

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. XXII.

MONTREAL, TORONTO, WINNIPEG, APRIL 24, 1908.

NO. 17.



Just when it's needed—

Robinson's Patent Barley

commands a special trade towards spring.
The time to talk it is NOW. Put it
forward on your counters and shelves.

Ask your Jobber for it,
or write us.

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

There is Safety and Profit

in sticking to brands that have stood the test of fifty years'
experience by Canadian housekeepers.

Edwardsburg "Silver Gloss" Starch (for the laundry)

Benson's "Prepared" Corn (for culinary purposes)

Insist on getting these brands from
your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

HEAD OFFICE, TORONTO
MacLAREN IMPERIAL CHEESE CO., Ltd.

We create the demand.

Reliable advertised goods for which
a demand is created are
the best sellers.



The Quality of Unvarying Excellence

Purity is a paramount quality of Cox's Gelatine and the maintaining of that purity is the unalterable purpose of the makers. The Standard is fixed—it does not deviate a hair's breadth from year to year.

COX'S

The Pure Gelatine

COX'S

As sugar is sugar and tea is tea, so Gelatine is "Cox's" the world over. By it all other brands are judged. Shredded or Powdered it is always the same pure Gelatine.

ARTHUR P. TIPPETT & CO., Agents

*8 PLACE ROYALE,
Montreal*

*84 Victoria STREET,
Toronto*



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
R presenting Morris & Co. Chicago, Pork and Lard.

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

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

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE. OTTAWA, ONT.
322 Notre Dame St E. 49 Anigesea Square

C. A. MORIN
formerly manager of one of Canada's important manufacturing industries, intends resuming the brokerage business in Montreal (formerly of Morin & Co.) and has opened an office. Through his extensive knowledge of groceries and wide connection in Quebec Province, he can promise first-class service to firms desiring up-to-date representation in this district. Highest references. Address:
Room 35 Alliance Bldg.,
107 St. James St., MONTREAL.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

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

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

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

TORONTO.

SWIFT'S SILVER LEAF LARD
Tubs and Pails
Now in Store.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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

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

FINE FILIATRA CURRANTS
EVAPORATED APPLES,
both on spot.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

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

(Continued on page 4.)

We have some interesting propositions in

JAMS

IMPERIAL brand Guaranteed quality. All flavors. 5-lb. tins, 7-lb. pails and 30-lb. pails. Freight pre-paid on 5-case lots. **6c.** per pound

L. & B. brand Absolutely pure, guaranteed. 12-oz. glass, cases 2 doz. Apricots, Peaches and Fig and Lemon. **90c.** per dozen

You will do well to order at once, as stocks are limited.

EBY-BLAIN, LIMITED - **WHOLESALE GROCERS TORONTO**

Popular and Profitable

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

Blue Ribbon Tea

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

THE BLUE RIBBON TEA CO.
Montreal and Toronto



S
EAF
ails
ore.
is & Co.
East, Toronto

THORPE
Agents
Tors.
ICITED
TORONTO

E & CO.
nd Agents.

ATRA
NTS
APPLES,
pot.
& SONS
okers
O

CHEESE CO.
Limited
TMENT.
ies and Wholesale
kers
TROTIT, Mich.

Manufacturers' Agents—Continued.

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

THOS. B. GREENING & CO.
TORONTO

Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

NEWFOUNDLAND

T. A. MACNAB & CO.

MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

QUEBEC.

J. P. THOMAS

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

REGINA.

G. C. WARREN

Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

VANCOUVER

F. G. EVANS & CO.

Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.

First-class connection with the trade. Established 1895. First-class references. Your correspondence and business solicited.

GEORGE ADAM & CO.

430 1/2 Main St. W.

GROCERY BROKERS

WINNIPEG, MAN.

CARMAN-ESCOTT CO., Est. 1887

Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

STRANG BROTHERS

Commission Brokers and
Manufacturers' Agents

233 Fort Street, Winnipeg

Correspondence Solicited

STUART WATSON & CO.

Wholesale Commission Brokers and
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

S. C. RICHARDS

Wholesale Commission Merchant
and Broker

34 Arthur St., WINNIPEG, Man.

Correspondence Solicited

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

...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—

SALGARY, ALTA.
HALIFAX, N.S.
OTTAWA, ONT.

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

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

MONTREAL, QUE.
TORONTO, ONT.

7266, G. IRVING, Gen. Man. Western Canada, Toronto.

BASKETS

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

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

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

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.

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

JAMES MARSHALL

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

NOXIE-KOLA



Canada's most popular temperance beverage.

The drink that everybody likes

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

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

Send to-day for prices.

Advertising matter free with first order.

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

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

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

AYLMER FAULTLESS PEAS

We have put up under the **AYLMER FAULTLESS BRAND** a line of Grade No. 2 or **SWEET WRINKLE PEAS**. These peas are of **EXTRA NICE QUALITY**, and are equal to the finest imported. Their flavor is excellent. The Peas are of the Melting Sugar Variety and are very tender. When ordering Peas insist upon getting Aylmer Faultless Brand with **WRAPPER LABEL**.

CANADIAN CANNERS, Limited

ETS

as well as
if you handle

**Baskets,
Baskets
Basketboard**

your basket
satisfaction
the goods.
attention

**sket Co.,
NT.**

ARTMENT.

lian Business

CO.

10 North John St.

S.D.

Try us with a ship-

pool.

LL

ND,

roduce, gives personal

guarantees prompt

at, Aberdeen. Codes-

OLA

Canada's most
popular temper-
ance beverage.

drink that
everybody likes

derived from
healthful Roots
Barks and
absolutely
free from alcohol

first-class
beverage should
without it to
apply his
family trade by
can or bottle.

and to-day for
beverages.

advertising
letter free with
your order.

imported from
are not as
by

ing Works

QUE.

agents for NOVA
Islands.

Are You a Creator

of desire? That is, do the canned goods which go over your counter result in your customer developing a particular desire for that brand?

That is the Keystone

of a grocer's success. Handing out goods which are indifferent in quality will never put your reputation on a high plane.

Care in Buying

is absolutely essential—especially in canned goods—and we ask you to put in a trial order for

OLD HOMESTEAD BRAND

because we KNOW that you can sell it. We KNOW that Old Homestead quality will bring in continuous repeat orders from your customers.

That is Our Experience.

Our success is built on the supreme quality of Old Homestead goods. Not one can of inferior quality leaves our factory.

Ask Your Jobber

for Old Homestead Brand. If he's a good jobber he carries Old Homestead.

The Old Homestead Canning Co.

Picton, Ontario

TRADE THAT PAYS, GROWS TRADE THAT GROWS, PAYS

People want more for their money these days, and we are selling more "SALADA" Tea than ever before.

Looks as though there is a connection between these two facts.

If you really want your money's worth, want full value in quality, price and trade-winning goods—then buy

"SALADA"

A grocer always expects better results from "SALADA" than from any other tea. He has a reason to, a right to, and we want him to.

The "SALADA" Tea Co., Toronto or Montreal.

CURRENTS

"SOMERSET"
BRAND

Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing

D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

'CAMP' COFFEE

STANDS AT EASE

There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly-made Coffee. "CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

"CAMP" yields you a handsome profit. Give it plenty of room in *your* store.

Manufactured by
R. P. EKSON & SONS,
Coffee Specialists, Glasgow.

Agents—
ROSE & LAFLAMME
Montreal.





National Licorice Co.
Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, which will be in operation about May 1st.

Molasses

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

Molasses

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

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

Gingerbread Brand Molasses—

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

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

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

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

BATGER'S

WAIT
TO SEE
OUR NEW
LINES

Before Ordering

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

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

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

Rose and Laflamme, Limited
Montreal and Toronto.

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,

½ dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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

“O.K.”

REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

Geo. Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

Telephone. Main 6285

GEO. MASON & CO., LTD.,

LONDON, Eng.

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

LEA'S

The Pickle with the Home-made Flavor

TO THE WESTERN TRADE

We have appointed

Mason and Hickey, Winnipeg

our Western Representatives

Any information will be
cheerfully supplied by them.

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

PACKARD'S "SPECIAL" SHOE DRESSINGS

UNEXCELLED FOR QUALITY
EVERY PACKAGE GUARANTEED

Box Calf Combination For Ladies' and Gent's Box Calf, Vici Kid and all Black Shoes.

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

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

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

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

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

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

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

FOR SALE BY

ALL WHOLESALE GROCERS
AND JOBBERS

MANUFACTURED BY

L. H. Packard & Co. Limited

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

MANUFACTURERS OF
HIGH-CLASS
SHOE DRESSINGS





Strength and Purity!

They are the essentials of the really SALEABLE fruit extracts.

Shirriff's Essences

are the unquestioned leaders in strength and purity. They are the result of 30 years experience in manufacturing fruit essences.

IMPERIAL EXTRACT CO., . . . TORONTO, CANADA.



WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

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

Wagstaffe Limited

57 Vine Street . . . Hamilton
PURE FRUIT PRESERVERS



Don't you like

NAPTHO

better than any soap you have ever used?

We know that NAPTHO is a better and more economical soap than any on the market, and you can know it too, by just comparing it with its competitors.

The Welcome Soap Co.

Limited
St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

JAPAN CABLES THAT THE PRESENT INDICATION OF THE MARKET FOR NEW SEASON'S TEAS WILL BE STRONG. THERE IS STILL AN OPPORTUNITY TO SECURE OUR REMAINING FEW LINES UNSOLD.

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

WANT ANYTHING

If You

- Want to Buy a Business
- Want to Sell a Business
- Want a Situation
- Want a Clerk
- Want Store Fixtures
- Want to Sell Store Fixtures
- Want to Sell any Article

1
CENT
A
WORD

1
CENT
A
WORD

Grocer Small Ads.
will satisfy your
wants. They give
results.

USE WANT ADS

extracts

The
ing fru

ANADA

ho

OAP

ADA

ave

s a

oap

and

just

pet-

Co.

S

KET

AN

OLD.

Montreal

Trading Co.

THE CANADIAN GROCER

HIGGINS SALT

In sacks containing sixteen 14 lb. bags. As we have discontinued importing this line, we are offering same at a very low price.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**



BROOMS

For general satisfaction there is no line of Brooms on the market to equal the Keystone Brand. The various grades are not made one quality to-day and another to-morrow. When a customer orders **Sterling** or **Klondike** Brooms, he knows that he can rely upon the weight and quality being up to the standard. They always please.

MANUFACTURED BY

Stevens-Hepner Company

PORT ELGIN, ONT.

LIMITED

Keeping the right kind of goods makes for growing business.

"LAURIER" and "TOGO" brands of

MATCHES

are two kinds that will help your sales.

Ask for and see that you get our brands.

We save you money on freight.

The Improved Match Co.

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

2

PEOPLE KNOW

you are right up-to-date when you sell

2 in 1 SHOE POLISH

That's because people know 2 in 1 to be the most satisfactory Shoe Polish on earth. We have letters from people all over the world, declaring that 2 in 1 is the finest Shoe Polish they ever used.

THE F. F. DALLEY COMPANY, LIMITED

HAMILTON, CANADA

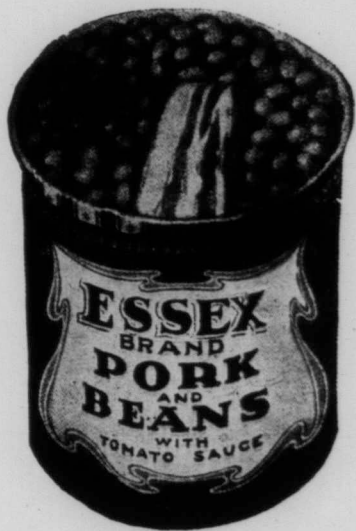
BUFFALO, U.S.A.



2

2

2



Good old-fashioned baked beans are hard to get nowadays because most people insist on "boiling" them. You can depend on the quality and flavor of

Essex Pork and Beans

which are thoroughly baked until mealy and tender, and which retain all their richness and delicacy. A generous amount of prime farm-raised pork goes with each tin to give the true old-home flavor to the beans.

The Essex Canning and Preserving Co., Limited

28 Wellington St. E.

Toronto, Canada

Steepling
BRAND
UNEQUALLED
WITH
HIGH REPUTATION

Fruit Syrups,

Lime Juice Cordial, Etc., Etc.

