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

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

Price \$110—\$20 cash and \$10 per month.

**STIMPSON COMPUTING SCALE CO.**

34 ARTHUR STREET  
WINNIPEG, MAN.



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



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

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

Write us for Samples and Prices

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

HAVE YOU A LIVE REPRESENTATIVE FOR

**Winnipeg and the West?**

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

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

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

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

**CARMAN-ESCOTT CO.**

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

**SALT**

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.

**TO MANUFACTURERS' AGENTS:**

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

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

Address

Business Manager

**CANADIAN GROCER**

Montreal and Toronto.

*It pays to have proper connections in*

**The West**

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

Consign your cars to us and please your customers.

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

*Charges Reasonable*

*Satisfaction Guaranteed*

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

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East

**WINNIPEG, MAN.**



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

meets the most exacting require-  
ments of your customers.

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

**Hot Weather Meats**

The warm weather is here at last and will be for some months. Arrange with us now to send you daily or weekly supplies by express.

**Cooked Hams**  
**Cooked Rolls**  
**Cooked Corned Beef**  
**Cooked Lunch Tongues**  
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**Brown Headcheese Hocks**  
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**Fresh Sausage**

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


**The Brand That Wins**  
Most grocers know that most particular house-  
wives pin their faith to the famous

 **Corona**   
**Brand**

of groceries and provisions because Corona is  
*the brand of unparalleled excellence.*  
The Crown is the housewives' guarantee of  
Purity and Quality.

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


**The Brand**  
**The People**  
**Demand**



When you've said that about the RYAN  
BRAND of

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

you've expressed the reason why you should  
stock no other line of provisions.

 **The WM. RYAN**  
**CO., Limited**  
70-72 Front St. E.  
TORONTO, ONT.

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

That cheese prices continue so high is a matter of surprise in some respects, but is not otherwise than could be expected when viewed in another light. Quotations, instead of declining, as they should at this time of year, are slowly climbing upwards. This is the export season and under ordinary circumstances figures quoted this week would be quite low when compared to ruling prices. As it happens, this is not an ordinary season. The make to date has been considerably less than for the same period last year and consequently supplies are short of requirements. The spring has certainly been very backward and general conditions have been against a successful cheese making season to the present. And again, there has been a lot of short selling. The make has increased little by little, but the most optimistic must admit, slowly. Receipts have not been nearly as large as they should be to take care of the trade, which is always to be transacted this month.

To make matters worse, it is next to impossible to secure delivery from some districts in anything like reasonable time after the cheese has been purchased, owing to labor troubles. The carters working for one of the large railway companies operating into Montreal have gone on strike, and this railroad cannot take freight, cheese or anything else, for delivery from any of the districts through which it runs. Nor can the same company accept freight for transportation from Montreal, unless the shipper be willing to do the carting himself. There is further trouble through the strike of the longshoremen in the harbor. Sometimes good-sized lots of cheese are received by river boats, but now since the regular wharf laborers

have quit work it is a very difficult matter to handle cheese arriving by water.

Such lots as are received in Montreal are rapidly cleaned out. Export demand is strong enough in itself to eat up present receipts, while the ordinary local trade must also receive its share of attention.

It would be unwise to prophesy the future, but from present indications high prices will be the rule for a short while at least. More cheese is required and better transportation facilities, then a decline may be expected.

Practically every week sees a slight decline in butter. This is not an exception. Figures asked are now nearing a level which will permit thoughts of an export trade, although they must decline still further to interest buyers in England. From all reports Old Country importers are none too anxious to buy Canadian butter and they are likely to wait for figures which suit them. There has been a great deal of money lost on Canadian butter in England, as has before been stated in these columns, and English houses have taken down the old motto, "He who hesitates is lost," and are substituting such old saws as "Slow but sure" and "Better sure than sorry." However, there is no necessity for adopting too pessimistic an attitude. Exports business will be transacted this year as every other season. Perhaps it will not open as early as some would wish, nor will it likely be large enough to suit everybody, but it will come.

Receipts are arriving mostly by express, and deliveries are not so bad as in the case of cheese. Not many lots of dairy rolls are being received. This grade arrives in bad condition, and from now until next winter dairy will come in tubs,

## THE PROVISION SITUATION

A very much improved market in the Old Country has put new life into the packing industry in Canada. Prices for best have advanced from 6s to 8s in about 10 days and are now at 62s to 63s. The advance began when the Old Country agents of Canadian packers decided that the situation justified a rise. Buyers there realized that the increase in Danish killings did not make up for the decrease in Canadian and that the summer trade was very dear with very small stocks on hand. The advance was realized. Then came the labor troubles at Montreal and New York with difficulty in getting supplies forward. To help on the movement the Danes last week killed two or three thousand less hogs. The change in the situation came suddenly, after months of stagnation with the Old Country market on its back. Now there is a reasonable prospect of the Canadian packers making a little money.

Maybe this is going too fast. With the improvement in prices has come the inevitable scramble for live hogs and a

boosting of prices. As high as \$6.65 f.o.b. country points is quoted this week, but the price is more nearly \$6.50 to \$6.60, while there are quotations as low as \$6.40. This is an advance of from 10 to 25 cents over last week. Deliveries last week were heavier than for some time, about 28,000.

Cold weather is hindering demand for products in Canada. There is a fair consumptive demand but not nearly what it was a year ago, and not what it will be soon if warm weather sets in. The doubtful crop prospects, however, are said to be making people hesitate in their expenditures. Lard is said to be stiffening up.

Figures regarding the Canadian packing industry have been compiled by the Cincinnati Price Current and are being widely quoted, but they don't agree at all with Ontario Government reports unless a wide margin be allowed for hogs disposed of other than by way of the packing house. The Price Current states that the number of hogs packed in Canada during the year 1906-07 shows a serious decline from the totals

of the three preceding years. Hogs packed during the year ending March 1 last were 1,250,000, this number being a decrease of 50,000 from the previous year, and 400,000 less than the year ending March 1, 1905, which was the record year in the Canadian packing industry, the number of hogs packed being 1,650,000. Five years ago 970,000 hogs were packed, and ten years ago the number was 800,000.

Official records for the Province of Ontario show the number of hogs sold or slaughtered in Ontario for years ended June 30 as follows:

1897	1,399,967
1898	1,592,679
1899	1,875,467
1900	2,656,049
1901	1,973,405
1902	1,991,907
1903	2,168,598
1904	2,240,083
1905	2,267,683
1906	2,222,758

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—Canadian short cut mess pork is higher this week, and American fat back is lower. Hams are easier also. Higher prices are looked for in all hog products owing to the continued scarcity of hogs and the consequent high prices demanded. Extra plate beef is gain advanced. Lard is in fair demand. Some houses have put up compound 1c.

Lard, pure tierces	0 12 0 12 1/2
" " 56-lb. tubs	0 12 0 12 1/2
" " 20-lb. pails, wood	0 12 0 12 1/2
" " cases, 10-lb. tins, 50 lbs. in case	0 12 0 12 1/2
" " 5-lb.	0 2 0 1 1/4
" " 3-lb.	0 12 0 13
Lard, compound tierces, per lb.	0 5 1/2 0 0 5 1/2
" " tubs	0 6 3/4 0 0 9 1/2
" " 20-lb. pails, wood	2 10 2 0
" " 20-lb. pails, tin	1 90 1 95
" " cases, 1 - b. tins, 60 lbs. in case	0 0 9 0 10
" " 5-lb.	0 10 0 10 1/2
" " 3-lb.	0 10 0 10 1/2
Wood, net, tin packages, gross weight	22 50 23 50
Canadian short cut mess pork	23 00 24 50
American short cut clear	23 75 24 2 1/2
American fat back	15 75 16 2 1/2
Breakfast bacon, per lb.	0 13 0 13
Hams	0 13 0 13 1/2
Extra plate beef, per bbl.	15 5

BUTTER—Prices continue to decline and are now lower than they have been for some time. Receipts are fairly large but stocks are not accumulating, demand being good. Large rolls are considerably lower. Dealers are not doing much in this grade as the quality of the rolls is not so good now that the warm weather is here. Farmers are putting up more dairy in boxes than in rolls.

New creamery, choice, boxes	0 21 1/2 0 22
" " pound prints	0 21 1/2 0 22
Large rolls	0 18 0 19

CHEESE—Cheese remains very high for some reason or other. Prices have been maintained very well. For new, dealers ask from 12 1/2c. to 13 1/2c., while good quality old brings anything from 11c. to 15c.

Cheese, old	0 12 1/2 0 14
" " new	0 11 1/2 0 11 1/2

EGGS—The egg market has not changed materially for the last month. This week there is nothing new to record. Prices are still in the neighborhood of 17 1/2c. and 18 1/2c. Demand is good and quite a few good-sized lots are being



# Worth Commands Recognition—

A Grocery Business built upon Quality is enduring and permanent, There's Profit and Prestige to be gained selling

## Clark's Meats and Beans

You get that satisfied feeling that your word is respected and relied upon—a dyed-in-the-wool reputation for handling the

Best Quality



THE NAME

# FLY PAD

was registered as my TRADE MARK in 1880 and I am protected in its use under the registration act.

ARCHDALE WILSON, HAMILTON

### BUTTER, CHEESE, EGGS

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

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

### WINDSOR SALT

TABLE, DAIRY and CHEESE SALT  
FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

### BUTTER and EGGS

—WE ARE—

### BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,

TORONTO.

stored every week. Dealers are putting away all the eggs not required for local trade, though present prices will mean high figures when the goods are offered next winter.

**HONEY**—Honey is very dull. Small business is being transacted. Prices are unchanged.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

TORONTO.

**PROVISIONS**—Demand continues fair at practically unchanged prices. Lard is firmer on account of short stocks and considerable American is being brought in.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Small hams per lb.	0 15	0 15½
Medium hams, per lb.	0 14½	0 15½
Large hams per lb.	0 14	0 14½
Shoulder hams, per lb.	0 11	0 11½
Backs, plain, per lb.	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl.	22 50	23 00
Short cut, per bbl.	0 12	0 12½
Lard, tierces, per lb.	0 12	0 12½
" tubs	0 12½	0 12½
" pails	0 12½	0 12½
" compounds, per lb.	0 09	0 10½
Plate beef, per 20-lb. bbl.	11 00	12 00
Beef, hind quarters	5 50	6 50
" front quarters	7 25	8 25
" choice carcasses	5 00	6 00
" common	0 09	0 11
Mutton	0 13½	0 16
Lamb	8 90	9 50
Hogs, street lots	0 08	0 10½
Veal		

**BUTTER**—Prices have again declined, but further recession is looked for and retailers are buying only from hand to

mouth. Receipts are heavy and stocks are accumulating. The product is still mostly fodder and not for keeping, so that it must be taken for local consumption.

	Per lb.
Creamery prints	0 23 0 24
Dairy prints, choice	0 20 0 21
" ordinary	0 19
" rolls, large choice	0 19 0 20
Baker's butter	0 17 0 18

**CHEESE**—A little old cheese is still obtainable at the old figures. Demand for the new cheese is increasing.

Old cheese	0 13½ 0 14
New	0 13 0 13½

**EGGS**—There is a slightly easier buying feeling in eggs, but the commission men's selling price continued at 18c. to 18½c. All the eggs coming are being taken care of, but the buying in the country is not so keen and pretty soon allowance will have to be made for shrinkage.

Eggs	0 18 0 18½
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**HONEY**—Prices are nominal and without change.

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

**POULTRY**—The only trade passing is spring chickens and the price continues at 40c. Supplies are fair and demand is good.

Live Weight.

Old fowl	0 1
Ducks	0 17
Young chickens	0 13

Dressed weight.

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

WINNIPEG.

**BUTTER**—Most of the creameries in the province have resumed operations, but as yet the output is very limited. Creamery is selling at 30c. per lb. Produce houses are paying 20c. to 24c. per lb. for dairy butter, according to quality.

**EGGS**—The market is uncertain, but perhaps the average price is 16c. per doz., f.o.b. country stations.

**CHEESE**—Prices are quoted as follows:

Cheese, Ontario large, per lb.	0 15½
" twins, per lb.	0 15½
" Manitoba, small (about 20 lbs.)	0 12½

**LARD**—The tierce price is 12½c. per lb. Other packages take the following advances over the tierce basis:

50-lb. tins, ¼c. per lb. over tierce basis, each	6 50
20-lb. wood pails, ¼c.	2 75
6-10 lb. tin pails, ¼c. per case	8 10
12-5 " " ¼c. " "	8 20
20-3 " " ¼c. " "	8 25

**CURED MEATS**—Revised prices are as follows:

Hams, selected, mild cure, 10 to 14 lbs., per lb.	0 17½
Bacon, " 5 to 7 "	20
Bacon, " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 14
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" clear bellies 10 to 12	0 17
" wide 14-16, strips 6-8 lb.	0 16½
Clear backs, bacon, 8 to 10	0 16
" 12 to 14	0 17
Spiced rolls, long	0 14
" short	0 14

A South Missouri paper says: "Aunt Ann Haskins had four dozen fresh eggs to freeze on her one day last week."

ORDER NOW

# Butter

# Tubs

## Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

**WALTER WOODS & CO.**  
Hamilton and Winnipeg



THE BEST IS

# O'Mara's Bacon

IS THE BEST

*A Trial Solicited*

## JOSEPH O'MARA

PORK PACKER

Palmerston, Ont.

## TO RETAILERS—

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

**Best Goods      First Class Cooking  
Perfect Sterilization**

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

## The Manitoba Canning Co.

SELLING AGENTS:

LTD.

## NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton



## Common Sense

One of the talents essential to success in any business. Most grocers have enough of this commendable quality to prefer our

## JAMS and JELLIES

not because we loudly proclaim their superiority to all other brands but because we say they are the best we know how to make. The same applies to our

## PURE APPLE JUICE

Our goods are just as pure and wholesome as selected ripe fruit and fresh vegetables coupled with carefulness and perfect factory arrangements can make them.