The T. A. LYTLE COMPANY, Limited
TORONTO



Build for
Future Sales

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

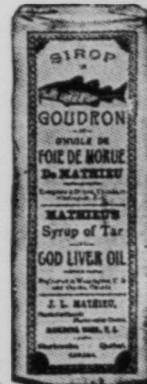
Mathieu's Nervine Powders

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

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

J. L. MATHIEU CO.

Proprietors **SHERBROOKE, P.Q.**
L. Chaput, Fils & Cie, Wholesale Depot,
Montreal



THE CANADIAN GROCER

E. NICHOLSON

CODES
ABC, 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901

CABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
EDMONTON

BANNATYNE AVE EAST
TRANSFER TRACK

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

Nicholson & Bain
WHOLESALE
COMMISSION MERCHANTS
AND BROKERS.

Winnipeg, Man.

We Distribute from Three Points

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

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

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

We have room for a few more things.

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

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

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

Yours truly,

NICHOLSON & BAIN

Established 1882

CALGARY

WINNIPEG

EDMONTON

TO THE TRADE

Do you know that in
buying

CEYLON TEA

You should look to its

CUP QUALITY

rather than to its appearance ?

LIQUOR, NOT LEAF,

is the crucial test with consumers, and
a "Tippy" Tea is not the best.

Diamond Blend Coffee

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

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL



CUSTOMS HOUSE SALE

The Subscribers are instructed by R. S. White, Esq., Collector of Customs for the port of Montreal
TO SELL BY

PUBLIC AUCTION

at the Examining Warehouse
65 COMMON ST.
on Thursday, April 30th 1908
and following days

The Following Goods as per Catalogue, and contained in the above premises:

- | | |
|------------------------|---------------------|
| 1. Duty paid goods to | 31st, 1907 |
| December 31st, 1907. | 5 Freight Unclaimed |
| 2 Collectors Orders to | Goods to December |
| December 31st, 1907. | 31st, 1907. |
| 3 Goods from Store. | 6 Goods over five |
| 4—Express Unclaimed | years in Bond |
| Goods to December | 7 Seizures |

TERMS: CASH

A Deposit of 10 p. c. will be required on the adjudgment of each lot.

SALE AT 10 O'CLOCK A.M.

MARCOTTE FRERES
AUCTIONEERS

REMOVAL NOTICE! HISLOP & HUNTER PRODUCE MERCHANTS

Will remove on April 21 from their present premises 53 Place D'Youville to
117 KING ST., MONTREAL

SHOE BOILS

Are Hard to Cure,
yet

ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked. \$2.00 per bottle, delivered. Book 6-C Free.
ABSORBINE, JR. for mankind, \$1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain.
W. F. YOUNG, R.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents: **LYMAN BONS & CO., Montreal.**



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

ALWAYS A WINNER



YOU CAN ALWAYS DEPEND ON

GREIG'S WHITE SWAN BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada.

3 Doz. Packages in a Case.

THIS is the time the people want it.

Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

Three Spurs to Profit:

Pure Tomato Catsup

(Made from Whole Tomatoes)

Pure Cider Vinegar

Pure Fruit Jams

We rely on absolute purity to sell you these goods. We **know** that if you place a trial order we can get your future orders in these lines, because we know your aim in life is to make **good profits** and a **good reputation**.

OUR GOODS HELP YOU

Send for Prices To-day

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO

New Maple Syrup



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

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree

Producers'

Association, Ltd.,

Waterloo, Quebec



ee

art
ve
he

AL

SALE

R. S. White,
the port of

ouse
1908

atalogue, and
ises:

Unclaimed
December
7.
over five
Bond

ired on the

A.M.
RES

E!
TER

TS
eir present
lic to
AL



ling. Horse can
. Book 5-G Free
ind, \$1.00 per
res, Swelling,
e. Allays Pain
Springfield, Mass
10, Montreal.

isers kindly
e advertise

There will be something doing
next Fall in Canned Goods

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

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Manufactured by

THE
CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

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

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

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

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

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

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



Your Customers Will Buy

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

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

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

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

"The Price is Right."

Schram Automatic Sealer Co.,
of Canada, Limited

WATERLOO,

ONTARIO



EASY TO SEAL

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



EASY TO OPEN

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

886

This Week Only!

If you are interested, write for samples of our

NEW JAPAN TEA
at 19c.

We solicit enquiries.

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

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

NATION'S

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



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

Counter Check Books The "Newear."

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

Write for Sample.

The Carter-Crume Company Limited,
Toronto and Montreal

Mention this paper.

THE CANADIAN GROCER

SILVER PRUNES

Fancy, in 25-lb. boxes

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO



A GOOD LINE

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

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

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

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

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

Midland Vinegar Co., Birmingham & London, Eng.



STOVE POLISH

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

James Dome Black Lead

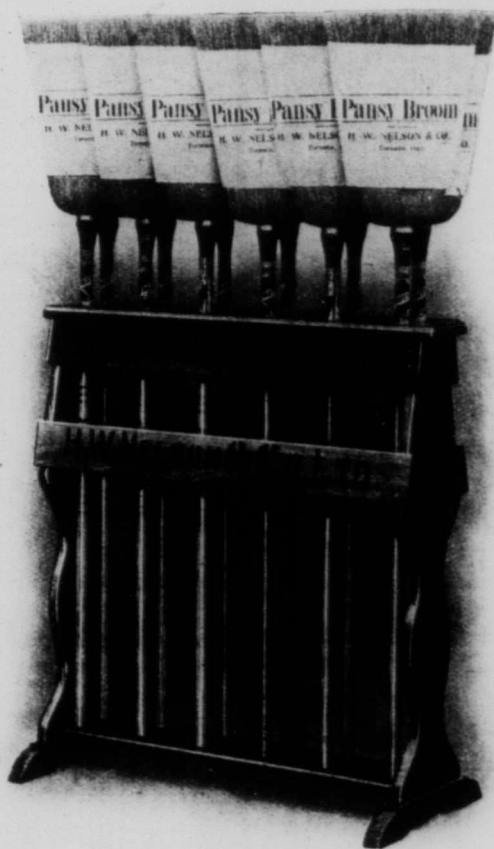
you will always please them.

The BEST STOVE POLISH on the market to-day.

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

ESTABLISHED 1840

SHOW THEM WELL



- ☞ You can build up a trade for high-grade brooms by handling a good line and keeping them prominently before your customers.
- ☞ The best way to do it is with one of our "Pansy" racks.
- ☞ Send us an order for ten dozen brooms, including not less than two dozen "Pansy" brooms, and we will send you one of these racks free, freight paid.

H. W. Nelson & Co., Limited

Office and Warehouse :
92 Adelaide St. West

Toronto, Ont.

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

HIGH GRADE EMBOSSED CAN LABELS

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

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Time is Flying

You have not much time left in which to order your cans for next season's pack.

Packers

who have not yet ordered will do well to communicate with us immediately, if they will require cans that are GOOD, RELIABLE CANS.

ACME CAN WORKS
Montreal

Sanitary Cans

FOR HAND FILLED GOODS

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

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND
GOODS OF STRONG ACIDITY

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

"THE CAN WITHOUT
THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples
SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

Packers' Cans

the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

Lacquer-Lined Cans

for acid fruits and highly colored packs.

Solder-Hemmed Caps

for saving time and solder in the canning factory.

Solder, Flux and Canners' Supplies

THE
Norton Manufacturing Co.
HAMILTON

JELL-O The Dainty Dessert

REDUCED IN PRICE

Now Retail for 10 Cents a Package

PAYS GROCERS 33 1-3 per cent PROFIT

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

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

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

JELL-O, 2 Doz. case \$1.80 Retail 10c. per pkg.

JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retail 15c. per pkg.

Weight 8 lbs. per case, Freight rate second class.

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

Purity Pays Permanent Profits

When you sell impure goods, you can't rely on getting permanent business. But the man who handles pure goods will be ever adding permanent customers to his list. That's why

E.D.S. Brand Jams and Jellies

are stocked by all the leading grocers



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

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

**QUAKER
CANNED
GOODS**

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

THE CANADIAN GROCER

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - - 75 Front Street East, TORONTO

HOLBROOK'S Worcestershire SAUCE

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

Canadian Manager,
H. Gilbert Nobbs

HOLBROOK'S LIMITED
25 Front St., East
TORONTO

Will bring you full
particulars.

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

No More 25c. Tea

Copied from the Maritime Merchant, April 16th, 1908

No More 25c. Tea

"It's wonderful what men can do if they try," said a tea traveler, who called to see the Merchant the other day. "I have just returned," said he, "from a territory, where up to the present year the bulk of the tea trade was in an article that retailed at 25c. When I went through on my previous trip I told the different buyers to put up their price to 30c.; the most of them scorned the suggestion. They said it couldn't be done; the people wouldn't pay the difference. However, I pointed out to them that if they wanted to make a reasonable profit, they would be compelled to do this, and that they might as well begin to do it at once. To-day I find that the majority have succeeded

in establishing 30c. as their lowest priced tea, and I was quite amused to hear how little opposition they met with in their attempt to do it. A few words of explanation as to why it pays the consumer to pay the new price and how impossible it is to get anything worth drinking at a lower price, and the game was won. There are still, however, a few who think they must do business for nothing, and are continuing to supply a tea at 25c.; but they must eventually abandon this practice, as no man in business to-day can afford to sell an article that does not pay a profit. The day of the 25c. tea is gone and dealers should accept that fact and make the best of it."

I don't know who this traveller is or what firm he represents but I know what he states is correct as my travellers in New Brunswick and Nova Scotia are having just the same experience.—The sale of 25c. tea both in bulk and packets has practically stopped in these Provinces.

A few merchants took the lead and found it so easy others soon followed their example, and my travellers tell me that the consumers seem to pay no more attention to the advance in tea than they do the advances in butter, flour, etc. **Why should they?**

If you are selling 25c. tea why not show other merchants, who have less backbone, a good example? **Make your lowest price 30c.** They will soon follow you and you will have the satisfaction and credit of being the leader.

BE A LEADER NOT A FOLLOWER

TORONTO OFFICE, 3 Wellington St. E.

WINNIPEG OFFICE, 315 William Ave.

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

The QUEEN CITY OIL COMPANY Limited

HEAD OFFICES

HAVE BEEN REMOVED TO

3rd Floor Oglivle Building

63 BAY STREET, - TORONTO

(S.E. Corner Wellington St.)

THE CANADIAN GROCER

Tartan

SIGN OF PURITY

BRAND

ORDER NOW.

TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

TARTAN Maple Syrup all sizes

TARTAN New Pack Glass Lobsters

SPECIALS

in FIGS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

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

**Much Depends Upon
the Quality of Coffee**

you sell. Every pound must be satisfactory. Chase & Sanborn's Coffees are specially selected to please your customers.

CHASE & SANBORN

The Importers

Montreal

THE CANADIAN GROCER

QUEEN OLIVES

Special 14 oz. bottle, cases 2 doz. To retail at 25 cents.

Warren Bros. & Co., Limited, - Toronto

FRENCH PEAS AND MUSHROOMS

Shipped by L. A. Price, Bordeaux, France

*The Finest Goods Put Up.
We Have Them In Stock.*

Packed in tins and glass. Full assortment.

ASK FOR PRICES

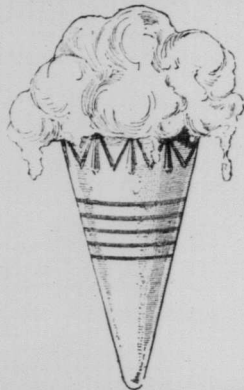
L. CHAPUT, FILS & CIE. - MONTREAL

WHOLESALE IMPORTERS

THE DOMINION WAFER CO.

44 St. Vincent Street
MONTREAL

Dealers in
Choice
Ice Cream



BISCUIT CUPS

a Specialty

Ice Pies,
Ice Cornets,
etc., etc.

TEL. MAIN 1310.

It pays to have proper connections in

The West

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

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

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne
Avenue East

WINNIPEG, MAN.

The National Licorice Company of Brooklyn, N.Y.,

taking this opportunity of thanking their Canadian friends for past patronage and soliciting a continuance of same, begs to announce that their

New Factory in Montreal (Maisonneuve) will be in Operation About May First

The subjoined list of Licorice Specialties will be manufactured there; all shipments f.o.b. Montreal; price list on application to our Montreal office.

Flexible Licorice	Bricks	About 1,200 to box
	Elastic Tubes	100, 200 and 300 "
	Triple Tunnel Tubes	100 "
	Indian Plug	100 "
	Navy Plug	100 "
	Buffalo, hollow sticks	100 "
	Whips	100 "
	Cigarettes	100 bundles "
	Golf Sticks (glazed), solid sticks	100 "
	Flexible Sticks (glazed), solid sticks	200 "
Pan Pipes	200 "	
<hr/>		
	Favorite, large penny stick	100 to box
	Dulce, large penny stick	100 "
	Curved Stem Pipes	200 "
	Straight Stem Pipes	100 "
	Cigars (banded)	100 "
	A.B.C. Blocks (containing best lozenges)	100 "
	Lozenges No. 2, in barrels (bulk)	
	Lozenges No. 1, in barrels (bulk) best glazed.	
	Lozenges No. 1, in 5-lb. paper boxes.	
	Lozenges No. 1, in 5-lb. glass front cans.	
	Acme Pellets, in 5-lb. glass front cans.	
	Purity, pure penny stick, 100 to box.	
	Y. & S. Stick Licorice, in 5-lb. boxes.	
	Y. & S. Stick Licorice, in bulk, 25, 50 and 100-lb. cases.	
	M. & R. Wafers (48 five-cent bags to box).	
	Greek Mass, in 10-lb. boxes.	
	Greek Mass, in 50-lb. boxes.	
	Select Bundled Licorice Root.	
	Powdered Spanish and Greek Extracts.	
	Powdered Spanish and Greek Root.	

SPRING IS THE CLEANING SEASON

BON AMI

Is the Best Cleaner

Bon Ami

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

It is the cheapest.

Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER
FROM OCEAN TO OCEAN

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

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

Lots of 5 gross, \$13.40 per gross

Delivered to any railway station from Halifax
to Vancouver.

Terms : Net 30 days.

HUDON, HEBERT & CO., Limited

MONTREAL

The Most Liberally Managed Firm in Canada



CANNED GOODS FUTURES

We will again have the celebrated

Triangle and Red Feather Brands

Do not be induced to place your order until you have our proposition. It will be well worth your while.

JAMES TURNER & CO.

Hamilton, Ont.

LIMITED

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

**CAN YOU SPARE 4c. A WEEK
TO IMPROVE YOURSELF?**

STOCK THE BEST.

"KIT"

COFFEE

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

"K C" Sauce

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

WORCESTER SAUCE

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

A Word to the Wise

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

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 87 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.



What To Do In May

Hints for the Retail Grocer's Business During Next Month—Make Preparations for Housecleaning and the Summer Season—Opportunity for Good Business in Seeds—Use System in Window Display.

May in the grocery trade is an anticipatory month—a month of preparation for the summer season ahead. The stock on the shelves will be shifted, and around the store a general clean-up should take place. The wide-awake grocer will try to be in the forefront with his spring cleaning, and that will cause him to think of the annual housecleaning going on in every home up and down the country. He will, therefore, put house-cleaning goods forward, and perhaps make an attractive window display of them. Effective pictures can be made with the many time-saving and labor-saving utensils now used about the home, supplemented with an attractive display of soaps, brushes, etc.

Time to Display Seeds.

While madam is superintending the housework, master will want to obtain for the garden some of the flower and vegetable seeds he saw placed invitingly before him as he passed Mr. Progressive Grocer's store on his way home from work. This may be a small matter but the first thing a wide-awake merchant should do is to attract his customer. If he is a shrewd man the getting of custom and keeping it will follow. Flower seeds are now put up in neat packages and they give some color relief set amongst other goods.

The Maple Problem.

Maple syrup and sugar will continue to be in demand this month; and, indeed, maple products, instead of being regarded as a spring line, are being carried by some grocers the year round. The Government's action in putting in force the provisions of the Pure Food Act has relieved the trader of responsibility in guaranteeing these goods, and placed the responsibility where it belongs.

Now that the warm days of summer are being prepared for, the grocer is liable to be wondering over the problem which confronts him with increasing seriousness each year—what to do about maple syrup. There is greater demand for the article each season, and grocers often lose money through carrying stocks bought from farmers over into the summer, with fermentation and consequent losses as the result. What is the matter with buying package goods? There are in Canada to-day many refiners of maple syrup who put up the line in packages which will keep for years in our worst warm weather. It is just as good a year from the date of purchase as it is on the day it arrives. This prevention of fermentation is achieved through the use of hermetically sealed tins and packages. This suggestion should enable grocers not already

“wise” to supply their customers with this line during the summer months without running the risk of losing money.

Fruits and Vegetables Coming

Fruits and vegetables are coming in, in increasing quantities from day to day from Bermuda and the Southern States, and these will somewhat take the place of canned goods. Native vegetables, berries and small fruits will not arrive for a month yet. These fresh goods will attract attention, for housekeepers are asking for a change from the food products they have been buying during the winter.

This should not be interpreted to mean that there will be no call for canned goods. True there has been less call for canned goods, especially canned fruits, during the past few months than for the corresponding months in previous years, the people having asked for the more staple lines, and regarded fruits even in cans, much in the line of a luxury. For this condition of affairs we must, to some extent, blame the stringency in the money market. There was not so much work as usual, and, consequently, not so much money to spend.

Prepare for Preserving Season.

Sugar is expected to be in much more demand for preserving purposes this year than last. Reports from the South say fruit is plentiful, and the Canadian prospect, too, is hopeful. Rhubarb will soon be on the market in plenty and will be the first article to be put down, followed closely by pineapples, when the price drops a bit. Berries and the larger fruits will not be called for until later in the season. Some grocers have already stocked-up with sugar and thereby showed wisdom, as market quotations prove.

Warm Weather Trade.

The summer cottages will soon be opening and some of the men in the trade have already received inquiries regarding goods, prices and transportation facilities. Package and canned goods are used much for this purpose, and it might be well to make the windows attractive with various lines of canned goods. Canned meats are expected to be largely called for again this summer. The enactments of the United States Government of the past two years regulating the inspection of meats and meat-packing establishments, as well as the regulations of our own Government, have done much to restore confidence in this line of goods, and the favorable report of the British inspectors enabled one, at least, of the big Chicago houses to renew a contract for tinned meat

with the British Government for the army. These canned and packet goods will surely be called for by picnics and excursion parties, which season will open on Empire Day—the first real summer holiday.

The situation in fish undergoes somewhat of a change. From now on the fresh water fish will be more plentiful and will be welcomed as a relief from the frozen lines we have been getting during the winter.

What About the Pastry Department?

Confectionery may have no special season during the month, but there is always a pretty steady demand for sweet meats during the warm weather. Home baking will be discontinued with a consequent larger call for cakes and pastry from the bakery.

Hints on Provisions.

Cheaper prices in butter and eggs should cause more sales to be made in these lines, and the weather should be good for keeping the articles fresh and in good condition. When sending out these goods be sure to make the packages neat and tidy.

There are various other lines which might be brought forward, all depending on locality and the constituency to be served.

A few of the potted plants you have for sale might be placed about the store or grouped in a prominent place. These will give a freshness and brightness to your establishment which is sure to be noticed.

Systematize Your Window Dressing.

A strong factor for attracting trade is the show window. It should be attended to constantly and faithfully, if it is to attract new customers to the store. For the month of May plan some outline of how your windows should be dressed. For the first week you might display house-cleaning articles—tubs, mops, brooms and brushes, surrounded by pyramids or castles of soap. The second week you might lay out canned goods in attractive fashion, after some of the hints given by The Grocer, letting the buying-public know you can supply all their needs at summer resorts, or can take care of their wants for excursions or picnics. The third and fourth weeks bring something new to the attention of the passer-by. In a short time your store will be commented on and your window display looked for.

Supplement this display with a little advertising—judicious and systematic advertising—and see how your business will grow.

Grocery News from Coast to Coast

What is Happening in the Trade in the Larger Towns and Cities of Canada—Our Own Special Correspondents Tell of New Ideas, Local Conditions, and Business Changes.

the Summer

ment for the
d packet goods
by picnic and
season will open
st real summer

ndergoes some-
m now on the
more plentiful
a relief from
e been getting

Department?

ve no special
t, but there is
mand for sweet
weather. Home
ed with a con-
kes and pastry

ions.

iter and eggs
to be made in
ther should be
icles fresh and
n sending out
make the pack-

er lines which
, all depending
tenuity to be

ants you have
about the store
place. These
brightness to
is sure to be

ow Dressing.

acting trade is
ld be attended
ly, if it is to
the store. For
ome outline of
d be dressed.
might display
-tubs, mops,
urrounded by
p. The second
ined goods in
some of the
er, letting the
an supply all
esorts, or can
for excursions
fourth weeks
e attention of
rt time your
on and your

with a little
id systematic
your business

CHATHAM.

April 21.—The possibilities of a central delivery system in Chatham will probably be a theme for lively discussion among retailers in the near future.

A Michigander, Mr. Purser, formerly from this vicinity, but now located in a town near Ann Arbor, set the ball rolling last week by describing a system just inaugurated in his own town about eight weeks ago, and which was a close copy of one carried on very successfully for the past two years in Ann Arbor. He reports that the system works like a charm.

The system is run by the grocers themselves, each subscribing \$250. They own their own central stables. The city is divided into twelve or thirteen routes, with central stables for each route. Wagons are sent out to the stores and all their orders, no matter what the destination, are taken to a central station, whence they are transferred to the various routes. There are five deliveries daily, all the wagons starting out simultaneously, and it is claimed the system works perfectly. There is a charge of 3c. per basket for delivering for subscribers, and 4c. per basket for non-subscribers.

Wm. Anderson, the new president of the local branch of the Retail Merchants Association, has personally expressed himself strongly in favor of such a system as above outlined for Chatham. He believed that it would prove cheaper than the present methods. At present the individual grocer has to maintain one or more horses, drivers and rigs, and even at four cents per basket, the cost of the new system would be less. In addition, more accurate and systematic deliveries could be ensured and the public would become accustomed to deliveries at fixed hours, and would as a result be educated to time their shopping accordingly.

Mr. Anderson expresses a desire to learn whether any such system is in operation in this country, in a city of Chatham's size. The results of such an experiment would prove of interest not only to grocers here, but elsewhere.

Following the attempt to rob the Leamington post office last week, a couple of robbers swooped down on Wheatley last Friday night. They first broke into Dobbyn's store, securing \$4 in cash and two revolvers. Later they visited the general store and bakery of Jas. Reynolds, securing \$12 in cash and two cheques. When surprised by the proprietor, they exchanged a fusillade of revolver shots with him before beating a retreat. Detectives are now on their trail.

The recurrence of so many robberies during the past month or more, particularly in Essex, is not viewed with any great amount of pleasure by rural and village merchants, and the failure of the authorities so far to effect any

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

captures hasn't any tendency to tranquillize them. Merchants think that in a civilized country with an up-to-date police and detective force, the law could move less lumberingly than it does. The results of the efforts of the authorities in the Wheatley case, the most daring of the robberies on record, are being watched with interest.

D. B. McDonald, of Tilbury, has sold his interests in the butcher business of McDonald & McHardy to his partner, Jas. McHardy, and will leave shortly for London.

Leon Larvie of Belle River has made great improvements to his butcher shop and has opened a fine grocery store in connection.

The stock and assets of R. P. Adams of Tilbury, who recently made an assignment, were sold by public auction last Saturday. Mr. Adams' father-in-law, Arthur Cowan, purchased the business and will resume at the old stand.

A Leamington report states that the dullness of the tobacco market there is

SEES THE GROCER EVERYWHERE.

Here's a tribute to The Grocer's circulation in the west, which came to us from Regina this week. F. Creed, of the F. F. Dalley Co., Hamilton, who is traveling in the west, writes in his brisk style:—"Just in from the north. Have seen The Grocer everywhere."

still unrelieved. A few crops have been bought, but the bulk of last season's crop is still in the hands of the growers. The leading buyers don't know when their companies will take the tobacco off the farmers' hands and have instructed the growers to grow no crop this year, as there will be no sale for it next fall. The farmers in the vicinity of Leamington are turning their attention to growing strawberries for the canning factory.