The Belleville  
Fruit and  
Vinegar Co.

LIMITED

Belleville, Ont.



THE SEAL OF



QUALITY

*Reindeer*

There is a good deal in a name when it stands for quality.

It is a recognized fact that the Truro brand goods are "par excellence" the best.

"Reindeer" is the Condensed Milk to sell with profit and satisfaction.

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



## CEREALS AND CONFECTIONERY

Wheat Still Advancing—Flour at Higher Prices and Unsettled—Crop Prospects in the West—Good Confectionery a Winner.

The grain trade is hanging on the crop news and all reports with any semblance of reliability are eagerly canvassed. The fact remains that prices are going higher. Grain men express the fear, though, specifically stating that they are not expressing an opinion, that we shall see \$1.50 wheat. The millers naturally lean to the other side. Among them it is reported that the acreage in the west may be 10, possibly 25, per cent. less than last year. Now that the wheat is in it is reported that the country is suffering from a lack of rain. In Ontario, however, the wheat crop outlook is fairly satisfactory. Some nice warm rain would put things into very good shape. This is the pretty general view of commercial travelers.

Flour prices are advancing and unsettled. The present situation retards buying except for immediate needs, and no export business is possible.

Oats are very firm and the products are advancing, though a settled higher level of prices has not been reached. A Toronto dealer paid 45c. outside for oats on Tuesday, and they are being held in Toronto at 48c.

### Confectionery.

Confectionery is like tea, attractiveness is all in the choicer kinds. High grade confectionery, well displayed, will sell itself and give a good margin of profit. The best grocers almost always handle confectionery and specialize it. For the capital expended, there isn't any more profitable department of the

business. It is time now to get ready for the summer trade.

### MONTREAL.

FLOUR—Owing to the continued advance in wheat millers have found it necessary to further advance prices. As will be seen from quotations, prices now asked are considerably higher than they have been for some time past. It is a question whether these figures will last, all depending upon the future action of the wheat market. Business is not very large, most people having stocked up pretty well before prices began to climb. Export trade is fair.

Winter wheat patents.....	5 00
Straight rollers.....	4 40
Extra.....	4 20
Straight rollers, bags, 90 per cent.....	1 75
Royal Household.....	5 20
Glenora.....	4 60
Manitoba spring wheat patents.....	5 10
"    "    strong bakers.....	4 40
Five Roses.....	5 10
Buckwheat flour.....	2 25 2 30

ROLLED OATS—Prices are unchanged but an advance is anticipated within a few days. Some mills are already high-

### SPRAGUE

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

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

Receivers and Shippers of Oats.

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

## BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

## QUANCE BROS

MILLERS OF CHOICE

**WINTER WHEAT and MANITOBA FLOUR**  
**BUCKWHEAT and RYE FLOUR**

WRITE FOR QUOTATIONS.

DELHI, ONT.

## DON'T TAKE CHANCES

Since you can stock our famous

## ROLLED OATS

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

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

## Are You Content?

with the flour you are handling?

If not, get a shipment of

## Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

## LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

## SANTAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

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

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

If you are not stocked write us at once.

## BATTLE GREEK TOASTED CORN FLAKE CO.,

LONDON, ONTARIO

The C

er, but figures

Fine oatmeal standard of Granulated cold dust or rolled oats.

FEED market Ontario bran Manitoba Moullie, mi Feed flour

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60 per cent. 85 Strong baker

Straight rolled patents Blended

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Rolled wheat Rolled oats, oatmeal, star

Thos. is offerin F. Bra has been

YOUR

Do you last seas with price PHOSPH FRI

We can Drop us

CHARL LONDON

TEST

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McLau



er, but jobbers continue to quote the figures which appear below.

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated "	2 30	2 45
Gold dust cornmeal, 98 lb bags	1 75	
Rollod oats, 90-lb. bags	2 00	2 10
" 80-lb. bags	1 90	2 05
" bbls.		4 40

FEED—Feed is high and scarce. The market is featureless.

Ontario bran	24 00	25 10
Ontario shorts	23 00	24 00
Manitoba shorts	22 00	23 00
" bran		21 00
Moullie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 25	1 40

**TORONTO.**

FLOUR — Prices continue very unsettled, waiting for something definite in the wheat market. Export business is suspended. Even domestic buyers have not followed the advance, and some millers find business very slow. Others again, say that the home trade is excellent all over eastern Canada. The opinion is firmly held that prices are on a permanently higher basis for a considerable time to come.

Manitoba Wheat.		
60 per cent. patents	4 90	5 00
85 "		4 50
Strong bakers	4 30	4 40
Winter Wheat.		
Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40

CEREALS — Rolled wheat has been advanced 25c. Oats are advancing and the products are very firm, but a general advance has not been made yet, though some of the millers are asking more.

Rollod wheat in barrels, 100 lbs.	2 70	2 85
Rollod oats, in wood, per bbl	4 50	4 75
" in bags, per bag 90 lbs	2 25	2 62
Oatmeal, standard and granulated, per bbl.	5 00	5 50
" in bags 98 lbs.	4 02	2 00

Thos. W. Fraser, baker, of Dundee, is offering his business for sale.

F. Bradley, confectioner, of Ottawa, has been succeeded by W. C. Scott.

**YOUR SODA FOUNTAIN AND ICE CREAM TRADE**

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

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

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

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

TEST

**McLAUCHLAN'S CREAM SODA BISCUITS**

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

**CANADIAN FLOUR IN WEST INDIES.**

Watson, Boyd & Co., Port of Spain, Trinidad, writing to The Canadian Grocer some little time ago, said:

"What we in Trinidad want to see is the drawing of all our food-stuffs from Canada instead of, as at present, from the United States, but unfortunately there is a deep rooted prejudice against Canadian flours, on account of the past experience of the ill-keeping qualities of most brands. This prejudice must be removed and we are glad to say there is a tendency in that direction."

**TELEPHONE COMPETITION.**

A woodenware traveler writes: "Uxbridge is fighting the Bell Telephone monopoly. More power to them. Competition against this company is badly needed, and there is no lack of evidence that such is the case. A shareholder of a rival concern at Markham informed the writer that their private company paid 35 per cent. dividend last year. On this basis what are the Bell people doing with their enormous income. One thing certain, commercial travelers should get special rates on all long distance calls."

**MILK-TESTING SYSTEMATIZED.**

The Canadian Cow-testing Associations, of which there will be about 50 in operation in Quebec and Ontario this year, have now got their work well in hand, and each farmer is receiving monthly reports detailing the total estimated yield of milk and butter fat of each cow whose milk he has weighed and sampled.

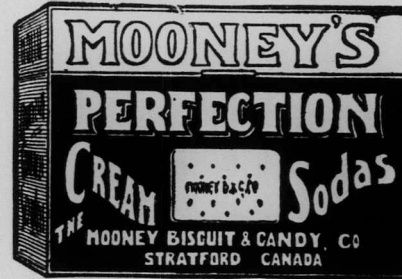
The work is carried on under the direct eye and auspices of the Dairy and Cold Storage Commissioner at Ottawa. About 8,000 individual cows are under regular test, their milk being weighed every tenth day and the composite samples tested each month. At North Oxford, Ontario, one cow gave 1,725 lbs. of milk in a month, testing 3.3 per cent. fat. This cow is owned by the secretary of the association there, and as a 2-year-old gave over 10,000 pounds in twelve months.

Theo Miles and J. C. Boeckh are working the Northwest and British Columbia trade at present and report business booming, notwithstanding the adverse weather conditions of the past winter, so Boeckh's brushes will be still in the lead.

Biscuits good enough to mean the difference between success and failure in the grocery business call for some attention.

**Perfection Cream Sodas**

are said to be just such biscuits. This decision throws



into a class by themselves. They were pure enough and good enough to merit the verdict of "Incomparable" by the women of Canada. Then that goodness has been proved lasting. Now comes the decision of practical grocers — men who know.

The inference is plain stock Perfection Creams.

**The Mooney Biscuit & Candy Company,**

LIMITED

STRATFORD, - CANADA



1845-1906

**COX'S INSTANT POWDERED GELATINE**

An old friend in a new guise.

Saves time and trouble Recipes in every package

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



## WHEN YOU WANT A SUPREME TEST

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

Judged by these tests

## PURITY FLOUR

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

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



Mills at  
**WINNIPEG, GODERICH and BRANDON**

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

## Particular People Like Our Flour

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

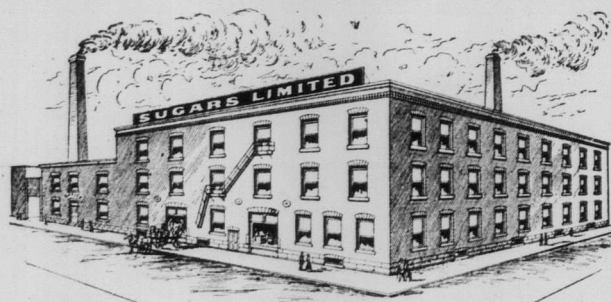
**"Premier Hungarian"  
"White Rose" and  
"Royal Patent" Brands**

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

Order direct or from our nearest agent.

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

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



**Diamond Brand  
Maple Syrup**

**Twin Block  
Pure Maple Sugar**

**Maple Cream Hearts  
Marmalade, Jams, etc.**

**Sugars, Limited - Montreal**



## Purity and Excellence

Not always is it possible to obtain both **purity** and **excellence** in maple syrup and maple sugar.

It requires experience to manufacture maple syrup that will stand the test of Government analysis and go through the fire of a public's test of excellence.

Our "**PRIDE OF CANADA**" brand of Maple Syrup and Maple Sugar stands the test of purity and excellence every time. That's why it sells. We have the experience which enables us to turn out such a brand—a brand we will back against all others.

You should sell it. Write us if you don't.

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



# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Pronounced Ka-lee)

If you do any trade with summer hotels, exhibitions, fairs, pic nics, etc., you can make a hit with

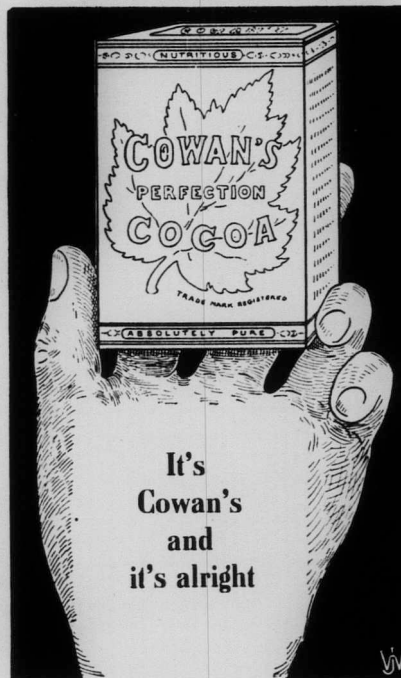
## Cailler's Swiss Milk Chocolate

The purest of all and the safest to sell

If you haven't tasted or sold **Cailler's** you have a treat in store for you—

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

## "The Maple Leaf Forever"



It's  
Cowan's  
and  
it's alright

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

## Cowan's Cocoa and Chocolate

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

**The COWAN CO., Limited**  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

There is nothing behind the constant demand for

## Mott's "Diamond" and "Elite" brands of Chocolate

except purity and value. Every grocer can depend upon always getting it right.

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

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

## It will Pay

you to stock and push the sale of the famous

## Frame-Food

PREPARATIONS

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

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

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



**CHEWING GUM**

A Habit that has Created  
a Great Industry.

Raw Product and Process of Manufacture.

Chewing gum is a habit that has been capitalized at \$9,000,000. Why people chew gum few of them could answer except the dyspeptic who work on the medicated variety as he has experimented with so many other reliefs. Pretty nearly everyone who originated in the country remembers the home-made spruce and tamarack gums for which he gathered the crude material and which were supposed to be good for coughs and colds. To-day gum, like most other things, is factory-made. A few years ago vast quantities of gum arabac were utilized in gum-making but now the gum that is the motive power for so many millions of jaws, is made from chicle. There is a little spruce, tamarack and wax gum used still, but there is comparatively so little demand for those varieties that the American Chicle Co., the gum trust, has stopped making them.

The manufacture of gum is a very simple process, and in so far as the bulk of the gum made in Canada is concerned, there need be no question as to its cleanliness. The other day a Canadian Grocer representative paid a visit to the Toronto factory of the American Chicle Co. to find out how gum was made.

**The Raw Product.**

Chicle is a product of the sapodilla tree of Mexico, known botanically as *Archeas sappotta*, and is got from the sap which is collected and boiled somewhat after the manner of maple syrup. The product is a solid substance, light colored, porous, containing so much moisture, and when broken the inside surfaces appear wet. The Mexicans use the raw chicle as a gum. When Columbus came to America the natives chewed chicle to quench thirst when water was not obtainable. There is a record of Columbus having been granted rights for sapodilla so that it early assumed a commercial value in the eyes of Europeans.

Chicle arrives in this country in conveniently sized pieces for handling, wrapped in canvas. The American Chicle Co. have a warehouse for it apart from the factory. On account of the moisture in it care is taken for thorough ventilation. The chicle is placed crossways in long, narrow piles

on platforms raised a few inches above the floor.

**Breaking It Up.**

The first course in the process of manufacture is to break and grind the chicle. This is done in a primitive-looking machine. A round iron pot, with solid bottom and grated sides receives the chicle, and a power hammer, its face armed with eight dull blades radiating from the centre, does the work. The object is to break without cutting the chicle, because the principal impurities are little pieces of bark of the sapodilla tree and if these were cut up there would be the more difficulty in getting rid of them. As the chicle is broken up the pieces fall through the round grating into a zinc covered table and a workman with a shovel returns the coarser parts to the hammer till the whole is fine enough.