Geo. A. Stacey, the King Street West grocer, had a novel window display last week. It consisted of nothing more nor less than eggs. A few months ago a grocer would hardly have dared to display his eggs so prominently for fear of robbers breaking in and stealing the precious articles. Mr. Stacey's window was simply designed. The bottom, sloping down toward the front, was sprinkled with sawdust, which formed a background and helped to hold the eggs in place. The latter were so arranged as to spell the word "eggs." The window

is one which, while unusual, must inevitably attract a second glance.

The local branch of Bradley & Son have just put up a handsome new sign with the firm name over their place of business.

M. Favata, the Italian fruit dealer on Queen St., has extended his show window facing on that street to the full depth of the store.

GALT.

April 20.—The trade in Galt is improving considerably, and grocers state that during the last two weeks the volume of business was almost equal to that of the same period in former years. The industrial situation is improving rapidly, and the outlook is brighter than for some time. "Give us a good crop in the West," said one merchant, "and we will be busier than for years past."

The Easter market was largely attended, and, as a consequence of the large demand for eggs, the price was advanced to 16 cents per dozen. Butter also advanced to 30 cents per pound, although it could be obtained from the grocers at 28 cents.

A number of the local clerks are again agitating for a half holiday during the summer months. The clerks made an attempt to secure the holiday last year, but owing to the objection of a couple of the large merchants, the attempt failed. It will probably be more successful this year, as the clerks seemed determined to settle the question once and for all. Surely during the summer months the clerks are entitled to one afternoon off, especially when they are confined to the store every Saturday evening, and also on nights before holidays.

The largest awning in town is that which has recently been erected for John Sloan, grocer. It is of the latest crank design and covers the whole front of his large store.

Allan Deans, of the Red Front, was dressing his window when your correspondent dropped in this week, and in response to an inquiry as to how often in his opinion windows should be dressed, he replied that windows should be changed twice a week, at least. "A newly dressed window attracts the attention of the passerby once, at least, and sometimes twice. On these occasions the passerby will probably stop and examine your display, but the third time of passing the contents of the window have become ancient history, and

THE CANADIAN GROCER

attract no notice. I figure it that practically the entire buying population of Galt passes the store about once in three days, and for this reason I make it a point to change my windows at least twice a week. So regular has this become that the passersby who come down town probably twice a week, can always depend upon seeing something new in the window of the Red Front. "I also make it a point when changing my windows to put in something entirely different. A window can be well dressed with very few articles if these are neatly and tastefully arranged so as to present an attractive appearance. Crowded windows do not attract the same amount of attention as in cases where only a few articles are prominently displayed."

The price of sugar has advanced in Galt, as elsewhere, but as yet the advance to the purchaser has not been very large.

Fresh lettuce all winter is the record of Mr. John Sloan's grocery. Mr. Sloan thinks that this record cannot be equalled by any grocery in a Canadian town.

Allan Deans spent the Easter vacation in Stratford.

The demand for fish has fallen off to a very considerable extent.

GEORGETOWN, P.E.I.

April 18.—Notwithstanding the very backward condition of the weather during the past week or so, business on the whole has been most satisfactory. Large orders are being daily received from lobster packers for cook house supplies.

The agent of the Quebec Steamship Company has received word that the S.S. Campana will leave Montreal on her first trip to Prince Edward Island ports on Monday, April 20th, ice permitting.

William Stewart and Hillard Muttart, of the firm of Sinclair & Stewart, Summerside, left Friday for Montreal and Toronto.

W. W. Jenkins, of the firm of W. W. Jenkins, Son & Co., of this town, is in Ottawa on a business trip.

Black oats are selling at forty-seven cents per bushel, and white at forty-six cents. Potatoes are bringing thirty to thirty-five cents and turnips sixteen cents. Butter is very scarce—never was so scarce—and is selling at thirty to thirty-two cents. Eggs dropped to fourteen cents, but are up again to fifteen cents. Chickens are very scarce and bring \$1.15 per pair.

Mr. Davis, formerly in the employ of W. A. Poole & Co., Lower Montague, leaves this week on return to his home in England.

Miss Pearl Lavers has taken a position in the store of W. W. Jenkins, Son & Co.

HAMILTON.

April 21.—Our Saturday Easter market was the largest this year. Everything in profusion, lettuce, rhubarb, onions, etc., and a large supply of butter and eggs. Before the selling got fairly started it began to rain heavily and prices became easier. Everybody expected to see a great slump in the price of eggs, but the commission men, seeing the danger and knowing that a low price would demoralize the egg business for weeks, very considerably bought up everything in sight, and the price did not go below 18c., which action has benefitted the city grocers to an extent they possibly hardly realize. Good dairy butter still remains around 30c. and is likely to stay there until the grass comes. Maple syrup is plentiful and no person remembers to have seen the quality as good before.

KINGSTON.

April 21.—Frank Samuels, who traveled for W. G. Craig & Co. for some time, has severed his connection and joined the staff of Galbraith & Son, Montreal. Frank will get an insight into the tea business and learn how to draw trade and push the golden tip.

Tom, the grocer, picked up an invoice and read, "30 days less 2 per cent." "Now," said he, "this invoice is dated April 1st, and the Shedden Co. rolled off the goods April 10th, so that in reality I am only getting twenty days, instead of thirty. This is one of the many ways that retail merchants suffer."

"What did that lady ask for?" said the retired army officer who comes in occasionally to have a chat with the knight of the tin scoop. "Why," said the grocer, with a sunny smile, "she asked for a pound of 'Mooney's sodgers britches.' She lisps, you know, and that is as near as she can come to saying soda biscuits."

Bert Robertson, son of B. W. Robertson, wholesale grocer, and traveler for the house, is spending his Easter holidays in New York. Bert, though young, is one of our city fathers.

Easter week brought an unusually large and eggs dropped in price as low as 15c a dozen. The grocers did a fair trade, but there is very little money any more in our business. Everyone wants to run a grocery, and a few dollars and credit will do it. Some suggest a license as a remedy, and applying the funds to making good roads. I am sorry to say we have the worst roads of any city in Canada, but we hope for a big change this coming season, as the road question is receiving attention.

Kenneth H. Munro is well pleased with the hold Jacobs' Irish biscuits have taken. They should have a permanent ad. in The Grocer, where I first heard of them, and sent a trial order and introduced them.

I wrote two letters to a firm who put an ad. in The Grocer lately. They are in Montreal and they did not have the

courtesy to reply. I guess they thought I was no good.

Larry Murphy looks well after his trip to Ireland. I dropped in to have a chat with him but he was too busy so I left. He didn't bring the Irish lassie with him as prophecied by Jim, the grocer.

Gunns, Limited, of Toronto, ship a lot of meat to Kingston, and the quality is good.

The city is literally flooded with maple syrup, which is being offered at 75c an Imperial gallon.

Fred. Vanluven is not going to Toronto as reported. He is not worrying about any change of climate, but wants a few weeks rest, and now, that he has disposed of his stock, is the accepted time.

"Say," said a grocer on the market, "grocers' wagons are a few hundred pounds heavier than they should be." The wagons with small wheels in front are popular for the convenience of making short turns, but on the straight road the large wheels are better and run smoother. James Laturney is making a wagon with all four wheels same size, with patent gear. The hind wheels turn and follow in the track of the front ones and short turns can be made.

Tops on grocery rigs look nice, but break up the gear on a wagon in no time and have to be discarded, except for paved roads. Will some of the other correspondents say something regarding these vital matters, and say less about butter and eggs and grocers breaking legs and such?

GUELPH.

April 20.—W. H. Fielding is by long odds the leader in some things in this city this year. He had both of his windows handsomely dressed for Easter, and both were so good your correspondent took photos of them for The Grocer. One had hams, bacon and eggs, with a pair of live rabbits, and set off nicely with Easter lilies. The other was a fruit display, including oranges, lemons, bananas, pineapples, strawberries, and ripe tomatoes, set off with carnations. They drew the crowds on Thursday, Friday and Saturday. The flowers and rabbits caused nearly everyone to stop and admire, and the price tickets did the rest.

Geo. Williams also had a fine display of Easter novelties, which were nicely arranged and were greatly admired. J. A. McCrae & Son also showed Easter novelties and did a good business. Peter Anderson had two good windows of dinner sets, fancy china, while Jackson & Son, J. C. Chittick, A. Groom, J. C. Hadden and Little & Costigan had nice displays of general groceries.

Benson Bros. were too busy putting in a nice new front, making their one large window into two smaller ones, with the door in the centre, and also giving the store inside a general new appearance to be in the running this year.

C. T. Hicks, the Paisley street grocer, has purchased a fine fancy driver and, sorry to relate, the old one object-

ed to the change vigorously and kicked the new one so severely that it will need a few weeks to recover.

Jimmy Gow, the Ontario street grocer, has received a very tempting offer for his fine black horse.

There are still complaints coming in of some of the canned goods, such as corn, peas and tomatoes, not being up to the standard.

This has been a record year for maple syrup in this section, but to be fair, some of the samples obtained down east have surpassed any of our local samples and are a credit to the new Government Inspection Act. Some seem to think the reason is that the trees in this section are getting too old.

The friends of Adam Armstrong, grocer, of Fergus, will regret to learn of a very painful accident which befell him going to a sale in a rig the other day. He had his feet hanging out and one leg got caught between the rig and a pile of ice and snow, twisting the tendons very severely. He is around now on crutches.

Peter Anderson has the neatest and cleanest grocery store in Guelph and he may well be proud of the fact.

J. C. Chittick has had the shelving and window of his store refitted, which is a great improvement.

Greg. Foltz, the Elora road grocer, has his store all beautifully furnished with glass-fronted shelves and mirrored windows.

The new permanent roadway on Wyndham street, has been started, and while temporarily hard on business in that section, will be a great improvement. The telegraph and telephone wires are to be put underground, which will do away with all those unsightly poles. This is another bouquet for the Merchants' Association.

The very unfavorable weather on Saturday interfered with business to a great extent, but still a good trade was done. The Easter Saturday is generally one of the biggest of the year. Eggs got firmer in price and from 13c to 15c was paid. First-class butter was also scarce at from 27c to 30c a lb. There was a small supply of chickens at from 15c to 17c a lb. Other produce remained at about the usual prices. In comparing the prices of 1908 with 1878—30 years ago—there is not such a vast difference evident. Clover seed is the most noticeable, being \$10 a bushel dearer. Eggs and eggs are worth just twice as much. Chickens, also, are just double, but the other prices do not show much difference.

EDMONTON.

April 18.—There has been considerable activity in both the retail and wholesale grocery trade in Edmonton during the past few weeks. Owing to the large amount of railway construction on the C.N.R., G.T.P. and C.P.R. near Edmonton this year, hundreds of men are flocking to the city daily. As

a result, business is very active in every line and the grocers as well as other merchants are feeling the benefit. Orders from the smaller grocery stores from the surrounding towns are pouring in on the wholesalers. Everybody is optimistic and collections are much easier, the smaller tradesmen meeting their obligations promptly. With the present prospects of an early and bountiful harvest there is every prospect that the season of 1908 will eclipse all the former records in the growth and development of the City of Edmonton and the surrounding district.

One regrettable feature in connection with the market trade in Edmonton is the absence of a suitable market building. This has been the complaint of both the buyer and producer for some time, and although the matter has been discussed by the council and several suggestions made, nothing has been done as yet.

J. R. Wilson, of Toronto, superintendent agent for Lipton's teas in Canada, was in the city this week on a business trip.

A new kind of oats, known as Gatten's Regenerated Abundance Oats, will be introduced into the Province of Alberta this year, and those farmers who wish to change their seed oats will be given an opportunity to do so. The Department of Agriculture of the Province has secured 1,500 bushels of these oats for distribution in the Province, and all those wishing to secure some of this seed should make application at once.

LONDON.

April 21.—Wholesale houses report trade fair and payments on the whole satisfactory. The prospects are still considered good, the belief being held that as soon as country roads get into good shape orders will come in more freely. The last advance in the price of sugar has set dealers wondering where this sort of thing is going to end. Teas are very firm, an advance of 1d to 1d being recorded the past week for fine qualities. Ordinary teas are expected to go higher. All other staples are firm. Retail trade in the city continues very fair.

The investigation into the affairs of the defunct wholesale firm of Laird, Kerrigan & Co., so far as it has gone, reveals the fact that the books were kept in a very slipshod manner and that the office management was far from efficient. What the final outcome of the quest will be, no one seems to know.

Mr. Barkwell, auditor for the D. S. Perrin Company, who has been in poor health of late, is about to leave on an extended trip throughout the Canadian west with the view of recuperating. On Saturday his fellow employees surprised him at the offices by presenting him with a handsome gold clock, as an expression of their esteem for him.

As a result of the new tobacco tax and uniform stamp, London is likely to lose five cigar factories, in addition to the Tuckett tobacco works, which has already left the city, throwing fifty men out of work. The King Buffalo Cigar Company has made a voluntary assignment in favor of its creditors.

It is said that local butchers, owing to the general advance in the price of young cattle, will shortly raise the price of the higher grades of meat. Some have advanced prices already and others are expected to follow suit.

Armstrong's grocery, at the corner of Richmond and Maple Streets, has changed hands, J. Peaslee being the new proprietor.

A deputation of the Retail Grocers' Association waited on the twenty-pounds-for-a-dollar grocers during the past week, and it is said succeeded in convincing them of the error of their way of doing business.

NEWCASTLE, N.B.

April 18.—Wm. Corbett, jr., who has been conducting a grocery business here for the last seven years, has entered into partnership with Wm. Stymest, the business being enlarged. They will carry a full line of groceries and provisions, and some side lines. A cash business will be done.

The business conducted by the Rennes Bridge Lumber Co., will henceforth be run on strictly cash lines.

Charles Mugerall, general grocer, Chatham West, reports a steadily growing business. Starting in a very small way eight or ten years ago, he has now one of the largest stores in Nelson.

KENTVILLE, N. S.

April 18.—One feature this Easter-tide was the demand for better class goods, all classes seeming to demand the best going. The call for best fruit and confectionery is growing, and grocers are compelled to carry good-sized stocks if they want to hold their trade.

Although the spring is backward, it is no great drawback, as the fruit trees are safer to bloom not too early, and so far they have come through the winter in fine shape.

What we need most is, for the people of Ontario to come down and visit us and see what a summer pleasure resort this is and get acquainted with our people. The businessmen might find it would add to their business relations and increase their orders. It is time some of them knew a little more about Nova Scotia.

At a meeting of the Board of Trade the other evening, when the business of the recent Horse Show was being concluded, in tendering a vote of thanks to the committee and Press, the name of M. G. De Wolfe was specially mentioned as having taken a particular interest in the show.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

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

OFFICES

CANADA—

MONTREAL - 232 McGill Street
Telephone Main 1255

TORONTO - 10 Front Street East
Telephone Main 7324

WINNIPEG - W. H. Seyler, Manager
511 Union Bank Bldg
Telephone 3726

VANCOUVER - F. R. Munro
R. Bruce Bennett
1737 Haro St.

ST. JOHN, N.B. - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - 1001 Teutonic Bldg
J. Roland Kay

NEW YORK - 544 West 145th St.
R. B. Huestis

Telephone 2430 Audubon

GREAT BRITAIN—

LONDON - 88 Fleet Street, E.C.
Telephone Central 12960

J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - Louis Wolf
Orell Fussli & Co

Subscription, Canada and United States, \$2.00

Great Britain, 8s. 6d. Elsewhere 12s.

Published every Friday.

ADVANCE IN RATES.

Wages in the mechanical departments of The Grocer have increased 55 per cent. in the last nine years, and in an agreement made some months ago with five different unions employed in our offices, further increases will have to be given. In addition to that, our editorial and other staffs have grown enormously, in the salaries paid and in the number employed. To-day the editorial staff of The Grocer is larger than any other weekly paper of any kind in Canada, or of any grocer paper in the world. The latter may seem, on the face of it, an absurd statement, Canada being so much smaller in population, but it is nevertheless true. All but one or two of the seventy or eighty grocer publications in the United States are merely organs of some one jobbing or manufacturing house. The others are handicapped by the reputation these illegitimate papers give to them as a class, and they cannot afford to give their readers the high-class publication that the trade in Canada receive. They circulate only in their immediate neighborhood. The Canadian Grocer covers the entire Dominion. In Great Britain there are two good papers which are a credit to the trade, but, having a

smaller field to cover and fewer interests demanding information, they do not require the organization the Canadian Grocer has.

There are probably more failures in the publishing business than in any other, probably because so much of the cost of getting out a paper is wages. According to the census returns, a greater percentage of the cost in the publishing business is paid in wages than in any other business in Canada and it requires staying power, sometimes years of it, to get a newspaper on its feet, but once it is there and the business grows, the percentage of profit is greater. This has been the position of The Canadian Grocer. While our expenses have grown enormously, it has hitherto not been necessary to increase the circulation and advertising charges, excepting in the case of special issues, because of the great growth in our business, equalling about 400 per cent. in ten years, and lower overhead expenses. The latter, which include rent of our various offices, taxes, insurance, etc., foremen's and managers' wages, subscription agents traveling everywhere in Canada, and many other charges, are distributed over and shared by our nine other papers. They have helped very materially to overcome the increased cost of getting out the paper. Each paper has, of course, its own exclusive staff of editors, correspondents and contributors.

We have during the past year made many improvements editorially, and have several others under way which will still further materially strengthen the paper. These, combined with the increase in wages referred to, make it necessary for us to advance our advertising rates this year, and a further increase next year, making our present page rate of \$600 a year \$800 on the 1st June, and \$900 on the 1st June next year.

Even on this basis, the rates will be very much lower than papers of similar standing in the United States and Great Britain. That our rates have not been highly remunerative is proven by the failure of more than a dozen papers established in Canada to serve the food-stuffs' trade in the last twenty years. In fact, the complaint of other publishers is that we give too much for the

money and do not give them a fighting chance. Our aim is to put The Grocer on a 7 per cent. dividend paying basis and spend everything over that on improvements. We are constantly on the lookout for good writers, who know what is accurate news of vital interest to business men, how to get it and present it in the briefest form. We have some good features in store for our readers, which will be introduced in the not far distant future, if the business continues to grow as it has in the last few years.

STREET RAILWAY CARTAGE IN MONTREAL.

A plan which is somewhat novel in its conception has been promulgated in a resolution which has been presented to the City Council by the Montreal Board of Trade, which it is hoped will relieve the situation and hasten a return of normal conditions. The resolution which has been addressed to the City Council, requests them to grant to the Montreal Street Railway the power to build sidings where necessary and use their lines to transport freight from the warehouses to the wharves and railway sheds. It has been proposed that the largest amount of this work be done at night in order not to interfere with the passenger traffic. The serious incompetency of the cartage facilities in Montreal has long been a source of annoyance to the business men of the city, and it is hoped that this innovation may result in a solution of the difficulty. However, in any case, the business men of Montreal have displayed their faith in the idea sufficiently to importune the City Council to grant the Montreal Street Railway the necessary privileges as set forth in the following resolution:

"Resolved, that the Council of the Montreal Board of Trade hereby advocate to the City Council that an arrangement should be made with the Montreal Street Railway Company, whereunder, with proper safeguards for the rights and interests of the city, that the company would be permitted to carry freight in Montreal, due provision being made therein that such carriage of freight should not interfere with the passenger service. That because it is not desirable that heavy freight should be carried through the leading residential and shopping thoroughfares, the City Council should reserve to itself the right to approve the routes on which the freight cars should operate."

It will be observed that this resolution, if acted upon by the City Council, is sufficiently comprehensive to protect the rights of the citizen, and not in any way interfere with the fundamental purpose of the system, whilst, on the other hand, if successful, will render valuable and much needed assistance to the shipper.

THE SITUATION IN THE WEST

Wheat Markets Show More Strength—Increased Interest in Raising Live Stock
Real Estate Resumes Activity.

The Western Viewpoint, by our Special Winnipeg Correspondent.

The short week in the wheat market seems to have brought with it a tendency to higher prices, though whether this will be continued is difficult to say. When the market opened Saturday morning, after the Friday holiday, there was news of abundance of rain in the southwest, where drouth was supposed to be working havoc, but instead of the market going down on this news, it advanced quite sharply on the estimated world shipments for Monday, which were only 6,750,000. No reference was made to the fact that Argentine had two holidays during the week in which no wheat was shipped. Russian shipments were reported very low, as were also Australia and India, with a good big decrease in Americans. Wheat on passage also showed a marked decrease. If there had been markets from Britain and the continent there would probably have been less marked influence from these shipments. The local market was firm with a good wide fluctuation and a moderate demand only, export trade being again very light. It is one of the significant facts that although there are 12,000,000 bushels of grain of all sorts at Fort William and Port Arthur, up to Friday night charters had only been written for about four million. A number of boats have not written charters for their first trip as yet and if reports are correct, practically none have been chartered for a second trip. Statistically wheat is very strong but actually it seems quite the reverse and there are many anxious holders of long wheat in Winnipeg that was bought at fancy prices last fall. All season long it has been a market that few dared go short on, and as has been remarked before it is the usual unsatisfactory fag end of a short crop. Returns show that there is not more than 2,000,000 bushels in country elevators and as every farmer in the country is busy seeding, receipts are very light and will be until after the crop is in.

The weather has been ideal for seeding for almost the entire week, though Saturday was too windy to be good. However, the work of seeding has been pushed rapidly in all directions and the seed bed could hardly be better, though in a few sections in Saskatchewan it has been too dry. Two light showers have fallen through the week, but no general rain is needed until after the seed is in and then it cannot come too soon.

There has been a small but perceptible advance in the price of fat cattle during the week, though no dealer is ready to quote higher figures. The fact is that a number of carloads of fattened stock have changed hands at some country points at figures as high as \$4.75 per cwt., while on the other hand dealers have been worried with shipments of so-called fat cattle that are not worth 2½c. There is a limited movement in export steers already; and the past week witnessed a notable depart-

ure, in that a couple of carloads of hogs were sent east. So far as could be learned this is the first time that an attempt has been made to export hogs, as there has never been enough for home consumption. As far as that goes present receipts are below requirements and it is a little difficult to understand what this shipper is after. The fact remains that the hogs were shipped.

One of the indications of the increased interest in the live stock raising is the number of inquiries being received by prospective breeders with reference to the sales of foundation stock, both at Winnipeg and Calgary, to be held next month. Old breeders are looking out, but there is evidently a decidedly increased tendency to go into mixed farming and to start right by getting pure-bred males. Those interested in the promotion of these sales seem to feel confident of remunerative prices and as the winter has been so exceptionally mild stock of all ages is in prime condition.

Two things of significance to the farming and ranching world have been announced this week. The first is the intention of the Gartons Limited to open a house in Winnipeg and as a preliminary to that to make a large exhibit at the leading fairs during the summer, beginning with the Dominion at Calgary in June.

These noted breeders of plants as well as growers of seeds have had their eyes on this western country for some time and the youngest brother of the partnership, T. R. Garton, has just concluded his third visit to the Canadian west during the past twelve months. He has been making a close study of climate and conditions and has sent home a number of samples of the soil for analysis. The larger portion of the seed oats brought from England by the Dominion Government were secured either from this firm or are of varieties propagated by them. These are known as the Regenerated Abundance oat and are an extremely fine sample. The Gartons make the claim that the oats bred by them, in addition to being larger, more hardy and more prolific than the varieties usually grown in Canada, will also produce meal of a very distinctly higher food value than the ordinary oats. If this is true, and there seems no reason to doubt it, it would be well for manufacturers of rolled oats to keep their eyes open for the sections of the country to which these oats are going and be prepared to buy up the crop in those sections at harvest time.

The other matter, which is of immediate interest to cattle men is the proposed new regulations of the Dominion Government as regards dipping for mange. The rule that has been followed for several years is compulsory dipping of all range cattle within two months and in a solution especially approved by the Government. Now, however, this rule is not to be enforced, the cattle man may dip his stock in any

OLD CANNED FOODS ACT REPEALED.

At the resumption of the House of Commons after the Easter holidays, on Tuesday, Hon. Sydney Fisher's bill to repeal the old Canned Foods Act, which has never been put in force, came up.

Mr. Fisher explained that the old act conflicted with certain features of the act passed last session, particularly in regard to local inspection.