**The Singing Cleaners.**

The ground chicle is taken to a long well lighted room with well scrubbed hardwood floors where scores of girls pick the bark and other impurities from it. Four girls sit at a table and each has before her a tray with a glass bottom over a white underlay. She spreads the chicle in a thin layer on the tray and deftly and rapidly removes the foreign matter, principally the pieces of bark. But the cleanliness of the product is not entrusted to one girl. All the chicle is carefully examined by other girls called "inspectors," who examine it, not as the others have done, but more quickly. This workroom adjoins the office and when alone with their work these girls keep up almost a constant singing. It relieves the nervous strain and monotony of the rapid search for bark impurities.

After being cleaned the chicle is spread out in bins about a foot deep in a long room with hardwood floors. Here it stays from 30 to 60 days to dry and every three or four days is turned with a hoe. Here, too, the floor is scrupulously clean. It is scrubbed after each lot of chicle is removed. Keeping the floors clean in a gum factory is something of a task, too, for a piece of chicle when stepped on flattens down and adheres as much as taffy would. After being dried it is baked and placed in an enormous steam heater kila

where the last particle of moisture is removed. The quantity of crude chicle brought into Canada last year was 4,214,259 pounds, valued at \$1,049,087.

All the chicle for the nine large factories of the American Chicle Co., seven in the States, one in Canada and one in England, is prepared, that is cleaned and dried, at the Toronto factory, of which J. A. Phin is manager. Labor is cheaper in Canada than in the States and it has been found more advantageous to distribute the refined than the raw product.

**Making the Gum.**

The actual making of the gum is simple enough. The prepared chicle is placed in a barrel-like, steam-heated kettle and melted up or down, as you please to say it; then the necessary amount of pulverized sugar to make the chicle into the consistency of a stiff dough is added with the requisite flavoring. The barrel-kettle is fitted with curved knives that knead the contents much as bread is kneaded in a modern bakery. The cooking and kneading is altogether a four-bow operation. The batch is then removed to tables, and while still warm is further kneaded and shaped into loaves by white-suited workmen and women. It is then passed through rollers and made into long thin sheets, pulverized sugar being used as flour to keep it from sticking. The sheets are then passed two ways between corrugated rollers which mark them into "sticks." The sheets thus marked are taken to a table where girls rapidly break them into smaller sheets containing about 24 sticks each. In this form they are removed to the packing room where girls with a skill acquired by practice and inspired by the pro rata system of pay wrap the "sticks" and place them in boxes.

**A Lot of Chewing.**

The annual output of the American Chicle Co. is 960,000,000 sticks of gum a year. It owns more than three million acres of land in Mexico thickly wooded with sapodilla, which is a species of palm. The company pays a fixed dividend of 6 per cent. on \$3,000,000 preferred stock and in 1905 earned 13 per cent. on \$5,000,000 common and last year 16 per cent.

Other large manufacturers of gum in Canada are, J. D. Bradshaw, Toronto; Row and Co., Brockville; The Bode Gum Co., Montreal; and C. R. Somerville, Stratford.

J. W. Burgess, Bala, has built a new store. An attractive new fitting will be Walker Bin display counters.

S. W. Ewing, of S. H. Ewing & Sons, Montreal, was in Ottawa this week on business.



**LEA AND PERRINS'**

**SOLD BY FIRST-CLASS GROCERS ONLY!**

J. M. Douglas & Co., Montreal, Canadian Agents

**SAUCE**

BY ROYAL WARRANT

**ARTISTIC TABLE DECORATIONS**

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

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



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



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

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

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

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

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**



## FRUITS, VEGETABLES AND FISH

Slow Movement in All Lines Accounted for by the Elements—Potatoes Scarce and High—The Montreal Sales.

The recent cold snap has put a damper on trade generally. The fruit and vegetable markets especially have been almost featureless. Fish has been stimulated to an unusual activity in preparation for the extra fast day this week, and the cold weather has played its part in boosting the trade. A car of halibut was received by one dealer and disposed of in four days, at prices ranging between 7 and 9 cents.

Potatoes seen impossible to obtain. It is doubtful whether more than four cars of Delawares and three of Ontario stock were received in Toronto last week. Prices have advanced steadily and now rule 40c. to 50c. per bag higher than at the same time last year for both eastern and Ontario stock. Any supply that can be obtained is readily disposed of at these figures. New potatoes, which have hitherto been arriving in boxes, will be shipped in carload lots from now on. The first consignment came in on Tuesday and was quoted at from \$2.50 to \$2.75 per 100 lbs.

The Bellona orange sales in Montreal attracted a good deal of attention from buyers all over the country. The stock opened up in fair shape, but was not above the average. The Fremona's cargo will be ready for auction probably this week.

Strawberries are not yet up to the mark, but are improving. Better quality may be looked for shortly, as the Norfolk, Virginia and Maryland berries will soon be in full supply. The nearer home they can be got the better.

### MONTREAL.

GREEN FRUITS — Continued unfavorable weather has handicapped business in fruits considerably and summer

trade has not by any means commenced in earnest yet. Strawberries are quoted this week but are yet rather high to tempt the ordinary buyer. Valencia oranges are higher, as are also lemons. No other new lines are quoted this week.

New dates, per lb	0 04	0 07
Bananas, fine stalk	2 00	
jumbos	2 25	
Cocoanuts, per bag	3 50	3 75
Pineapple, crate	3 50	4 25
Apples, bbl	3 00	5 00
Lemons	3 70	3 75
Mexican oranges, box	2 65	2 75
Cal formia oranges, new navels	3 00	4 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	2 65	
Valencia oranges, case	3 75	5 75
Strawberries, qua t	0 32	
New figs, per lb	0 08	0 12
Florida grape fruit, box	6 50	
Jamaica grape fruit, box	4 00	4 50
Limes, crates	1 25	

VEGETABLES — Only a fair business is being transacted, at prices quoted below. Weather is too cold to warrant a very strong demand for various lines. Potatoes are higher than they have been for some time. Owing to the strike of the G.T.R. carters, supplies in Montreal are very short and as a result still higher figures may rule in the near future unless the labor troubles are shortly settled. As it is now, the railway company will not accept shipments in the country for delivery in Montreal. Sweet potatoes are advanced. New potatoes are lower. Cucumbers are easier.

Parley, per doz. bunches	0 40	0 75
Sage, per doz	0 60	
Savory, per doz	0 60	
New cabbage, crate	4 50	5 00
Florida tomatoes, crate	3 50	4 50
Turnips, bag	0 90	1 00
Green bean, basket	4 50	
Water cress, large bunches, per doz	0 75	
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz	1 50	
Celery, per doz	1 10	1 50
Florida celery, case	4 50	
Asparagus, doz. bunches	6 00	7 50
Radi-hes, doz	0 40	0 60
Spinach, per bbl	4 50	
Cucumbers, per doz	1 25	1 75
basket	4 00	4 50
Paranips, bag	1 25	1 50
Potatoes, green mountain, per bag	1 25	1 50
New potatoes, lb	0 05	0 05
bbl	7 00	
basket	2 75	
Jersey sweet potatoes basket	3 40	
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02	0 03
Red onions, bbl	5 00	
bag	1 75	1 50
New beets, doz. bunches	2 00	2 25
Old " bag	1 25	
Carrots, bag	1 25	
New carrots do	1 50	
Mushrooms, lb	0 25	
Horseradish, lb	0 15	
Rhubarb, doz. bunches	1 00	1 25

FISH — Fish business has been very good during the week owing to there having been three fish days. With the exception of shad and haddock all lines of fresh fish are plentiful. Shad is 5c. higher. The season for dore is now open, and demand for this line is increasing. The price is 8½c. Smoked and salted fish are quoted at prices which are practically unchanged.

Fresh and Frozen Fish.		
Haddock, per lb		0 05
Halibut, express, per lb	0 18	0 09
Dressed bullheads		0 09
Bluefish, per lb		0 14
Grass pike, express		0 08
Mackerel		0 14
Dore		0 08
Smelts	0 08	0 10
Steak cod, lb		0 06
New tuckshad, each		0 40

## PINEAPPLES

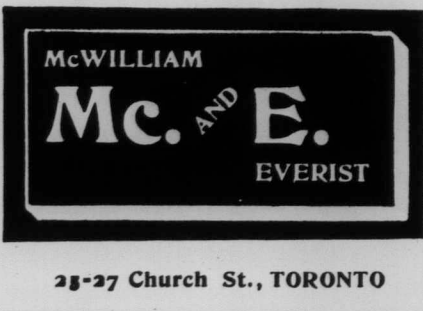
will be arriving in quantities from now till end of season. Advise your customers to make arrangements for preserving stock. We are the largest receivers of this popular fruit in **TORONTO**. Our Brands are select; and will give you satisfaction.

## STRAWBERRIES

are arriving from Carolina in car lots regularly and keeping quality of stock is improving very much. Watch our price list for cheaper berries.

## Sorrento Oranges

For a reasonable price oranges, Sorrentos will fill the bill.



## DRIED APPLES

BRIGHT, DRY STOCK WANTED

**O. E. ROBINSON & CO.**  
INGERSOLL  
ESTABLISHED 1886

## YOU ALWAYS GET THE BEST GOODS

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

# FRESH

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

Also full lines of Oranges, Lemons and Bananas

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

## HUGH WALKER & SON

Established 1861

Guelph, Ont.

The C  
Sturgeon,  
Pike, lb  
Lake trout  
Sea trout  
White fish  
B.C. salmon  
Salmon, lb  
Smoked a  
New h  
Kipper  
Smoke  
Yarnoc  
Prepared s  
Skinner  
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Shredd  
Oysters—  
Standa  
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Pineapple, per d  
Celery Florid  
Asparagus, re  
Potato Baltim  
FISH—  
given a  
Great pr  
the 24th,  
good deal



Sturgeon, lb.	0 11	0 12
Pike, lb.	0 06	0 07
Lake trout, lb.	0 10	0 10
Sea trout, lb.	0 10	0 10
White fish, lb.	0 07	0 07
B.C. salmon, lb.	0 12	0 12
Salmon, lb.	0 20	0 20
Smoked and Salted—		
New haddie, box s. per lb.	0 08	0 08
Kipperd herring, half boxes	1 00	1 00
Smoked herring, per small box	0 10	0 10
Yarmouth floaters, box.	1 10	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	5 50	5 50
Boneless cod, 20 lb. boxes	0 05	0 05
Boneless fish, 20 lb. boxes, bricks	0 05	0 05
Boneless fish, 25 lb., boxes, per lb.	0 04	0 04
Dry cod in bundles	6 50	6 50
Shredded cod, 2 doz., per case	1 80	1 80
Oysters—		
Standards, bulk, per imp. gal.	1 50	1 50
Standards Imp. qt. tins, sealed	0 40	0 40
Oyster pails, pints, per 100	1 00	1 00
quarts, "	1 25	1 25
Pickled fish—		
No. 1 Labrador herring, per bbl.	5 00	5 00
" " " " per half bbl.	2 75	2 75
No. 1 N.S. herring, half bbls.	2 50	2 50
No. 1 Sea trout, bbls.	10 50	10 50
No. 1 Sea trout, kegs	5 75	5 75
Labrador salmon in bbls.	12 50	12 50
Labrador salmon, half bbls.	6 50	6 50
Large green cod, 200 lb. bbls.	8 00	8 00
No. 1 green cod, in bbls. of 200 lbs.	6 50	6 50
Small "	4 50	4 50
No. 1 Mackerel, pail	1 75	1 75
No. 1 green haddock, bbl.	6 00	6 00

**TORONTO.**

FRUIT—Sorrento oranges are quoted this week for the first time. The Toronto dealers were all fairly heavy buyers at the Montreal sales of the Bellona's cargo. The strawberry supply is still light, but the stock is getting better. The first car of Arkansas berries was received on Monday and for the most part showed up firm and sound.

Oranges—		
Nave s, extra fancy, 80's, 96's, 112's, 250's, 288 s.	3 25	3 50
120's	3 75	4 00
150's	4 25	4 50
176's, 200's, 216's	4 50	4 50
Nave s, extra choice, 96's, 112's	3 25	3 25
120's	3 75	3 75
150's	4 00	4 00
176's, 200's, 216's	4 25	4 25
Mexicans, 126's, 150's, per box	2 50	2 75
176, 200, 216, 250 per box	3 01	3 01
Valencias, ordinary 40's, per case	5 00	5 00
large, 40's, per case	5 50	6 00
Bloods, 80's 10's, 150's 1/2 boxes	2 25	2 25
Ovals, 80's 10's, 150's 1/2 boxes	3 25	3 75
Sorrentos, 20's 30's	6 00	6 00
Grape fruit, Floridas, 40's, 54's, 64's, 80's	3 75	4 00
Lemons No. 1's 300, 360	3 50	3 50
" 2's 300, 360	4 00	4 50
Pineapples, 24's, per case	4 00	4 50
30's, "	4 50	4 50
3's, "	3 50	3 75
Apples, large red, per box of 12 doz.	3 25	3 25
Bananas, Jamaica firsts per bunch	1 50	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, N. Carolina, per qt.	0 21	0 23
" " " " per pint	0 12	0 15
" " " " Arkansas, per qt.	0 17	0 17

VEGETABLES—The cold weather has reduced trade to a low ebb in all lines. New cabbage has advanced 30c., and the demand is stationary. Cucumbers are coming in more plentifully, and attracting attention at slightly reduced quotations. Potatoes are a minus quantity, and no relief is in sight at present.