Mr. Borden and other members of the Opposition pointed out that under the old act the local consumer was protected, and thought that to repeal it would remove a safeguard as to the purity of food.

Mr. Fisher claimed that the question of inspection of canned foods for local consumption was one which should be left to the provincial authorities to deal with. The existence of the old act had led to confusion with regard to marketing.

The bill was reported to the House and passed.

Following this Mr. Fisher moved the second reading of his bill to amend the meat and canned foods act of last year. Section 11 of the act placed under the operation of the statute only such factories as were declared to be so by the Minister. The amendment proposed to repeal that clause and to substitute the provision that the Governor-in-Council might, on application of the owner, exempt any establishment from the operation of the act.

Mr. Kemp, of East Toronto, inquired as to the effect the act would have in regard to the use of private brands. Some wholesale merchants, he thought, who had been selling canned foods for many years, had worked up and advertised a private brand. They objected to having to put the name of the packer on their cans, and contended that their own guarantee in many cases was better than the guarantee of the packer, and that it destroyed the value of their private brand when they had to put the name of the packer on.

Mr. Macpherson proposed an amendment which he thought would meet the point raised by Mr. Kemp. It was to the effect that the merchant first purchasing from a packer should be permitted to put his name instead of the packer's on the can.

Mr. Fisher saw no objection to that amendment, which he believed was strongly favored by the wholesale trade.

The bill passed through committee, and now stands for third reading.

NEW FIRM OF FRUIT JOBBERS.

An office has been opened on Front St., Toronto, this week by F. L. Sanna, who represents the Cuneo Importing Co. and the Banana Distributing Co., of New York.

The firm will bring in large quantities of bananas and also Malaga grapes and dispose of them among the trade in Toronto and vicinity. A. F. Spada will be the city representative.

MR. CARSLY BETTER.

John Gibb Carsley, president of the Old Company, Montreal, is at his desk again after a severe attack of la grippe, which kept him away from his work for several days.

mixture he likes, all that is required of him is to have cattle with a clean bill of health when the inspector calls. A number of practical cattlemen will be put on as range riders, and these will work under a veterinary district inspector. If after a reasonable time cattle are found undipped and with the mange, then the Government will dip the cattle in the sulphur and lime solutions which is recommended by the department. The plan of letting the rancher do his own dipping, how, and in what he likes, should simplify matters considerable for the ranchmen. Cattle are in fine condition, it will be no hardship for them to be dipped early this season if they show any indications of mange, and as there are probably 350,000 cattle which require dipping, more or less, to be able to spread it over a longer period is very much in the interests of the cattlemen.

The real estate market has been fairly active during the week and a notable feature has been the inquiry for market gardens. This is much more active than it was at the same time last year, the early season as well as the good prices for vegetables evidently being stimulating factors.

Another department in which real estate is more active than was at all looked for is the purchase of houses. Of course, house property has come down somewhat in price. There was considerable building on small capital last year and holders have found it necessary to make sales at considerably lower figures than last year. The best indication of there being money in the country is the way in which any bargains of this kind are taken up and the very fair cash payment that is regularly made on them. House property was too high last year and the year before, and now that it is more normal it looks like a good investment to people who formerly would not touch it. There is also a very considerable amount of English capital seeking investment in this class of property.

To sum the western situation up in a single sentence, "It looks mighty good to me."—H.

CANADIAN DIES IN THE EAST.

Had Developed Canada's Export Trade With China, and Made a Mark in the Orient.

The death was announced by cable on April 15th, from Hong Kong, China, of A. H. Rennie, a Canadian who had made his mark in the east. The deceased was born in Hamilton, Ont., where his boyhood was spent, and where he received a thorough business education. At an early age Mr. Rennie went west, settling in the then village of Fort Garry and growing up with the place.

Twenty years ago he went to Hong Kong as the representative of Wilcox Co., Portland, Ore., then the largest wheat shippers on the continent. Leaving that concern, he established the Hong Kong Milling Co., which is now the largest establishment of its kind in the east, and which was the first concern to take Canadian flour to the Orient.

During the time Mr. Rennie had lived in China he had become a multi-mil-

lionaire. It is only a short time since press despatches announced a gift from him of \$150,000 to Hong Kong University. In appreciation of his efforts for uplifting the British race in Hong Kong, Mr. Rennie was some years ago made a member of the colonial government.

Mr. Rennie was a brother of D. M. Rennie, at one time with Eby, Blair & Co., Toronto, and was for a time interested in the wholesale grocery business in Hamilton. He was married 25 years ago to Miss Florence Mowat, daughter of Mrs. John Mowat, Brockville. The late Mr. Rennie was about 50 years of age.

LARGE DELIVERY IN GLASGOW.

Twenty-three Lorry Loads of Coffee Attract Attention on City Streets.

The photograph and description of the record delivery of starch mentioned in the Grocer some two weeks ago has attracted considerable comment. In connection therewith the story of a somewhat similar delivery in Glasgow recently is sent in by Rose and Laflamme, Montreal, who are agents for "Camp" coffee, the article mentioned. The item is clipped from a recent issue of the Glasgow Daily Mail. "Those who were in Argyle Street, yesterday, about midday, witnessed a unique spectacle, and one which held their attention for some time. Even the policemen on points duty, accustomed to the constant streams of traffic, were surprised.

"One after another in a procession which extended for the greater part of the thoroughfare from the Cross to Union Street, came 23 lorries laden with boxes of "Camp" coffee. They had come from the works of Messrs. R. Paterson & Sons, and were being conveyed to the docks for shipment to various ports in England and Ireland.

"Had they been allowed to pass the crossings together other traffic would have been suspended for about ten minutes; but the constables so regulated the traffic that the lorries passed along in groups. Nevertheless, they made a striking display—something reminiscent of the carters' parade, only more practical—and the familiar red and blue trade marks on the boxes must have emphasised in the minds of those in the vicinity the popularity of Camp coffee.

"What army is this to feed" asked a bystander to one of the lorrymen who was waiting until the crossing traffic had passed. "Oh, the greatest of all armies," was his reply—the British public."

"Then the policemen gave the signal, and the lorryman went laughingly on his way."

L. E. Geoffrion of L. Chaput Fils et Cie. Harbor Commissioner has left on a trip to the United States where he will visit various seaport cities with a view of obtaining new ideas which may be incorporated in the anticipated improvements on the Harbor.

DEATH OF INSPECTOR KELLY.

Was for some years a Toronto Grocer, Latterly Inspector of Weights and Measures.

There passed away on Monday last, at his apartments, 70 Bond Street, Toronto, Daniel Kelly, J.P., Inspector of Weights and Measures for the city. Five years ago Mr. Kelly sustained a stroke of paralysis, and a month ago was carried home unconscious, suffering from a second stroke. From that time he gradually sank until his death on Monday.

Daniel Kelly was born in Belfast, Ireland, in 1840, and was educated there at King's College. Coming to Canada in 1854 he first settled in Prescott, and in 1872 moved to Toronto. For some years he kept a grocery and liquor store at King and Sackville Streets. He always took a great interest in politics, and for a time was connected with the Customs Department. Since 1896 he has been Inspector of Weights and Measures for the city of Toronto. Mr. Kelly leaves a widow, four sons and three daughters.

DEATH OF J. R. KIRKWOOD.

It is with feelings of sincere regret that we are obliged to record the sudden death on Saturday of J. R. Kirkwood, who was on the staff of S. H. Ewing & Son, Montreal.

Mr. Kirkwood was born in Montreal in 1836 and most of his life has been passed in Montreal. He was educated in the public schools and subsequently engaged in business for himself as a grain merchant. This he abandoned to accept a position with S. Ewing and on the reorganization of the business in 1897 as S. H. Ewing & Son, he became cashier of the firm, a position which he occupied at the time of his death.

Mr. Kirkwood was for many years connected with the military of the city, having been a commissioned officer of the Royal Victoria Rifles. He saw active service with this regiment during the Fenian Raid.

Modern business men have a way of expressing their views briefly, and perhaps the finest encomium to be uttered with regard to the life of the deceased would be the words of a man intimately associated with him in business when he said, "He was an upright man."

REMOVING TO LARGER QUARTERS

The head offices of the Queen City Oil Co., Toronto, have been removed to the third floor of the Ogilvie building, 65 Bay street, southeast corner of Wellington street. For the past ten years the executive offices of this busy house have occupied the whole of the fourth floor in the Lawlor building, but these premises had become entirely inadequate to give the necessary working space for the executive trade and accounting staff of this constantly growing business. By securing the entire third floor in the new Ogilvie building, where up-to-date offices have been fitted up, nearly double the floor space affords ample accommodation in the centre of the wholesale district.

ONTARIO MARKETS.

POINTERS—

Sugar—Firm.
Canned Goods—Moving well
Teas—Firm in primary markets.
Maple Syrup—Demand Brisk.
Collections—Better.

Toronto, April 23, 1908.

Wholesalers report more encouraging business this week and it seems that the spring business is about to open.

The grocery markets in general are steady, with few changes to report. Sugar continues exceedingly firm with further advances in raws.

SUGAR—Business continues brisk locally, the retailers seeming to appreciate the strong position of the markets and laying in supplies.

While no further advance has been made in refined the market continues exceedingly firm, and all tendency is toward advance.

Paris lump, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
Paris lumps, in 100-lb. boxes	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 10
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 95
Florent	4 90
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Business in pure and compound maple goods is quite brisk. Other lines are quiet. Absolutely pure maple syrup is quoted at \$1.50. Quotations on other lines are given below.

Syrups—	
Dark	0 30 0 35
Medium	0 30 0 35
Bright	0 30 0 35
Per case.	
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 65
2 1/2 " " "	2 60
Barrels	0 03
H if Barrels	0 03 1/2
Quarter	0 03 1/2
Pails, 3 1/2 lbs. each	1 75 1/2
25 " " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" " " "	4 8 1/2
Quarts, 24 "	4 8 1/2
Pints, 24 "	2 0
Molasses—	
New Orleans, medium	0 30 0 35
" " " "	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEAS—Business locally continues quiet, with an absence of anything like sharp demand.

Reports from the London markets indicate the tendency to stronger position as is evidenced herewith.

Gow, Wilson & Stanton, reporting on Indian, say:

"Offerings were rather heavier but demand was strong for all kinds. Commons were fully firm and occasionally showed a slight advance, but medium and fine, particularly when quality was at all desirable, were again a somewhat dearer market. It now seems evident that there must be a good deal less of the crop remaining to be disposed of than was the case at the same period of last year."

Their note on Ceylon tea also bears out the statement of a move toward higher prices, as follows:

"Demand continues good for all classes of tea, and as has been the case during the last few weeks, the keenest competition was for good and fine qualities which were again occasionally

dearer. Common kinds also showed a firmer tendency than of late."

DRIED FRUITS—Business continues quiet in nearly all lines. Advices to local brokers this week from Dania rather counteract the tendency to higher prices on Valencia raisins mentioned in these columns last week, and point to the fact that some stocks are still held in the primary market.

RICE AND TAPIOCA—Light supplies of Japan rice are arriving. Demand is rather quiet.

Rice, stand. B.	Per lb.	0 03 1/2	0 03 1/2
Rangoon		0 03 1/2	0 03 1/2
Patna		0 05 1/2	0 05 1/2
Japan		0 05 1/2	0 06 1/2
Java		0 06	0 07
Sago		0 05	0 06
Seed tapioca			0 06
Tapioca, medium pearl		0 05 1/2	0 05 1/2

SPICES—The market is steady, with no new features in the regular lines.

Peppars, blk	0 16
" white	0 25
Ginger	0 18
Cinnamon	
Nutmeg	0 30
Cloves, whole	0 30 0 35
Cream of tartar	0 22 0 27
Allspice	0 19
whole	0 17 0 20
Mace	0 15 0 20
Mixed pickling spices, whole	0 20 0 25
Cassia, whole	0 25 0 31
ground	0 25 0 31

BEANS—The market is on about the same basis as at last reports. Stocks of beans held are light.

Beans, hand picked, per bush	1 9 2 00
prime No. 1,	1 85 1 90
Lima, per lb	0 07

EVAPORATED APPLES—Good stock is scarce and is held rather firmly. The large supplies of dried apples produced throughout the country this year seem to have cut into the demand for evaporated stock.

Evaporated apples	0 07 1/2 0 08
-------------------	---------------

HIDES AND WOOL—Prices are slightly advanced but dealers say values will not correspond. Business looks a little more encouraging than for some weeks.

Hides, inspected, cows and steers, No. 1	0 06 1/2
No. 2	0 06 1/2
Country hides, green untrimmed, per lb.	0 04
Country hides, cured	0 05
City Calf skins	0 19
Country Calf skins	0 09
Sheep skins	0 65
Horse hides, No. 1	0 70 0 80
Rendered tallow, per lb.	0 04 1/2 0 05 1/2
Horse hair, per lb.	13

NEW JOBBING HOUSE IN TORONTO

H. T. Wilson, W. E. McMurtry and H. E. Beattie Compose Firm.

Toronto is to have another grocery jobbing house to add to the large number of wholesale businesses established in the city.

This week the offices and warehouse at 31-33 Front Street East, are being refitted, and in a short time a jobbing business will be carried on. The new firm is composed of T. Wilson, formerly with the Canada Brokerage Co.; W. E. McMurtry, till recently with Eby-Blain, and H. E. Beattie, the famous Varsity Rugby player and athlete, who has been out of the city for some time, but returns to enter the business.

The details of organization are not as yet quite completed, but it is understood that a general grocery jobbing business will be carried on.

TOOK PART IN DEPUTATION.

Mr. Beckett Gives Details as to Guilds' Opposition to Co-operative Bill.

In response to a request for definite details as to what steps had been taken by Wholesale Grocers' Guilds to oppose the Co-operative Bill, in pursuance of a letter published in these columns last week, H. C. Beckett, Hamilton, President of the Dominion Grocers' Guild, has forwarded a letter from which we quote the following paragraphs pertaining to the situation:

"Owing to the antiquated business methods that prevail at Ottawa in not keeping business men of this country informed on prospective legislation, frequently occurs that bills get their second reading before the real purport of them is generally known, and in this instance the quiet slipping through of this bill is a splendid illustration of the need of better protection to the business man.

"When the Co-operative Bill was rushed through and got to the Senate it was done so suddenly and unexpectedly that prompt measures were necessary to enter a protest, and the officers and members of the guilds were asked by the Retail Merchants' Association to assist the retail trade in opposing the bill. Very little time was at the disposal of the trade to get together; whatever could be done had to be done hurriedly, and at an emergency meeting, one of which was held in Toronto and at which representatives of the guilds were present and spoke, it was decided the only thing to do was an immediate trip to Ottawa by as many members of the trade as could go on short notice, wholesalers and retailers working together. Members of the Ontario and Quebec Guilds in Hamilton, Toronto, Ottawa and London were notified and requested to go to Ottawa, and representatives of the wholesale trade did go, together with about two hundred retailers, every one at their own expense. The cost to the trade, at a conservative estimate, would be at least \$4,000, an awful tax on the business men of this country, when it is only one of such trips frequently made necessary by reason of the Government not giving more publicity to proposed legislation.

"The retail grocers should know by this time that closer relation between them and the jobber is desirable, and in this respect the guild policy, as shown by the records, has always been to assist in every possible way to advance the interests of the retailer."

WAS SON OF GROCERY TRAVELER

Bennett A. Qua, the Technical School boy, who was so suddenly killed by a Toronto Street car on King Street, on Wednesday morning, April 15, was a son of Samuel E. Qua, a city traveler for Davidson & Hay, Toronto.

The accident came as a very great blow to Mr. Qua and family, whose home is at 11 Gwynne Avenue, and much sympathy has been felt by his friends in the trade in consequence of the very sad event.

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, April 23, 1908.)

Seeding is in progress in all parts of the west and with favorable spring weather the prospects are considered very bright for a good crop this year. All branches of trade are feeling the effects of the resulting spirit of optimism abroad in the land. Country stocks are low for buying during the last eight or ten months has been restricted pretty much to immediate requirements. With the prospect of much better times there is a tendency towards more liberal buying.

CANNED GOODS—

	FRUITS.	Group No. 1	Group No. 2 & 3
Blueberries, 2s		2 27	2 25
Cherries New—			
2s, red pitted, per doz. case		2 41	2 39
2s, red, heavy syrup, per doz		2 09	2 04
2s black		2 19	2 14
Gooseberries New—			
2s, heavy syrup		2 31	2 29
Lawtonberries New—			
2s heavy syrup		2 41	2 33
Peaches—			
2s yellow flats		2 30	2 27
3s		3 12	3 09
Pears—			
2s, F.B.		1 81	1 79
2s, Bartlett's		2 39	2 37
2s, Bartlett's		1 96	1 94
3s		2 59	2 57
2s Globe, light syrup		1 51	1 49
Plums—			
2s Damson, l.s.		2 93	2 88
2s Lombard, l.s.		3 03	2 98
2s Greengage, l.s.		3 13	3 08
Raspberries—			
2s red, light syrup		2 26	2 24
2s black, heavy syrup		2 41	2 39
Pineapples, whole, 2 lb., per case		3 65	
2s		4 50	
sliced, 2		3 85	
grated, 2		4 40	
Strawberries (new), per case		4 83	4 78
Raspberry Jam (Smith's)—			
12-oz. bottles per doz		1 65	
1-lb.		2 20	
44-oz.		4 75	
5-lb. tins, each		0 59	
7-lb.		0 80	

	VEGETABLES.		
Beans (new) per dozen—			
golden wax		1 06	1 04
refugee		1 06	1 04
crystal wax		1 14	1 14
red kidney		1 21	1 19
lima		1 46	1 44
Corn—			
2s		2 23	2 18
Tomatoes—		2 99	2 94
Peas (new) per dozen—			
(No. 4) 2s		1 06	1 04
(No. 3) 2s		1 16	1 14
(No. 2) 2s sweet wrinkle		1 21	1 19
(No. 1) 2s extra fine sifted		1 51	1 49
Succotash—			
2s		2 63	2 58
Beets—			
whole		2 08	
sliced		2 28	
whole, 3-lb.		2 64	
sliced		2 84	
Spinach—			
2s, per doz.		3 13	3 08
3s		4 09	4 04
gallon, per doz.		11 10	
Asparagus, per case		7 78	
Tomatoes—			
per case		2 79	2 74
Beans, golden wax		1 98	1 93
refugee		1 98	1 63

	MEATS.		
Clark's 1 lb., pork and beans, plain, per case		2 50	
2 "		1 90	
3 "		2 50	
1 " tomato sauce, per case		2 50	
2 "		1 90	
3 "		2 50	
1 " Chill		2 50	
2 "		1 90	
3 "		2 50	
Soups, per doz.		1 25	
Canned chicken (Man. Can. Co.) per doz		3 25	
turkey		3 25	
chicken, per doz		3 30	
turkey		3 30	
duck		3 30	
Corned beef			
2s per doz.		2 80	
1s		1 60	
Roast beef			
1s, per doz		1 60	
2s		2 80	
Potted meats, 2s, per doz.		0 55	
Veal loaf 1 lb., per doz.		1 25	
1 lb.		2 50	
1 lb.		1 25	
1 lb.		2 50	
1 lb.		1 25	
1 lb.		2 50	
1 lb.		1 85	
1 lb.		3 50	
1 lb.		3 50	
Luncheon 1s		3 65	

Sliced smoked beef 1-lb. tins, per doz.	1 80
" " 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	3 35
Chipped " 1-lb. tins, " "	3 45
" " 1-lb. tins, " "	2 50
" " 1-lb. glass, " "	3 05
Sliced bacon, 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	3 25

SUGAR—The market continues very firm. Quotations are:

Montreal and B.C. granulated, in bbls.	5 50
" in sacks	5 45
" yellow, in bbls.	5 10
" in sacks	5 15
Wallaceburg, in bbls.	5 40
" in sacks	5 45
Berlin, granulated in bbls.	5 30
" sacks	5 35
B.C. gunnies granulated, 5-18's to bale, per cwt	5 55
" 5-2 1/2's	5 55
" hard pressed lump, 25's, per cwt	6 65
" half bbls., per cwt	7 00
" icing	6 30
" bar sugar	6 10
Icing sugar in bbls.	6 10
" in boxes	6 30
" in small quantities	6 70
Powdered sugar, in bbls.	5 90
" in boxes	6 10
" in small quantities	6 45
Lump, hard, in bbls.	6 45
" in 100-lb. cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 55
" 5-lb. tins, per 1 "	3 00
" 10-lb. tins, per 1 "	2 80
" 20-lb. tins, per 1 "	2 85
" barrel, per lb.	0 03 1/2
" Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb. tins, per 2 doz. case	3 10
" 5 "	3 30
" 10 "	3 20
" 20 "	3 20
Barbadoes molasses in 1/2-bbls., per gal.	0 40
New Orleans molasses in 1/2-bbls., per lb.	0 03 1/2
Porto Rico molasses in 1/2-bbls., per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" 5 gal. bsts., each	0 33
" "	2 25

FOREIGN DRIED FRUITS—Prunes have been reduced and new quotations are given below. Sultana raisins are cheaper. We quote:

Australian raisins—		
Brown Lexias, per lb.		0 08
Extra brown		0 10
Sultana raisins, bulk, per lb.		0 09
cleaned		0 11 1/2
1 lb pkgs		0 12
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 1/2 lbs)		0 80
Trenor's Valencia raisins, f.o.s., per case, 28's		2 00
" " " " 14's		1 05
" " " " 28's		2 20
" " " " 14's		1 15
" " " " 28's		2 25
" " " " 14's		1 20
California raisins, choice seeded in 1/2-lb. packages		0 08
" fancy seeded in 1/2-lb. packages		0 08 1/2
" choice seeded in 1-lb. packages		0 10 1/2
" fancy seeded, 1-lb. packages, per package		0 10 1/2
Raisins, 3 crown muscatels, per lb.		0 08
Prunes 90-100 per lb.		0 08 1/2
" 80-90		0 06 1/2
" 70-80		0 06 1/2
" 60-70		0 07
" 50-60		0 08
" 40-50		0 08 1/2
" 30-40		0 08 1/2
Silver prunes		0 09 1/2
Currants, uncleaned, loose pack, per lb.		0 07
" dry cleaned, Filiatras, per lb.		0 07 1/2
" wet cleaned, per lb.		0 07 1/2
" Filiatras in 1-lb. pkgs. dry cleaned, per lb.		0 08 1/2
Hallowee dates, new per lb.		0 06 1/2
Figs, cooking, in tapnets, per lb.		0 05 1/2
" in sacks		0 06
" table, 1 crown		0 10
" " 3 "		0 11
" " 5 "		0 13
" " glove boxes, per box		0 09 1/2
" square boxes (12 oz) per box		0 09 1/2
" 1 lb baskets, per basket		0 09 1/2
Apricots, choice, in 25-lb. boxes, per lb.		0 22 1/2
Apricots, standard in 25-lb. boxes, per lb.		0 22
Peaches, choice, per lb.		0 15
Peaches		0 14 1/2
Pears, choice (halves), per lb.		0 13 1/2
" standard		0 12 1/2
Plums, choice (dark pitted) per lb.		0 14 1/2
Nectarines, choice		0 16

EVAPORATED APPLES—Quoted now at 9c to 9 1/2c per lb.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09 1/2
" 28 "	0 08 1/2
" 12 oz pkgs., per doz.	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 "	2 95
" 20 "	3 01
" 8 "	3 30

CORNMEAL—Quoted at \$1.90 per sack.

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

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows:

Sugar 2 1/2 lb. boxes 1/2 and 1/4	3 00
Syrup gallons 1 doz. to case, per case	5 65
" 1 doz. to case	6 15
" 2 doz. to case	6 35

GREEN FRUIT AND VEGETABLES—

Winter App'es		
Straight grade No. 2, per bbl.		5 50
North rn spies No. 2,		5 00
do. No. 1		6 00
Oranges and Lemons—		
Washington navel, 96's, per case		3 25
" 11 1/2's to 126's, per case		3 50
" 176's to 250's, per case		3 75
California lemons, 390's, 360's, per case		5 00
Bananas—		
Per bunch, by express only	2 50	3 50
Grapes—		
Almeria grapes, kegs, per keg		5 50
Strawberries—per 2 doz. case		3 00
Pears—		
Fancy Columbia,		4 00
" half cases,		2 00
Cranberries—		
Jersey cranberries, per bbl.		12 00
Vegetables—		
California celery, per doz		0 90
" per case		6 00
Sweet potatoes, per bbl		6 00
Valencia onions, large cases, per case		4 00
Native onions, per lb.		0 03 1/2
Tomatoes, 6-basket crates, per crate		0 90
" per basket		5 00
New California cabbage, 150 lb. crates, per lb.		0 13 1/2
Cabbage (native),		0 02 1/2
Lettuce, 1 1/2 doz., per box		0 75
Radishes, per doz		0 80
Green onions, per doz		0 80

TORONTO GROCER NABS THIEF.