Potatoes, De'awares, per bag	1 30	1 35
Ontario	1 20	1 25
Sweet potatoes, per hamper	2 75	3 00
New potatoes, per bush basket	2 25	3 25
Green onions, per doz.	0 15	0 15
Egyptian, 110-lb. bag	3 25	3 50
Bermuda, per crate, 50 lbs.	3 25	3 50
Cabbage, new Canadian, per case	3 50	3 75
Beans, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz. bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 30	0 40
Radishes, Roseland, per doz.	0 40	0 40
Cucumbers, hot house, per doz., fancy Boston	1 25	1 75
Floridas per hamper	4 50	5 00
Beans, white, prime, bush	1 40	1 40
" " " " hand-picked, bush	1 50	1 50
" " " " green, per bushel	0 08	0 08
" " " " "	4 50	4 50
Peas per bush	4 50	4 50
Tomatoes Florida, per crate	4 10	4 50
Parsley, per doz.	0 25	0 25
Celery Florida, 3, 4, 5 and 6 doz., per case	4 75	4 75
Asparagus, per doz.	2 00	2 25
Fancy Baltimore spinach, per hamper	1 60	1 60

FISH—Trade is brisk and has been given a fillip by the colder weather. Great preparations are being made for the 24th, the extra fast day having a good deal to do with the increased de-

**ALL LEMON CONTRACTS**

for spring delivery have been forwarded this week

**Every Order Complete and as Ordered**

There is money in them for you, as the market is much higher.

**WE ARE LEMON SPECIALISTS**

Our celebrated **Home Guard** Brand of Messina Lemons is the reason.

**WHITE & CO., Limited**

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106

**TORONTO AND HAMILTON**

**EVERYBODY'S**

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

**W. B. SPRINGER & CO. - SOLE AGENTS - TORONTO**

We have some

**GOOD LEMONS**

300s and 360s, at \$3.00 per box.

**THE DAWSON COMMISSION CO., Limited, TORONTO**

Cor. West Market and Colborne Sts.

**We Are Now Offering the Trade :**

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit, Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

**MONTREAL FRUIT EXCHANGE**

195 MCGILL STREET, - - - MONTREAL

I offer for prompt shipment :

**200 Bags Bombay Peanut Kernels**

Prices and samples on application.

**ANDREW WATSON**

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409



**TRADE WINNERS.**

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

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

**Are Your Goods on The Market?**

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and **Tell Us If You Don't Get What You Want.**



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

Write for our quotations

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

Packers and Exporters of Canned Lobsters  
—Wholesale only

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

mand. Live lobsters are included in the quotations this week, and enjoy a somewhat fluctuating popularity at 17c. and 18c. There is a good movement in all fresh caught lines.

Perch, large, per lb.....	0 06 1/2	0 07
Blue pickerel, per lb.....	0 06	0 07
White fish, Georgian Bay, per lb.....	0 08	0 10
Whitefish, winter caught, per lb.....	0 08	0 10
Whitefish, fresh caught, Lake Erie.....	0 08	0 10
Yellow pickerel, winter caught, per lb.....	0 12	
Haddock, fresh caught, per lb.....	0 03	0 07
Herring, per 100 count.....	1 50	
"    medium, per lb.....	0 06	0 07
"    jumbo, per lb.....	0 09	0 10
Sea salmon, per lb.....	0 09	0 10
Trout, fresh, per lb.....	0 09	0 10
Ciscoes, per basket.....	0 09	1 35
Pinnar haddie, per lb.—fresh cured.....	0 10	
Labrador herring, per bbl.....	4 75	
Cod, fresh caught, per lb.....	0 08	0 09
Halibut, fresh caught.....	0 08	0 09
Shredded cod per lb.....	0 08	
Shredded cod per doz.....	0 90	
Flounders, per lb.....	0 05	
Halifax fish cakes, case.....	2 40	
Live lobsters.....	0 17	0 18

**MUTUAL FRIENDS.**

The Toronto office of the MacLean newspapers was paid a pleasant visit on Saturday last by Henry Fatum, a well-to-do merchant of Gowanstown. Gowanstown is situated in the north part of the thriving county of Perth, and as Mr. Fatum explained, though the town itself is not large, business conditions were good, upheld by a particularly prosperous farming community all round about. This was Mr. Fatum's first visit to Toronto in seven years, and he spoke of the marked improvements which the city had made during this time. Mr. Fatum is a subscriber to four of the MacLean newspapers, The Canadian Grocer, Dry Goods Review, Hardware and Metal and Busy Man's Magazine. "They are old and tried friends," he said, "and I would not like to be without them in my business. The information they give is most valuable to any retail merchant, whilst your new paper, The Busy Man's Magazine, is full of interesting reading matter." Mr. Fatum was much interested in seeing the home of these newspapers and learning how they were gotten out.

**JAPAN IS HURRYING.**

The value of the tea exports from Japan to Canada for the first two months of 1907 were \$31,123. This is an increase of \$17,670 over the total quantity exported in January and February last year. The exports of rice for the two months were \$46,080, a gain of \$32,627 over 1906. By a curious coincidence, the tea and rice exports for January and February, 1906, were identical in value—each showing returns of \$13,453.

**NOTES.**

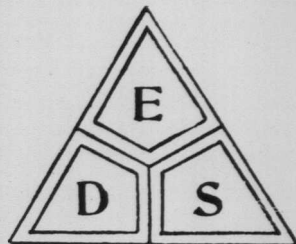
R. Clarke, Troy, Ont., recently burned out, is rebuilding on his old site and has placed an order with the Walker Bin Company for the complete furnishing of his new store. Though doing largely a country trade, Mr. Clarke believes in having up-to-date fixtures for the handling of his large business.

Rose & Laflamme, of Montreal, are showing a very handsome and large assortment of new season's Christmas crackers, stockings, wedding cake ornaments, confectionery novelties, manufactured by Batger & Co., London, England. Their salesmen will visit the trade throughout Canada with a full line of samples.

N. Fink, a progressive grocer of Mattawa, is building a fine new store which he expects to occupy early in June. The Walker Bin people are putting in the fixtures, which are to be oak throughout. The fittings include a 34-ft. main wallcase and shelving, counters equipped with large capacity bins, and a 30-ft. case for the display of china and glassware.

Frank Creed has returned from a successful trip to British Columbia and the Northwest in the interests of the F. F. Dalley Co., Hamilton. Mr. Creed is known to the trade from coast to coast, having represented Lamont, Corless & Co., New York, and Thos. J. Lipton in the Canadian field. He is a son of Chas. M. Creed, secretary of the Maritime Board of Trade.

**Mr. Grocer!** Could you gather the particular women of Canada into a huge auditorium and ask them to name the preferred brand of Jams and Jellies a considerable majority would nominate



**E. D. S. BRAND**

and there are sound reasons why they should do so. It is certain that there isn't a brand of Jams and Jellies nearly so good manufactured in Canada and none better on the world's markets. Ask for the proofs.

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

**E. D. SMITH'S FRUIT FARMS,**  
Winona, Ont.

**SALT SALT**

FOR MEAT CURING AND EVERY  
OTHER PURPOSE

**VERRET, STEWART & CO.**

LIMITED

MONTREAL

Lump Rock Salt for Cattle



# HALIFAX SHREDDED CODFISH

is made to supply the needs of those who want a pure codfish in small quantities at a reasonable price. Every grocer should sell tons of it. It's A1 value.

**THE ATLANTIC FISH COMPANIES, LTD.**



**Lunenburg  
Nova Scotia**



Your Canned Fish

Department is not complete without the famous

## "King Oscar" Sardines

Your most particular customers will thank you for calling their attention to these famous fish. If you haven't got them in stock order at once from your wholesale grocer.

**John W. Bickle & Greening**

(J. A. HENDERSON)

Canadian Agents, HAMILTON

## Sardines **NEW PACK SARDINES** Sardines

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

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

**Connors Bros., Limited**

Black's Harbour, N. B.



CANADIAN APPLES IN ENGLAND

The Dominion Contributes Three-Fifths of the Supply—Ontario Well to the Fore—Buying by Appearance or Weight.

J. B. Jackson, commercial agent of Leeds and Hull, England, writes forcibly and to the point on the possibilities which exist for expansion of trade between Canada and the north of England. He says: "The most remarkable development which has occurred in recent years is the great expansion in the imports of Canadian apples. According to the most reliable estimates three-fifths of the apples which have been offered for sale in the three northeastern counties during the past season were shipped here by Canadian growers, Ontario contributed the most to this supply, the shipments from Woodstock, Bowmanville, Dundas, Palermo and Colborne, being especially plentiful.

Prospects for Next Season's Trade.

"Judging by the preparations which fruit salesmen are making for the coming season there is every indication that the imports of Canadian apples will even surpass those of last season. Under the system of importing fruit direct from the actual Canadian grower to the merchant house on this side, the trade done was considered remarkable. It is computed that no less than 53,000 bbls. of Canadian apples came direct to Leeds one firm alone accounting for 35,000 of this number. With a reliable Canadian packer and a reputable English merchant house, local salesmen have begun to realize that this direct trade can be conducted with perfect harmony. There is not the least doubt that many firms who refrained from importing direct last season in order to see what success their more go-ahead competitors would meet with, will, themselves, be working under this system during the coming season, as the strict Government inspection of Canadian apples before shipment, (which is becoming to be a well-known fact on this side) gives them a greater confidence in buying Canadian-packed apples over any other fruit.

Canadian vs. United States Fruit.

"Some of the representatives who also visited the chief apple-growing districts in the United States, reported that fruit growers in that country were much concerned at the headway which Canadian apples had made on the British market, and the preference shown for them whenever they could be obtained. This they attributed to the strict Government inspection of Canadian apples before shipment, and some exporters are said to be asking that the United States Government should adopt a similar inspection to protect the reputation of United States fruit being further injured by unscrupulous packers in that country. There is also a unanimous opinion among local fruit men that the United States packers reduced both weight and the size of their barrels last season."

The Canny Scot.

According to suggestions made by some importers in the north of England, Canadian apples should be sold by weight. In Scotland this method has been adopted, for in that country the well-known superiority in the weight of Canadian apples over those of the United States has long been recognized, and

for this reason, the imports of Canadian apples into Glasgow last season are said to have equalled those into Liverpool.

A barrel of Canadian No. 1 will weigh on an average 14 pounds more than a barrel of United States fruit of similar quality, and the suggestion has been made that each barrel have stenciled upon it the exact gross weight of the barrel and the net weight of its contents. The English buyer buys on appearance every time, regardless of the fact that a decision in favor of the American Eagle will sting him to the tune of just one stone. The Scotchman, on the other hand, looks neither to the left nor to the right, but fixes his eyes upon the scales, making weight the first consideration, and quality the second.

Nova Scotia Apples.

"Apples from Nova Scotia are not in demand here," says Mr. Jackson, "not because the fruit is inferior, as it is quite the equal of the apple from Ontario, but because the capacity of the Nova Scotian barrel is smaller than the one from Ontario, by at least twenty pounds. The sooner the Nova Scotia men use a barrel the equal in capacity to that from Ontario, the better for their trade, for if the smaller barrel is used much longer, their trade, as far as the Leeds and Hull districts is concerned, will be almost entirely lost."

There are between forty and fifty fruit firms in the north of England, which have capacities for disposing of from 250 to 1,000 barrels per week during the season, and who are anxious to do Canadian trade.

A BETTER MARKET FOR FRUIT.

J. S. Larke, Canadian Commercial Agent at Sydney, Australia, writing to The Canadian Grocer under date of April 15th, says: "Just now, between the cool season in Australia, high duties, and the demand in Canada, there is very little provisions, produce, or fruit being shipped from Canada though there is no doubt that the British Columbia apples could be more profitably sold in Australia than in the Canadian new provinces. Of course fish is a standard article and the short pack of salmon makes the demand larger than the supply at ordinary prices.

NOTES.

S. G. Morse has sold his general store branch at Ruthven.

D. D. Munro & Co., grocers, of Montreal, have dissolved.

J. E. Ogle, grocer, etc., of Orillia, has sold to Wm. Swinton.

Wm. Hurtuboise, grocer, of Montreal, has sold to D. Hamilton.

F. C. Melbalk, general store, Agassiz, B.C., has been burnt out.

H. Gremier, grocer, of Montreal, has sold out to J. V. Edmond.

George Hopkins, general store, Egbert, has been succeeded by G. Thompson.

Raymond Freres, grocers and liquor merchants, have dissolved.

Rousseau & Lafrance, grocers, etc., of St. Gregoire, have dissolved.

J. O. Johnston, general store, of Englehart, have been burnt out.

Cook & Co., general store, of Granite Creek, B.C., have been burnt out.

F. X. Doucet, grocer, of Montreal, has been succeeded by Mrs. E. Aubet.

H. Schaefer, of Ayton, Ont., grocer, has been succeeded by C. Koehler.

A. G. Kileoyne, general store, of Martindale, has retired from business.

R. J. Gordon, general store, Kars, Ont., is reported to have sold out.

J. A. Fulerton, grocer, of Albert, N.B., has been succeeded by Geo. Milburn.

The assets of N. Francoeur, general store, Horning's Mills, has been sold.

The stock of M. H. Denton, general store, Hornung's Mills, has been sold.

Elliott & Lambert, general store, Mildmay, are discontinuing their business.

J. J. Gorman, general store, of Haileybury, has suffered partial loss by fire.

Elliott Bros., bakers, etc., of Brantford, have sold their grocery business.

Austin & Jordan, grocers, of Vancouver, have closed out their business.

The Wm. Strachan Co., soap manufacturers, etc., of Montreal, have dissolved.

A. F. Dey & Co., general store, Finch, have been burnt out. They carried some insurance.

J. McClure & Son, general store, Paisley, have been succeeded by W. J. McClure.

Mrs. E. S. Carr, general store, Jack-sonville, N.B., has sold out to Nelson Turney.

Wm. Glen, general store, of Woodstock, N.B., has sold out to C. E. Williams.

McIntosh & Hamilton, grocers, of Haileybury, are discontinuing their business.

McMurray, Sanders & Co., of Lennoxville, general store, have been succeeded by McMurray and Hall.

Mrs. A. Vaillancourt has succeeded Mrs. S. Jodoin in the general store business at Coaticook, Quebec.

H. Rivard & Co., of Three Rivers, grocers, have dissolved, and Hormistes Rivard continues the business.

Sargent & Boright, proprietors of a butter factory in Masonville, Quebec, have been succeeded by G. G. Griggs.

An extension has been granted to Goodridge Alan & Sons, general merchants, of St. John's, Newfoundland.

Fraser, Viger & Co., grocers and liquor merchants, of Montreal, have dissolved, and the firm has been made into a limited company, of which Alexander D. Fraser is president.

CONDI AD

Advertisements insertion.

Contraction \$1,000 are all

Cash remitt advertisement Advertisement acknowledged

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FOR SALE of the be twenty ye CANADIAN

JOHN NEW 156 Bay years. N

GROCERY grocery stores and dw makers, stock hundred. Jol

\$11,00

\$5,000

If you want New, Tor

FIRST-CLAS ness \$4.1 Post Off

ALL health c his busin merchand business, yea gladden the h treble or even or better, ca Ontario Co.

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JAMES, Jelli invites co thorough manufacture large busines ADIAN GRO

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**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

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

**Yearly Contract Rates.**

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

**BUSINESS CHANCES.**

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

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

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

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

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

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

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

**ILL** health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

**FOR SALE.**

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

**SPECIALTIES WANTED.**

**NOVELTIES** and specialties wanted by a live agent in Western Ontario, best of references. G. S. Heyward, Chatham.

**SITUATIONS WANTED.**

**JAMES, Jellies, Marmalades, Preserves**—Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

**SITUATIONS VACANT.**

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

**RABBIT EXPORTS.**

While experiments are being made in one of the Australian states, writes D. H. Ross, Canadian commercial agent for Victoria, with the object of annihilating the execrated rabbit—they are not, at least, in some directions—being looked upon with great favor. The Victorian inspector of exports has prepared a return showing that in the export of frozen rabbits there is a valuable asset to the country. It is estimated that in 1906 over £600,000 was paid to Australian exporters for their

rabbits, besides which about £39,000 was spent in labor and materials for the crates in which they were packed. Upwards of £90,000 was expended in shipping freights to London. Further benefits were derived in the freight paid to the various Australian railways for transportation of rabbits to the ports of shipment. The number of crates exported from Australia in 1906 was 944,573, each crate containing 24 rabbits, which were inspected, graded and frozen—so far as Victoria is concerned—under government supervision.



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

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

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

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

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

THE OZO CO., LIMITED,  
MONTREAL



## HOW ABOUT YOUR METHODS?

There are cigars on the market which no wise grocer would care to handle and no grocer can afford to stock. Sometimes poor cigars checkmate shrewd buying and more than ordinary enterprise. Better, surely, to stock my

# PHARAOH and PEBBLE

not because I say so, but because hundreds of grocers have proven their superiority as trade-builders.

Fifteen cents could not buy a better cigar than my *Pharaoh*. It retails at ten.

*Pebble* is the equal of most ten cent cigars and retails at five. And a big percentage of all the grocers in Canada say that

***My Way of Doing Business is Better.***

Are you posted? Your name and address on a post-card will bring particulars.

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

## T. & B. Sells More Than Tobacco

More men would enjoy the pipe if they only knew of a tobacco as good as **T. & B.** The mere fact that this famous brand has made more pipe smokers than any other brand manufactured in Canada talks strong in favor of your stocking

# T. & B.

Cool and fragrant as the soothing weed can ever be—a tobacco non-smokers not only tolerate, but enjoy—not a nip in a ton of it—just the tobacco she'd gladly order for him in preference to all others. Surely **T. & B.** is the brand you ought to stock. Remember

**T. & B. SELLS MORE THAN TOBACCO**

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

**HAMILTON, CANADA**

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## IX COMMANDMENTS OF GROCERY MANAGEMENT

A Westerner's Views on the  
Elements of Successful  
Store Keeping.

By X.Y.Z., Edmonton

A few weeks ago The Canadian Grocer invited correspondence on Shop Management. Well, in details, we all have different ideas, but after all there is only one road to success, and that is the road of hard work and by laying the foundation of your business on general fundamental principles, i.e., profit and loss. Without a knowledge of the details which go to make profit or loss your business is very flimsy, and you will be amongst the nine out of every ten who commence business but go to the wall.

I will give very briefly what I would do if I were to take the management of the grocery department in a big general departmental store, that is about the same as a separate grocery.

I. On my first entering the department I would secure an introduction to my subordinates, shake hands with each one and couple with the introduction some appropriate remark. Give a quick and perspective glance to counters, scales and fixtures, taking care not to let those who may be in charge of those things notice I am observing or taking a mental note. Those untidy counters, inaccurate scales and dirty fixtures will be all straightened up within a week or so without any great splash or to-do, almost without jar to those who have hitherto allowed them to get untidy. This will be done by gentle and polite suggestions or by a little extra unobtrusive effort of my own. Example is better than precept.

II. After carefully noting my staff and the building I would go direct to the stock. Take notes of what stock we require and of what stock wants clearing out. Then I would go to the invoice clerk and get a list of the wholesale houses with whom we have an account. Say I am wanting soap. Well, I know a hundred case lot is cheaper than a five case lot by 10 per cent. But have I the space for it? How long will it take me to dispose of it? A year! Well, then, I won't buy one hundred cases, for my capital is limited and I can invest it better by turning it over quicker on other articles which otherwise I would not be able to stock were I to tie my capital up in soap. Perhaps the money would be better at the bank at 4 per cent. than in soap, risking a fire insurance, at 3 per cent. Then, again, should I have a respectable bal-

ance at the bank my bankers would more agreeably accommodate me with an overdraft should I ever require it.

### Cut to Suit Your Cloth.

If your capital is limited, buy within its limits. A boss of mine had a full, complete and big stock of canned goods, but we were sold out of certain lines for which there were daily enquiries, and consequently the disappointing of customers and losing of sales. Why was this? Well—whisper—we had sunk our capital in canned goods. A customer whom we had disappointed lots of times by being "sold out," "expecting it every day," "just ordered," smote me in such a way that I will never forget the importance of keeping a good, varied stock of sundries. She said: "Oh, dear, dear, I'll go to Smith's; you can get anything there." Now, boys, keep your stocks up or else the customers by going to Smith's so often will get a liking for Smith's, and we will finally find Smith's have got the best of them. The lesson is: Have a grocery stock, not a canned goods or proprietary soap stock.

III. I now go to cashier for information as to our annual turnover, cost of working expenses, what capital there's invested—for I intend to pay interest

# SWEET CAPORAL



## CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all the Wholesale trade

## CLAY PIPES

The best in the world are made by

### McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Firm Established in 1887

### JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

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

Ask for the famous brands of Cigars

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

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



of 5 per cent. on capital invested; see that the book debts have been sufficiently depreciated in value. Having got this information, I find the working expenses are 10 per cent. of the gross turnover. My first invoice arrives: 1 box soap, \$5.50; cartage, 25c. I enter it in cost book thus: \$5.50 plus 25c. plus 10 per cent working expenses equals \$6.33 per box. Thus, \$6.33 includes freight and departmental cost, and to sell at \$6.33 per box is to sell at a sure and certain loss. Well, I have got the cost. What profit can I get? It is a proprietary line and the net profit will be only 4 per cent. Like sugar, it won't do to push. So we must push sundries, which leave a net profit of 20 or 30 per cent., to make up for the unprofitable handling of common soaps and sugars.

Do not guess at your freight and cartage charges. It's just as easy to have the correct charges added to invoice as it is to guess, and, besides, your mind is at ease because you know you are on the right side. Your neighbor may guess at freight and working expenses, but he is a fool and some day he will find it out. If you cannot get working expenses out of an article don't sell it—that's all.

**Do Your Own Delivering.**

For goodness sake keep your own rigs. By doing so you will make a departmental saving. The contractor who is now delivering your goods makes a profit out of you, and you cannot afford to be a philanthropist yet. You are neither Carnegie or Gould. Even if you were a millionaire your charity could be credited in a more noteworthy way than given to a contractor who, after all, seldom patronizes your establishment; besides, it's positively certain your own employe takes more interest in the welfare of your business than the contractor's man.

I remember a lazy driver having a sack of bran to deliver but as our neighbor's rig was passing our consignee our driver dumped the bran into their rig and our neighbor delivered it. As soon as I found out what had happened I went to our driver, and said: "Gilbert, you have done a silly thing. You've introduced Allen Bros. to our customer. Their traveler will call upon them. You must never do such a silly thing again." Their traveler did call, and quoted such cutting prices that it was with great difficulty we managed to keep our customer. Most emphatically, by all means, even though at extra cost, keep your own rigs and men. There's lots of advantages, but to say the least—it's efficient and a good advertisement.

V. Never reprimand your assistant in the presence of a customer except in serious cases. Cross words hurt a cus-

tommer and makes her feel uncomfortable. You will have more weighty effect if you leave the matter over until the boiling point has simmered itself. You and your arguments will be more forcible and impressive and you will win the respect of your subordinate.

VI. Always be on top of your work.

VII. Whatever you sell a lot of, in

small quantities, have them ready weighed up. Weights are more correct and the orders are despatched quicker.

VIII. Always have your employer's interests fore and foremost in all your actions.

IX. Cleanliness, punctuality, honesty and patience are essential features to success.

**MARKET CONDITIONS ON THE ATLANTIC COAST**

Halifax, N.S., May 20, 1907.

The advance in the price of flour in the western provinces has had its effect on the Halifax market. While the merchants here are inclined to discount the unfavorable reports from the west by fifty per cent., they believe, however, that the price of flour will advance materially. It is not the usual proceeding of the local dealers to respond immediately to the western market, yet they have found it necessary to stiffen the price on this occasion, and the prospects bid for a further increase. The increase is not confined to any particular brand, but is general. The advance is from fifty to seventy-five cents per barrel.

All provisions have a higher tendency. Plate beef has advanced from fifty cents per barrel, and pork is from fifty to seventy-five cents higher. Lard is again stiffening up in sympathy with pork. Beans have advanced from five to seven cents per quart by the barrel, and they may go still higher. Sugar continues strong and with an upward tendency. The refineries made another advance of ten cents per hundred pounds last week. This advance, however, was not unexpected. The probable shortage of the tomato crop will advance prices. California raisins are still very fine.

EGGS.—The price of eggs is advancing, and the receipts are slackening up considerable. They are now quoted at 17 cents for Nova Scotia stock, and 16 cents for Prince Edward Island. The receipts of eggs from the island up to the present have been away below the average, but it is thought these conditions are due principally to navigation. As the cold storage men are now commencing to stock up, the price is likely to go still higher.

BUTTER.—On all sides the complaint is heard of the scarcity of butter. The creameries are taxed to their utmost to supply the demand, and there is very little dairy butter being marketed. Small tubs are very scarce. Creamery is quoted at 27 cents, and it costs the consumer 30 cents. Dairy tubs cannot be bought

under 28 cents at retail. Judging from the present outlook, it will be some time before any relief as regards prices will come to the consumer.

BEEF AND PORK.—There is a good demand for pork at the present time, but there are very few fresh carcasses marketed. Navigation between Prince Edward Island and the mainland has greatly affected shipments from the former place. The local pork packers, Davis & Fraser, and the A. J. Matthews Co., are both doing a large business, and they are kept busy filling local orders. Prices on all pork products are very firm. Following the example set by some of the Ontario packers, the local men here are now selling boiled ham to the grocers, and it is a very salable article. Some of the local grocers say that the home-prepared article is preferable to the imported, as they can get supplies at short notice, and it is always fresh. In buying from Ontario firms the grocers could not get their orders filled as promptly as they would have liked, and then the transportation was very slow. Beef is not over plentiful, and the price has not changed since last quotations. The market is almost bare of poultry. Some turkeys are offered for sale, but the price asked is almost prohibitive. Fowls are quoted at \$1.25 to \$1.50 per pair, and good birds are scarce at these figures.

The appearance of the brown tail moth in some of the orchards in the Annapolis Valley has caused considerable alarm among the fruit growers and every effort is being made to stamp it out. Government horticulturists are lending the fruit growers valuable assistance in their efforts to save the orchards from destruction by this pest.

Fred Pierce, of Pierce & Wiltse, general store, Athens, is dead.

W. A. Sadler, representing Edwardsburg Starch Co., was in Toronto last week. Mr. Sadler was doing some special work among the retail grocers of the city.



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# 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.  
Full particulars as to rates and service at the nearest office of

## THE BELL TELEPHONE COMPANY OF CANADA

# 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 deposit  
of one dollar and upwards.

# 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

Dealers are requested to write for special free deal.



SURPRISINGLY SUSTAINING

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

## HOTEL DIRECTORY

### 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.

### 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 stad lines, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

### 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.

### HALIFAX HOTEL

HALIFAX, N.S.

### HOTEL IMPERIAL

Large Sample Rooms

Steam Heated and Gas Lit  
GEO. W. WEBSTER, Prop., Swift Current, Sask.

### VICTORIA LODGE

HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.  
Private Board \$12 to \$14 per week.  
Open Nov. 1 Closes in May.

### ACCOUNTANTS AND AUDITORS

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto. 465 Temple Building, Montreal.

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

# BASKETS

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

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

The Oakville Basket Co.,  
OAKVILLE ONT.

### 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.

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



# Money

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

## Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

## Don't Throw Money Away

More than a few grocers are doing that very thing. They persist in worrying along without—or with any old awning whereas the Bartlett Brand of

## Roller Awning

has been adopted by all shrewd merchants. We claim to make the best awning ever marketed in Canada and we're willing to prove to the man who is willing to invest one cent to find out.

## Wm. Bartlett & Son

20 Adelaide St. West, Toronto

## Modern Store Equipment

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

## Walker Bin Fixtures



insure:

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

## INCREASED PROFITS

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

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**THE WALKER BIN & STORE FIXTURE CO., LIMITED**

BERLIN, ONT.

Representatives

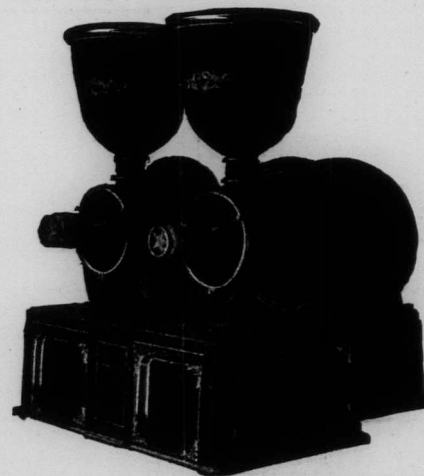
Manitoba: Stuart Watson, Winnipeg, Saskatchewan and  
Alberta:—H. W. Laird Co., Limited, Regina, Sask.

## COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our  
Grinders  
Wear  
Longest

Grinding  
Capacity

Granulating 2 lbs.  
per minute.

## COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

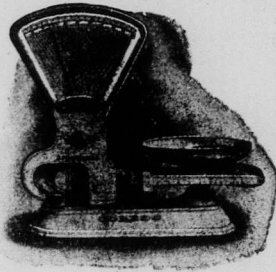
Tedhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.



## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it paid for with the money you are now losing.  
 For Catalogue and information apply,



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

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

## Book-Keeping Leaks.

It's only once in a long time that you can find a clerk who is a good salesman and a methodical accountant too. If his mind is on selling goods, he is careless with his accounts; if he is long on method he is shy on salesmanship—they don't mix. In either case you get the worst of it. And the same fact is true if you are your own clerk.



## ALLISON COUPON BOOKS

do away with all that. You can cut out the book-keeping, and save time and losses. Simple and easy as the cash system.

For Sale in Canada by

**THE EBY BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**WM. T. SLOANE, WINNIPEG, MAN.**

## ALLISON COUPON CO.,

Manufacturers  
 Indianapolis, Indiana.

## How to Retail Gasolene

With a Bowser Storage Outfit you can sell gasolene with safety, because the Bowser prevents the formation of dangerous gas.

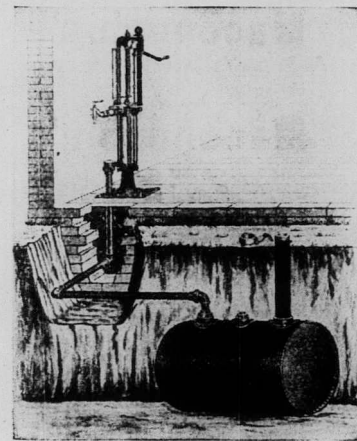
You can sell gasolene at a profit, because the Bowser prevents all losses from evaporation, leakage and waste.

Besides safety and profit, with the Bowser you can handle gasolene with as much cleanliness and convenience as though it were sold in package form.

Send to-day for catalog B, which describes the Bowser Gasolene Storage Outfits.

**S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO**

If you have an old Bowser and want a new one, write us for our liberal exchange offer.



**Cut No. 42**  
**Long Distance Outfit**

### Foolish Economy

There is such a thing.  
 There are men who save dimes to lose dollars. The retailer who worries along without our

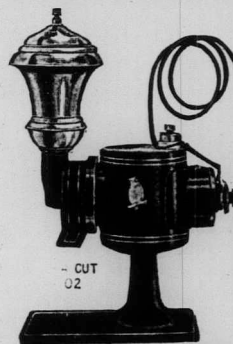
## "Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

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



## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

**THE A. D. FISHER CO., LIMITED, - TORONTO**



# \$250 CASH

To obtain the active co-operation of the retail grocery trade in Canada we are offering cash prizes to the above amount to the retail grocers or grocery clerks who sell the largest quantity of our Pickles and Sauce between June 1st and Dec. 1st, 1907.

The prizes will be awarded as follows:—

1st Prize \$100.00	4th Prize \$25.00	7th Prize \$5.00
2nd Prize 50.00	5th Prize 20.00	8th Prize 3.00
3rd Prize 35.00	6th Prize 10.00	9th Prize 2.00

Every bottle of the goods mentioned below is contained in an outside wrapper and the retail grocer or grocery clerk who sends to our Toronto agents the largest number of these outside wrappers on or before Nov. 31st, 1907, will receive the first prize. The sender of the second largest number of wrappers will receive the second prize, and so on.

The competition is open to any retail grocer or grocery clerk resident in the Dominion of Canada.

Wrappers in which were contained any one of the following lines will be accepted as proof of sale, viz.—

**Maconochie's Panyan Pickles, Maconochie's Panyan Sauce,  
Maconochie's Extra Special Pickles,  
Maconochie's Suffolk Pickles, Maconochie's Finest Pickles  
Maconochie's White & Co. Worcester Sauce  
Maconochie's Marmalade, Maconochie's Jams or Jellies**

Any of the above lines can be obtained from first-class wholesale grocers in any part of Canada. In the event of your not being able to obtain them, write to our Toronto agents for price list and names of jobber who carry the goods in stock.

All wrappers must be in the hands of our agents,

**The MacLaren Imperial Cheese Company, Ltd., Toronto, Ont.**

not later than November 31st, 1907.

Wrappers must be sent Registered, Postage paid, and accompanied with name and address of sender.

The names of prize winners will be published in the Canadian Grocer.

There are no other conditions attached to the competition, simply by pushing the sale of our lines and saving your wrappers you have a good chance of winning one of the nine cash prizes.

Maconochie's Pickles, Sauces, Marmalade and Jams are the greatest value ever offered in Canada, and show the retail grocer a good sure margin of profit.

**Maconochie Brothers, Limited**  
London, England

Quota  
The 1  
responsible  
Grocer, at

Be  
Cook's Friend—  
Size 1, in 2 and  
" 10, in 4 doz.  
" 2, in 6  
" 12, in 6  
" 3, in 4  
Pound tins, 2 doz.  
12-oz. tins, " "  
5-lb. " " "

Diamond—  
1-lb. tins, 2 doz.  
1-lb. tins, 3  
1-lb. tins, 4

IMPERIAL  
Cases.  
4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-doz. ....

Ocean Baking P  
" "  
Borax, 1/2  
Cornstarch  
Freight p



ROYAL  
Sizes.  
Royal—Dime ..  
1 lb. ....  
6 oz. ....  
1 lb. ....  
12 oz. ....  
1 lb. ....  
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T. K  
Crown Brand—  
1 lb. tins, 2 doz.  
1 lb. " 2 "  
1 lb. " 4 "

Keen's Oxford,  
In 10 box 10  
Gillett's Mamm  
Nixey's "Cervu  
" "  
" recording







A Guarantee that is Worth Something

**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

## FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL



The only trouble with  
**BORDEN'S BRANDS**  
is that the manufacturers cannot keep up with the ever-increasing public demand. This demand is due to quality in  
"EAGLE BRAND" Condensed Milk and  
"PEERLESS BRAND" Evaporated Cream.



**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

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

(Unsweetened)

Allison's  
00 to \$3 00 bo  
00 books ....  
10 00 " ....  
15 00 " ....  
20 00 " ....  
25 00 " ....  
50 00 " ....



The Davidson /

Ext.

LAPORTE,

'Vita' Pasteurize

Bottles 1-oz., c

2 "

4 "

20 "

20 "

Wilson

50 lbs.

three b

Inf.

Robinson's patent

" "

Jama

BATSON'S WHOLE

Agents, Rose & I

1-lb. glass jar, screw

T. U

Compound Fruit J

12-oz. glass jars, 2 d

2-lb. tin, 2 doz. in c

5 and 7-lb. tin palls

cre

7 and 14-lb. wood p

50-lb. wood palls ...

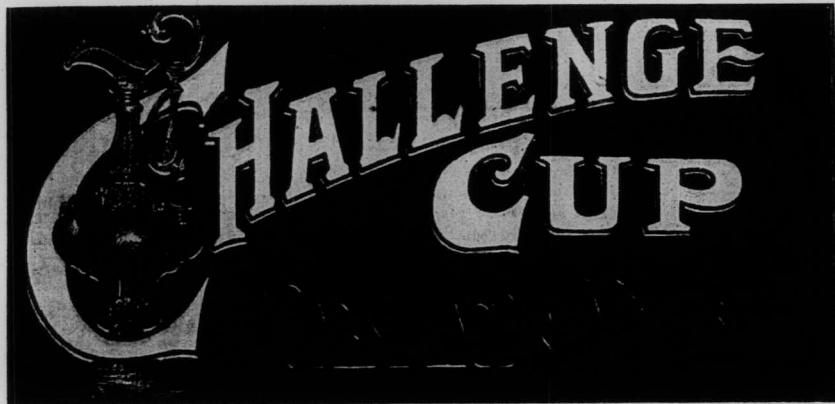
Compound Fruit Je

12-oz. glass jars, 2 d



**WM. BRAID & CO.,** Importers of **TEAS, COFFEES and SPICES**

**DO YOU WANT A LEADER?**



Something special to offer your customers? If so

**Challenge Cup Tea**

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in 1/2 and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfets.

**WRITE FOR SAMPLES**

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

**Allison's Coupon Pass Book.**

10 00	to \$3 00 books	5 cents each
15 00	"	"
20 00	"	"
25 00	"	"
30 00	"	"
35 00	"	"
40 00	"	"
45 00	"	"
50 00	"	"

**Cleaner.**

**BRUNSWICK'S EASYBRIGHT**

4-oz. cans \$ 0 90  
6-oz. " 1 35  
10-oz. " 1 85  
Quart " 3 75  
Gallon " 10 00

**Wholesale Agent.**  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**

LAPORTE, MARTIN & CIE, LTD.  
"Vita" Pasteurized Extract of Beef.

Bottles	1-oz., case of 2 doz	\$3 20
"	" " " " " "	3 00
"	" " " " " "	4 50
"	" " " " " "	4 75
"	" " " " " "	9 00

**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 lvs. packets, \$3 per box, or three boxes for \$8.40.

**Infants' Food.**

Robinson's patent barley	1-lb. tins	\$1 25
" "	" " "	2 25
" groats	1-lb. tins	1 25
" "	1-lb. tins	2 25

**Jams and Jellies.**

**BATGER'S WHOLE FRUIT STRAWBERRY JAM**  
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz.	per doz	2 20
------------------------------------	---------	------

**T. UPTON & CO.**

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case,	per doz.	\$1 00
1-lb. tins, 2 doz. in case,	per lb.	0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in		
case,		
7 and 14-lb. wood pails,	per lb.	0 07
30-lb. wood pails,	per lb.	0 07
Compound Fruit Jellies—		0 06 1/2
12-oz. glass jars, 2 doz. in case,	per doz.	1 00

7-lb. tins, 2 doz. in case,	per lb.	0 07 1/2
2 and 14-lb. wood pails, 6 pails in crate		0 06 1/2
30-lb. wood pails,	per lb.	0 07
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in	case,	\$1 60
5, 7, 14 and 30-lb. pails,	per lb.	0 09

**Lard.**

**THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.**

Tierces	\$0 10 1/2	20-lb. tins	2 13
4-bbls.	0 10 1/2	Cases 3-lb.	0 11 1/2
Tubs, 60 lbs	0 10 1/2	" 5-lb.	0 11 1/2
Pails	2 23	" 10-lb.	0 11 1/2

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper,	per lb.	\$0 40
Fancy boxes (36 or 50 sticks),	per box	1 25
"Ringed" 5-lb. boxes,	per lb.	0 40
"Acme" pellets, 5-lb. cans,	per can	2 00
(fancy boxes 40) per box		1 50
Tar licorice and Tolu waters, 5-lb.		
cans	per can	2 00
Licorice lozenges, 5-lb. glass jars,	per lb.	1 75
" " " " " "	per lb.	1 50
"Purity" licorice 10 sticks,	per doz.	1 45
" " " " " "	per doz.	0 75
Dulce large cent sticks, 100 in box,		

**Lime Juice.**

**BATGER'S LIME JUICE CORDIAL.**  
Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	2 90
Pint " " " "	1 85

**BATGER'S LEMON SQUASH.**  
Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	2 90
Pint " " " "	1 85

**Lye (Concentrated).**

**GILLETT'S PERFUMED.** Per case.

1 case of 4 doz.	\$3 50
2 cases of 4 doz.	\$3 50
5 cases or more	\$3 40

**Mince Meat.**

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

**Mustard.**

**COLMAN'S OR KEEN'S.**

D.S.F., 1-lb. tins,	per doz.	\$1 40
" " " " " "	per doz.	2 50
1-lb. tins	per jar.	5 00
Durham 4-lb. jar	per jar.	0 75
" " " " " "	per jar.	0 25
F. D. 1-lb. tins,	per doz.	0 85
" " " " " "	per doz.	1 45

**E. D. MARCEAU, Montreal.**

"Condor," 12-lb. boxes—

1-lb. tins	per lb.	\$0 35
1-lb. tins	"	0 35
1-lb. tins	"	0 32 1/2
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

**Old Crow," 12-lb. boxes—**

1-lb. tins	per lb.	25
1-lb. tins	"	0 23
1-lb. tins	"	0 22 1/2
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

**Olive Oil.**

**LAPORTE, MARTIN & CIE, LTD**

**Minerva Brand—**

Minerva, qts. 12's	\$5 75
" " " " " "	6 50
" " " " " "	4 25

**Orange Marmalade.**

**T. UPTON & CO.**

12-oz. glass jars, 2 doz. case,	per doz.	\$1 00
Home-made, in 1-lb. glass jars	per doz.	1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 07
Golden shred marmalade, 2 doz. case,		
per doz.		1 75

**Sauces.**

**PATERSON'S WORCESTER SAUCE.**  
Agents, Rose & Lafamme, Montreal and Toronto.

1-pint bottles, 3 & 6 doz., per doz	0 90
Pint " " " "	1 75

**Soda.**

**COW BRAND.**

Case of 1-lb. containing 60 packages per box, \$3 00.

Case of 1-lb. (containing 120 pkgs. per box, \$3 00).

Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.

Case of 50 pkgs. containing 96 pkgs., per box, \$3

**MAGIC BRAND.** Per case.

No. 1, cases, 60 1-lb. packages	\$3 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**Soap and Washing Powders.**

**GUELPH SOAP CO.**

Royal City Soap (bar)	1 case.	5 case.
2 50	2 40	
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

**A. P. TIPPET & CO., Agents.**

Maypole soap, colors	per gross	\$10 20
" " " " " "	"	15 30
Oricle soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

**Starch.**

**EDWARDSBURG STARCH CO., LIMITED.**

**Laundry Starches—**

No. 1 White or blue, 4-lb. carton,	per lb.	\$0 06 1/2
No. 1 " " " " " "	per lb.	0 06 1/2
Canada laundry	per doz.	0 05 1/2
Silver gloss, 6-lb. draw-lid boxes,	per doz.	0 07 1/2
Silver gloss, 6-lb. tin canisters,	per doz.	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	per doz.	0 07 1/2
Kegs silver gloss, large crystal,	per doz.	0 05 1/2
Benson's satin, 1-lb. cartons,	per doz.	0 07 1/2
No. 1 white, bbla. and kegs,	per doz.	0 05 1/2
Canada White Gloss, 1-lb. pkgs.,	per doz.	0 05 1/2
Benson's enamel,	per box	1 25 to 2 50

**Culinary Starch—**

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05 1/2

**Rice Starch—**

Edwardsburg No. 1 white, 1-lb. car.	0 10
-------------------------------------	------

**AMERICAN PURE FOOD COMPANY.**

Japanese Starch	Case
1 case, 5 doz.	\$5 00
5 " " " "	4 85
Lot 5 cases, freight paid.	

**CORN STARCH "ROYALTY."**

12-oz. case, 4 doz.	\$0 50
Lot 10 cases, freight paid.	



# ONE LITTLE WORD

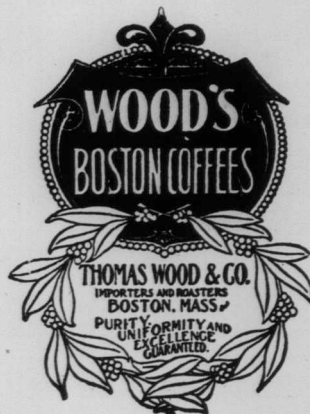
Anything that is "BEST" may be said to have reached the limit of present wisdom. Nothing is more true than that "the best things are the most difficult." It is not therefore without difficulty that

Best in Quality. Best in Purity.  
Best in the Roast. Best in the Blend.  
are made the crucial test in preparing for market

## "WOOD'S COFFEES"

They present an example of difficulties overcome. They ARE the Best.

Canadian Factory and Salesrooms :  
No. 428 St. Paul Street - - MONTREAL,

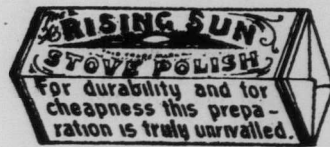


BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 300 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs. or. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.	3 50
Oulinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkgs. cases 5 doz., per case.	4 75
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.	
Oulinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" " 3-lb. cartons, 36 lb.	0 06½
" " 200-lb. bbl.	0 06½
" " 100-lb. kegs.	0 06½
Canada Laundry, 40 to 48 lb.	0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07½
" " 1-lb. fancy, 30 lb.	0 07½
" " large lumps, 100-lb. kegs.	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 07½



OCEAN MILLS.  
Chinese starch,  
per case of 4  
doz., \$4, less 5  
per cent.

LAUNDRY RUBBER STARCH. Agents, Rose & Laflamme, Montreal and Toronto.	
32 packages in case, per case	2 35
J. & J. COLEMAN'S, LIMITED.	
Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	2½c.
1 lb. gross weight	9c.
2 lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c.
Stove Polish.	



Per gross.	
Rising Sun, 5-oz. cakes, 4-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste 5c. size, 4-gross boxes	5 00

**Syrup.**

EDWARDSBURG STARCH CO., LTD. "Crown" Brand Perfection Syrup.	
Barrels, 60. lbs.	0 02½ per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs	0 03½ "
2-gal. pails 2½ lbs.	1 lb each
3 " " 3½ lbs.	1 50 "
Main tins, with label—	
5 lb. tins, 2 doz. in case	2 00
" " " " " " "	2 45
" " " " " " "	2 40
" " " " " " "	2 35
(5, 10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—STANDARD.	
5 gal. tins, per can.	4 40
" " " " " " "	4 90
" " " " " " "	5 45
" " " " " " "	5 70

LUCAS, STEELE & BRISTOL.	
Empire Maple Syrup—	
Cases 24 pts., 2 50	Cases, 24 qts., 4 80
" " 12 gal 4 80	" " 6 gals., 4 50
" " 1, 5-gal 4 00	
54 lots prepared up to 40c. rate.	
Empire Golden Syrup—	
Cases, 24-2's, 2 0	Bbls. per lb. 0 02½
" " 12-5's, 2 45	½-bbl. " 0 03
" " 6-1's, 2 40	Kegs " 0 03½
" " 3-2's, 2 35	Pails, \$1.10 and \$1 50

ST. LAWRENCE STARCH CO., LIMITED. Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.	0 02½ per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 2½ lb.	1 10 each
3 " " 3½ lbs.	1 50 "
2-lb. tins, 24 in case, per case	2 00
5-lb. " 12 " " "	2 45
10-lb. " 6 " " "	2 40
20-lb. " 3 " " "	2 35

Teas.	
SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1's	\$0 21 \$0 28
Green Label, 1's and ½'s	0 22 0 30
Blue Label, 1's, ½'s, ¼'s and 1/8's	0 30 0 40
Red Label, 1's and ½'s	0 35 0 50
Gold Label, ½'s	0 44 0 60



Wholesale. Retail.	
Brown Label, 1's	\$0 21 \$0 28
Green Label, 1's and ½'s	0 22 0 30
Blue Label, 1's, ½'s, ¼'s and 1/8's	0 30 0 40
Red Label, 1's and ½'s	0 35 0 50
Gold Label, ½'s	0 44 0 60



Blue Label, 1's	\$0 18½ \$0 25
" " " " " " "	0 19 0 25
Orange Label, 1's and ½'s	0 21 0 30
Brown Label, 1's and ½'s	0 28 0 40
Brown Label, ½'s	0 30 0 40
Green Label, 1's and ½'s	0 35 0 50
Red Label, ½'s	0 40 0 60

THOS. LIPTON Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black. retail wholesale	
"A" ½'s and 1's, tins	0 50 0 35
"B" ½'s, ½'s and 1's	0 40 0 30
"C" ½'s and 1's	0 30 0 22
"D" 1's	0 25 0 20

LAPORTE, MARTIN & CIE, LTD.	
Japan Tea—	
Victoria, hf-c, 90 lbs	0 25
Princes Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19
LIPTON'S TEAS.	
Airtight Tins Only. Ceylon and India Black Blend A, pink label, 1's and ½'s.	0 35 0 50
" "	0 30 0 40
" "	0 22 0 30
" "	0 20 0 25



MOTHER'S FAVORITE MELAGAMA TEA.	
put up in 60 and 100 lb. boxes.	
Wholesale Retail.	
Black, green, mixed, 1 lb.	0 20 0 25
" " " " " " " "	0 21 0 25
" " " " " " " "	0 22 0 30
" " " " " " " "	0 30 0 40
" " " " " " " "	0 35 0 50
" " " " " " " "	0 40 0 60
" " " " " " " "	0 42 0 60
We pack Japans in all grades at same prices, anything over 60 lbs. prepaid.	
Black Label, retail at 80c.	\$0 19
Green Label, " " " " " "	0 20
Blue Label, retail at 80c.	0 22
Green Label, " " " " " "	0 23
Red Label, " " " " " "	0 35
Orange Label, " " " " " "	0 42
Gold Label, " " " " " "	0 55



Wholesale. Retail.	
Brown Label, 1's and ½'s.	0 20 0 25
Crimson " " " " " " "	0 22 0 30
Green " " " " " " "	0 25 0 35
Blue " " " " " " "	0 30 0 40
Bronze " " " " " " "	0 36 0 50
Gold " " " " " " "	0 44 0 60
All grades, either black, green or mixed.	



Wholesale. Retail.	
Yellow Label, 1's and ½'s.	0 20 0 25
Green Label, 1's and ½'s.	0 22 0 30
Blue Label, 1's and ½'s.	0 25 0 35
Red Label 1's, ½'s, ¼'s and 1/8's.	0 30 0 40
White Label, 1's, ½'s and ¼'s.	0 35 0 50
Gold Label 1's and ½'s.	0 42 0 60
Purple Label, ½'s and ¼'s.	0 55 0 80
Embossed, ½'s and ¼'s.	0 70 1 00



Cases, each 60 1-lb.	\$0 35
" "	0 35
" "	0 35

Wholesale. Retail	
Red Label, 1-lb. and ½'s.	\$0 25 \$0 50
Blue Label, 1-lb. and ½'s.	0 23 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, ½	0 20 0 25
Japan 1's	0 19 0 25

E. D. MARCEAU, Montreal.	
Japan Teas—	
"Condor" I 40-lb. boxes	\$...
" "	II 40-lb. boxes.
" "	III 80-lb. boxes.
EMD AAA Japan, 40 lb "at."	" " " " " "
" "	40
Blue Jay, basket fired Japan, 70 lbs.	" " " " " "
"Condor" IV 80-lb. " " " " " "	V 80-lb. " " " " " "
" "	XXXX 80-lb. boxes.
" "	XXX 80-lb. " " " " " "
" "	XX 80-lb. " " " " " "
" "	XX 80-lb. " " " " " "
" "	LX 60-lb. per case, lead 0 27½
packets (25 1's and 70 ½'s)	
"Condor" V Ceylon black tea in lead packets	
Green Label, ½, ¾ and 1s.	at 0 27½
60-lb. cases	0 27½ at 0
Grey Label, ½, ¾ and 1s.	" " " " " "
60-lb. cases	0 30 at 0 23
Yellow Label, ½ and 1s.	" " " " " "
60-lb. cases	0 35 at 0 26
Blue Label, ½, ¾ and 1s.	" " " " " "
60-lb. cases	0 40 at 0 30
Red Label, ½, ¾ and 1s.	" " " " " "
60-lb. cases	0 50 at 0 34
White Label, ½, ¾ and 1s.	" " " " " "
60-lb. cases	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30½
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0

THOMAS WOOD & CO. Montreal and Boston	
wholesale retail	
Wood's Primrose, per lb.	0 35 0 50
" " Golden Rod	0 30 0 50
" " Fleur d-Lis	0 25 0 40
Pack in ½-lb. caddies. All grades—either black, green or mixed.	

Tobacco.	
THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s.	\$0 46
" " Amber, 8s. and 3s.	0 60
" " Ivy, 7s.	0 50
" " Rosebud, 7s.	0 51
" " Currency, 12s. and 6s.	0 46
Chewing—	
" " Old Fox, 12s.	0 48
" " Snowshoe, 6s.	0 51
" " Pay Roll, 7s.	0 56
" " Stag, 10 oz.	0 45
" " Bobs, 6s. and 12s.	0 45
" " " " 10 oz. bars, 6s.	0 45
" " Fair Play, 8s. and 12s.	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 Cheroots, 1-10	\$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champaign, 1-20	35 00
El Sergeant Premium, 1-20—140	55 00
J. C. OI, Havana P. Finos. 1-20.	75 00
Cut tobaccos.	
Petit Havana, 1-3, 1-13—1-6.	0 48
Quemel, 1-4, 1-2	0 65
" " 1-9	0 60
Cote's Choice Mixture, 1-lb tins.	0 75
" " " " " " " "	0 75
" " " " " " " "	0

Vinegars.	
E. D. MARCEAU, Montreal.	
EMD, pure distilled, highest quality.	\$0 27½
Condor, pure distilled.	0 23
Old Crow.	0 23
Special prices to buyers of large quantities.	
White Wine, proof.	0 32
" "	extra strength pickling
" "	XXX
" "	XX
" "	X

Yeast.	
Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz in case.	1 20



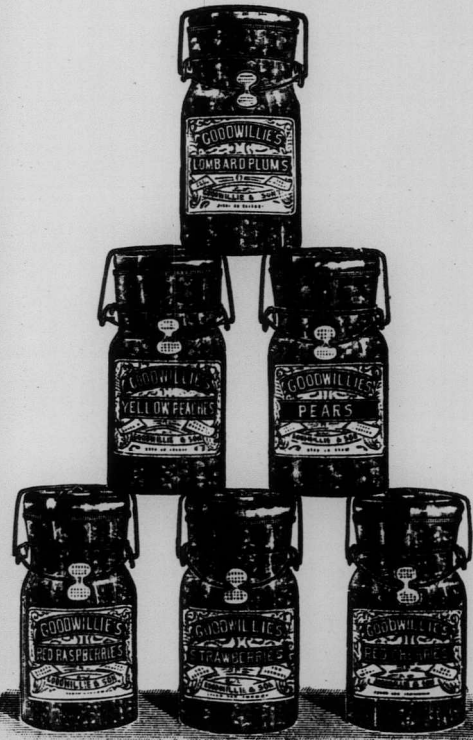
**Batger's**  
Lime Juice Cordial

**A Single Fact**

outweighs a thousand claims. It is a fact that Batger's Lime Juice Cordial is a "good seller." Do you handle it? If not, order a case to-day.

**Rose & Laflamme**  
Agents  
**MONTREAL and TORONTO**

**GOODWILLIE'S FRUITS**  
IN GLASS



Have You Tasted Them Yourself ?

If Not Do So

AGENTS  
**Rose & Laflamme**  
Montreal and Toronto



**THE TWENTIETH CENTURY FLY-CATCHER**

About 3 ft. of Fly-Catching Space.

**BROWN'S FAMOUS CATCH 'EM ALL**

**1<sup>st</sup>. FLY COIL**

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

**GOOD PROFITS**

**LARGE SALES**

**COMPLETE SATISFACTION**

Of all Wholesale Houses or direct from

**Brown's Fly Coil Co. Bury**  
Ltd., (Lancs) Eng.

**DWIGHT'S**



**BAKING SODA**

No Consumer can Want anything purer than

**"COW BRAND" BAKING SODA**

No Grocer can Buy anything purer than

**"COW BRAND" BAKING SODA**

Then why worry about buying any other brand ?

**CHURCH & DWIGHT, Manufacturers**  
MONTREAL



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Tobin Tent & Awning Co., Ottawa.  
**Baking Powder.**  
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National Drug Co., Montreal.  
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Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
**Box Strapping.**  
Warrington, J. N., Montreal  
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Lakeside Canning Co., Wellington, Ont.  
Old Homestead Canning Co., Picon.  
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Walker Bin and Store Fixture Co., Berlin  
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Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
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Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E. & Son Co., Hamilton.  
Warrington, J. N., Montreal  
**Coccos and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Barnes, John, Ltd., Winnipeg.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Frame-Food Co., London, S.W.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.  
**Cocoanut.**  
Canadian Cocoanut Co., Montreal.  
**Computing Scales.**  
Butt, Wm. J., Winnipeg.  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.  
**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.  
**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.  
**Counter Check Books, Etc.**  
Carter-Crume Co., Toronto.  
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Campbell's, R. Sons, Hamilton.  
Toronto Pottery Co., Toronto.  
**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Co., Hamilton, Ont.  
Ingersoll Packing Co., Ingersoll, Ont.  
Fearman, F. W., Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto

O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Power, B. I., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.  
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Abbott, H. G., & Co., London, Ont.  
Ewart, J. A., Toronto  
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Star Egg Carrier & Tray Mfg. Co.  
Rochester, N.Y.  
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Bradstreet Co.  
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Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor N.B.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.  
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Capstan Mfg. Co., Toronto.  
**Fly Coil.**  
Brown's Fly Coil Co., Bury, Lancs, Eng.  
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Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
**Fruits—Dried, Green, and Nuts.**  
Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Fisher, Frederick, & Sons, London, Eng.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinneer, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Ratray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.  
**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.  
**Grain, Flours and Cereals, Seeds**  
Alexander Milling Co., Ltd., Brandon.  
Battle Creek Toasted Corn Flake Co.,  
London, Ont.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Leitch Bros. & Lake, Man.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Woodstock Cereal Co., Woodstock, Ont.  
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Ozo Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
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Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.

**Grocers Grinding and Packing Machinery.**  
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Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Modern Canner Co., St. Jacobs, Ont.  
Sprague Canning Machinery Co., Chicago  
**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.  
**Interior and Exterior Store Fittings.**  
Walker Bin & Store Fixture Co., Berlin.  
**Jams, Jellies, Etc.**  
Batger's—Rose & Lafamme, Montreal.  
Windsor, J. W., Montreal.  
Goodwillie's—Rose & Lafamme, Montreal  
Smith, E. D., Winona, Ont.  
Ozo Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.  
**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Honeyman, Haultain & Co., Regina.  
Holmes, W. G., & Co., Calgary, Alta.  
Hughes, A. J., Montreal.  
Jarvis, O. E., & Co., Vancouver, B.C.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto  
Millman, W. H., & Son, Toronto.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Shallcross, Macaulay & Co., Victoria and  
Vancouver, B.C.  
Scott, Bathgate, & Co., Winnipeg.  
Tew, Richard & Co., Toronto.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
**Matches.**  
Improved Match Co., Montreal.  
**Miscellaneous.**  
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Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe Limited, Hamilton.  
Wetley, J. H., St. Catharines.  
**Office Supplies.**  
Business Systems Ltd., Toronto.  
Crain, Rolla L., Co., Ottawa.  
**Pail Hooks.**  
Warrington, J. N., Montreal  
**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.  
**Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
**Pickles, Sauces, Relishes, Etc.**  
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Douglas J. M., & Co., Montreal.  
Gillard & Co., Walthamston, London,  
N.E.  
Ozo Co., Montreal.  
Hudson, Hebert & Co., Montreal  
Paterson's—Rose & Lafamme, Montreal.

Taylor & Pringle, Owen Sound, Ont.  
**Poison, Rat.**  
Common Sense Mfg. Co., Toronto.  
**Polishes—Metal.**  
Majestic Polishes, Ltd., Toronto.  
Oakley, John, & Sons, London, Eng.  
**Polishes—Shoes.**  
Dalley, F. F., Co., Ltd., Hamilton, Ont.  
Whitemore Bros. & Co., Cambridge, Mass.  
**Polishes—Stove.**  
Nickel Plate Polish Co., Chicago.  
Morris Bros., Canton, Mass.  
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Fahsen, C. F., Montreal.  
Hanson, J. H., Montreal  
Hillock, John, & Co., Ltd., Toronto.  
**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.  
**Soap.**  
Canadian Castle Soap Co., Berlin, Ont.  
Darling & Brady, Montreal.  
Guelph Soap Co., Guelph, Ont.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Taylor, John, & Co., Toronto.  
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Church & Dwight, Montreal.  
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Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.  
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Terminal Warehouse & Cartage Co.,  
Montreal.  
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Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
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"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.  
**Teas, Coffees, and Spices.**  
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Branson & Co., Ltd., London, Eng.  
Ceylon Tea Traders' Ass'n.  
Codville-Georgeson Co., Winnipeg  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
Lipton, Thos., New York.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto, and Montreal.  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Wood, Thos., & Co., Montreal.  
**Vinegar and Cider.**  
Belleville Fruit and Vinegar Co., Belleville  
Furnell, Webb & Co., Bristol, Eng.  
White, Ottell & Co., London, S.E.  
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Gillett, E. W., Co., Toronto.  
Winn & Holland, Montreal.  
**Wrapping Paper, Paper Bags.**  
Tew, Richard & Co., Montreal.  
Canada Paper Co., Toronto.  
**Yeast.**  
Gillett, E. W., Co., Toronto.

## INDEX TO ADVERTISERS.

Acme Can Works.....	71	Connors Bros.....	57	Loggie, W. S. & Co.....	56	Rose & Lafamme.....	8, 71
Adam, Geo. & Co.....	2	Cote, Joseph.....	61	London Printing & Litho Co.....	19	Royal Crown Limited.....	19
Adamson, J. T., & Co.....	2	Cowan Co.....	61	Lucas, Steele & Bristol.....	19	Rutherford, Marshall & Co.....	46
Alexander Milling Co.....	50	Cox, J. & G.....	49	outside back cover		Ryan, Wm., Co.....	41
Allan, Robt., Co.....	2	Dalley, The F. F., Co., Limited.....	11	Lytle, T. A., Co.....	7	"Salada" Tea Co.....	7
Allison Coupon Co.....	65	Davenport, Pickup & Co.....	42	McDougall, D., & Co.....	61	Scott, David, & Co.....	4
American Tobacco Co.....	61	Davidson & Hay.....	20	McFarlane & Field.....	2	Sells Commercial.....	4
Anderson, Powis & Co.....	2	Dawson Commission Co.....	55	McLaren's Cooks' Friend Baking		Shallcross, Macaulay & Co.....	4
Atlantic Fish Companies.....	57	Doughty, A. C., & Co.....	4	Powder.....	inside back cover	Smith, E. D.....	56
Balfour, Smye & Co.....	17	Douglas J. M. & Co.....	53	McLaughlin & Sons Co.....	49	Snowdon, Forbes & Co.....	17
Battle Creek Toasted Corn Flake Co.....	45	Edwardsburg Starch.....	outside front cover	Macoonie Bros.....	54	Sprague Canning Machinery Co.....	48
Bartlett, Wm., & Son.....	47	Empire Tobacco Co.....	61	Magor, Frank.....	outside front cover	Stimpson Computing Scale Co.....	42
Belleville Fruit and Vinegar Co.....	47	Essex Canning Co.....	19	Manitoba Canning Co.....	47	Stringer, W. B., & Co.....	55
Bell Telephone Co.....	63	Ewing, S. H., & Sons.....	16	Mansell, Hunt & Catty.....	53	Standard Brokerage Co.....	1
Bickle, J. W., & Greening.....	57	Fearman, F. W., Co.....	44	Maple Tree Producers' Association.....	22	Stuart, Watson & Co.....	4
Bloomfield Packing Co.....	9	Fisher, A. D., Co.....	65	Marshall, James.....	4	"Sugars" Limited.....	53
Blue Ribbon Tea.....	3	Frame-Food Co.....	51	Mason & Hickey.....	43	Symington, T., & Co.....	53
Bode's Gum Co.....	48	Gibb, W. A., Co.....	55	Methven, J., Sons & Co.....	4	Terminal Warehouse and Cartage Co.....	68
Borden's Condensed Milk Co.....	68	Gillard, W. H., & Co.....	18	Mitchell, H. W.....	4	Thompson, G. B.....	4
Borque, T. A., & Co.....	10	Gillett, E. W., Co., Ltd.....	7	Montreal Fruit Exchange.....	55	Tippet, Arthur P., & Co.....	1
Bowser, S. F., & Co., Inc.....	65	Gorham, J. W., & Co.....	2	Montreal Grocery Clerks' Ass'n.....	14	Tobin Tent & Awning Co.....	20
Bradstreet's.....	4	Gourock Rope Work Export Co.....	20	Montreal Packing Co.....	44	Toledo Computing Scale Co.....	65
Braid, Wm., & Co.....	69	Gregson, W. C., & Co.....	4	Mooney Biscuit and Candy Co.....	49	Toronto Pottery Co.....	inside back cover
Branson & Coffee.....	22	Greig, Robt., & Co.....	11	Morse Bros.....	68	Toronto Salt Works.....	46
British America Assurance Co.....	63	Holmes, W. G., & Co.....	2	Mott, John P., & Co.....	51	Truro Condensed Milk Co., Limited.....	47
Brown's Fly Coil.....	71	Honeyman, Haultain Co.....	2	National Licorice Co.....	8	Tuckett, Geo. E., & Son Co.....	66
Bryce, Chas. C., Co.....	49	Hotel Directory.....	63	National Drug Co.....	13	Turner, James, & Co.....	23
Cailler's Chocolate.....	51	Hughes, A. J.....	2	Nestle's Chocolate.....	20	Verret, Stewart Co.....	56
Campbell's, R., Sons.....	inside back cover	Hudson, Hebert & Co.....	2	Nicholson & Bain.....	12	Wagstaffe Limited.....	10
Canada Paper Co.....	4	Imperial Collecting Agency.....	21	Nickel Plate Store Polish Co.....	20	Walker, Hugh, & Son.....	54
Canada Sugar Refining Co.....	18	Improved Match Co.....	outside back cover	Oakley, John, & Sons.....	inside back cover	Walker Bin & Store Fixture Co.....	64
Canadian Cannery.....	5	Japan Teas.....	18	Oakville Basket Co.....	63	Warren, G. C.....	2
Canadian Castle Soap Co., Ltd.....	23	Jarvis, C. E., & Co.....	4	Ocean Mills.....	4	Watson, Andrew.....	2
Canadian Cocoanut Co.....	20	Jenkins & Hardy.....	63	Old Homestead Canning Co.....	6	Western Canada Flour Mills Co.....	60
Capstan Manufacturing Co.....	42	Jones & Swan.....	2	O'Mara, Joseph.....	46	Wetley, J. H.....	outside back cover
Carman, Escott Co.....	42	Kingery Mfg. Co.....	55	Ozo Co.....	59	White & Co.....	54
Carter-Crume Co.....	65	Kinneer, Thos., & Co.....	10	Park, Blackwell Co.....	44	White, Ottell & Co.....	23
Choullou, C. A., & Co.....	11	Kirouac, Nap. G., & Co.....	48	Paterson, R., & Sons.....	10	Whitemore Bros. & Co.....	18
Church & Dwight.....	71	Kops' Breweries.....	16	Patrik, W. G., & Co.....	2	Wilson, Archdale.....	46
Clark, W.....	54	Lakeside Canning Co.....	17	Payne, J. Bruce.....	60	Windsor, J. W.....	22
Codville-Georgeson Co.....	43	Lambe, W. G. A.....	2	Quance Bros.....	48	Wiseman, R. B., Co.....	48
Colbeck, Henry.....	4	Leitch Bros.....	48	Ratray, D., & Sons.....	16	Woodstock Cereal Co.....	48
Coles Manufacturing Co.....	64	Lipton, Thomas.....	15	Robinson, O. E. & Co.....	54	Wood, Thomas, & Co.....	70
Colson, E. C. & Son.....	inside front cover					Woods, Walter, & Co.....	46
Common Sense Mfg. Co.....	4						
Confederation Life Assurance Co.....	64						



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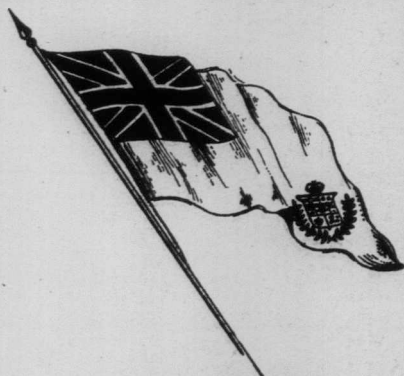
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