Chased Him Down a Lane and Held Him Till Help Arrived

While Henry Burns was passing James Goodchild's store 1066 Queen Street west, Toronto, on Friday, he noticed a box of groceries which had been left standing in the delivery wagon. He attempted to steal the goods, but Mr. Goodchild saw him and gave chase. Burns dropped the box and sprinted down a lane, but was overtaken while climbing a fence. Mr. Goodchild grabbed him and hung on till he got help. Col. Denison, Saturday morning, sent Burns to jail for 20 days.

NEW INDUSTRIES IN NELSON, B.C.

As a result of the large number of fruit ranches started in the vicinity of a jam factory, with English capital behind it, has begun operations in Nelson. Joseph Edinger, representing the British Columbia Colonization Agency, has purchased for a grape industry, 315 acres of land on Kootenay Lake, near Nelson, and will settle there a colony of Germans and other foreigners who have been employed in the grape culture in European vineyards.

DOUBLING HIS FLOOR SPACE.

W. M. Leigh, general merchant, Kirkton, Ont., has sold his hardware department to Wm. Moore, also of Kirkton. This is giving Mr. Leigh additional space, but he is also enlarging his store so that he will have just double the old space to facilitate the handling of his groceries and other general lines.

Something You Can Swear By

We own the 3,000 Acres of Land where the fruits and vegetables that are labelled **FARMER BRAND** are grown, and are under our personal supervision from the time the seed is sown until they are shipped. These 3,000 acres constitute the finest garden section in Prince Edward County. If you are at all particular, stock

FARMER BRAND

We are prepared for the biggest season yet. Build up your business by pushing this Brand if you want satisfied customers.

The Goods with a Reputation.

Farmers' Canning Co., Limited

Bloomfield, - Ontario

SALES PLANS

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

EIGHT OF THE SIXTEEN SUBJECTS dealt with are :

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

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

282 Pages Bound in Cloth

The MacLean Publishing Company

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

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom" Washing Powder

which is "for PURIFYING and
CLEANSING UNEXCELLED."

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

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

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

In selling bulk Lard, more or less is lost in handling, weighing, etc.

You can do away with this if you handle

PURE LARD
IN
ONE POUND BRICKS

Wrapped, Weighed, Ready to sell

Send us your order for a trial case (60-lbs.)

THE PARK, BLACKWELL CO.
LIMITED
TORONTO, ONT.

We make a specialty of mail orders.

Hams Bacon
Eggs

ORDER NOW

F. W. Fearman Co.
LIMITED

Hamilton, Ont.

The Influence of Breakfast

on humanity is a very big thing. A poor breakfast puts a man in a bad humor, while a good breakfast generally has the opposite effect. So you can increase the world's good humor by selling



HAM AND BACON

It is the tastiest, tenderest, juiciest ham and bacon on the market.

SEND FOR PRICES

THE MONTREAL PACKING CO.

Limited

MONTREAL, : P. Q.

WE HAVE NO RETAIL STORES.

The Most Delicious Flavor

is what distinguishes

RYAN'S
Short Roll Bacon

It is made from carefully fed young hogs, mild cured, tender and juicy. It is the cheapest meat on the market, and is so delicious that it will increase your sales immensely by creating in your customers an unconquerable desire for more.

Get our prices to-day.

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

Arrivals of New Cheese Easing Prices—Butter Also Easier This Week—Hog Market Firm, With Better Outlook for Export.

CHEESE AND BUTTER BULLETIN

Montreal, April 22, 1908.

With the arrival of the first new cheese of the season prices have gone down a little, the new goods being procurable at a figure which averages 12c, for white or colored. Old cheese is firmer than the new, being quoted at 12½c.

Receipts of new cheese have been light so far, as the weather has been unsatisfactory, being cold and unsuitable for the factories. Then, as has been stated in these columns before now, the very poor care taken of cows by farmers during the winter, owing to the scarcity of feed and the high prices demanded, has left the animals in bad shape for the spring, and it is but natural that receipts should be light at first. For that matter, the unfitness of the cattle at the commencement of the season will result in quite a delay, as the milk supply to factories cannot improve until the cows are in first-class milking condition.

There is certainly very little old cheese now held by dealers in Montreal, all having been pretty well cleaned out by the steady sales made all through the winter, in small lots, to the domestic trade, and by the occasional demands from the other side for Canadian cheese. During the months since the close of navigation there have not been any large export transactions to speak of, that is, such as characterize the seasons as a rule. New Zealand cheese has been so seriously considered by Old Country houses this past while that the Canadian article has been almost neglected. Of course, nothing else could be expected when the prices of the New Zealand exporters were so much more favorable to English importers than the quotations furnished by Canadians. However, since the boards are practically clear for the opening of the new season, it has resulted in the reaching of the same end by a different means.

Receipts of cheese last week amounted to 713 boxes, against 113 boxes previous week, and 2,452 boxes same week last year. Total receipts to date amount to 2,051,851 boxes, against 2,353,537 boxes for the same period one year ago.

Of recent weeks the butter market has certainly been performing some attractive acrobatic feats. At the beginning of the new season particularly steady markets are rarely expected, but this season the market has been acting like a clock pendulum, suddenly gone crazy, going up and down in the course of a few weeks, by leaps and falls, instead of swinging steadily with small margins of difference.

A week ago prices were given at 34½c to 35c for finest creamery, while to-day 29c is the highest asked by dealers for first-class, new make creamery, and there are some who will sell at 28c,

though what they offer may not be so attractive.

Of course, lower figures are expected as the make increases, and receipts in the city become consequently larger. It is quite probable that these figures will look rather high by this time next week.

The future action of the market is difficult to tell, however. That is, for the next few days at any rate—after that receipts may be considerably larger than they are daily at present. But just now the boards are about bare, and should there spring up an active demand there would be but little stock on hand to take care of it, and there would naturally be an advance. But nearly every dealer is endeavoring to get the

price down, and it is likely that lower figures will rule.

With the decline in prices many cheese factories now making butter will revert to cheese, and the creameries will then have the field to themselves. The milk supply is improving, and with continued warm weather the market will be a better one on which to do business.

Dairy is quite scarce, and what there is of it commands a good price. One firm reported buying at figures which would mean a selling price around 27½c to 28c for choice rolls. Others quote dairy at 25c to 26c.

Receipts last week amounted to 637 packages, against 379 packages previous week, and 766 packages same week last year. Total receipts to date amount to 117,819 packages, against 614,563 packages same period a year ago.

THE PROVISION SITUATION

The British market is on rather a more receptive basis this week and in consequence the outlook for export business is rather brighter for Canadian packers.

Danish deliveries fell off somewhat last week from the record shipment of the past few weeks, and the "killings" were noted at 40,000, a drop of about 25 per cent. below the previous week. Even yet their deliveries are enormous. The smaller supplies from them, however, coupled with comparatively moderate American shipments which aggregated 19,000 last week, are affording some little better opportunity for the Canadian firms who are interested in that market.

Local demand also is very good, and these two features combined have provided for a very firm market. But with this is coupled the rather discouraging fact that the hogs are not forthcoming. Though the prices offered are very encouraging, farmers seem to be holding their stocks in hope of still further advances. Whether they are justified in doing so and paying for feeding in the meantime is rather an interesting question. Prices offered this week for live hogs are a shade better than at last reports. \$6.25 is paid f.o.b., and hogs off cars bring \$6.55 to \$6.65. These figures are a great improvement on those a month ago, when \$4.90 and \$5 was the best offering, but the advance does not seem to have had much effect in stimulating deliveries.

Conditions prevalent last week in American markets are summarized in the following paragraph from the New York Journal of Commerce:

"The past week has shown a decided halt, the bull speculation in hog products, with increasing receipts the first half of the week, although they fell off again the latter half. But the market for products continued easy and receding

in absence of support from the packers or shorts, if indeed there are many of the latter after the late squeezing out given them by the Cudahy Co. before they left the market to take care of itself, and after the appearance of the increased monthly stocks April 1st. The market has acted since then as if they had worked off their load, prior to that appearance, of which any of the large packers must certainly have been aware beforehand, though it was probably larger than they expected, owing to reduced consumption which appears to have been greater also than they expected. At all events none of them have appeared supporting prices since then, while they have appeared as sellers at times and severally. It may only be selling current production for future delivery, but this is contrary to their policy earlier in the season, when they were willing to take all the hogs coming in and fill their packing houses with what they then regarded as cheap products. Whether they have since changed their minds on this point, or are letting prices down to get hogs cheaper on the eve of the increasing movement expected so soon as farmers are over the rush of their spring's work. That both may be true is possible, and the trade are not inclined to stock up in face of a dull trade this summer, owing to so many unemployed people and such wide industrial depression. Nobody now is talking any higher prices for hog products, no matter what may happen in other meats."

PROVISION MARKETS

MONTREAL.

PROVISIONS—There has been no material change in the provision situation since last week, demand being fair, at the old prices. A good Easter trade

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

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

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

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

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

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

was transacted by most all houses, and there has been a slight reactionary dullness the first part of this week.

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

BUTTER—There has been quite a prices since last week, brought about by the increased receipts of fresh made and the curtailed consumption resulting from high quotations. There is but little old butter on the market to-day. Dairy is very scarce and worth good money.

Fresh Creamery	0 28	0 29
Dairy, tubs	0 23	0 24
Fresh large rolls	0 24	0 25

CHEESE—New cheese is beginning to arrive a little more freely and demand for it is reported fair. Old cheese is selling well at firm prices, but stocks held are light.

Cheese, old	0 15 1/2	0 16
" " new, large	0 12	0 12 1/2
" " twins	0 12 1/2	0 13 1/2

EGGS—Easter demand is over but even this does not affect the consumption owing to the high price of other food products. The market remains steady, at easier quotations.

New laid	0 16	0 17
----------	------	------

HONEY—This product is difficult to get and demand is only fair.

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

TORONTO.

PROVISIONS—The market continues firm, owing to the stiff prices paid just now for hogs. Demand continues fair and is expected to sharpen shortly with the opening of navigation. Lard holds steady and fresh meat is on the same basis, with fair demand.

Long clear bacon, per lb.	0 10 1/2	0 10 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 10	0 10 1/2
Small hams, per lb.	0 14	0 14 1/2
Medium hams, per lb.	0 13	0 14
Large hams, per lb.	0 12 1/2	0 13
Shoulder hams, per lb.	0 09 1/2	0 10
Backs, plain, per lb.	0 16 1/2	0 16 1/2
" " pea meal	0 16 1/2	0 16 1/2
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl.	21 00	21 50
Lard, tierces, per lb.	0 11 1/2	0 12
" " tubs	0 12	0 12 1/2
" " pails	0 12 1/2	0 13 1/2
" " compounds, per lb.	0 08 1/2	0 09 1/2
Plate beef, per 200-lb. bbl.	13 50	14 00

BUTTER—The feeling is, if anything, firmer this week, though there are no noticeable changes in quotations. Stocks held locally are low and present conditions seem likely to continue till the new make comes in, in a few weeks. Some light supplies of creamery solids were brought into the local market from the United States this week.

Creamery prints	0 30	0 32
Creamery solids	0 28	0 31
Farmers' separator butter	0 28	0 31
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
Baker's butter	0 21	0 21

EGGS—The market was well filled last week, as is usual at Easter time, and in consequence supplies are somewhat lighter this week. Notwithstand-

ing this, a slightly easier feeling prevails as demand has fallen off considerably since Easter.

Eggs, new laid	0 17	0 18
----------------	------	------

CHEESE—The market remains quiet with demand light and no change in prices.

Cheese, large, prime old	0 14	0 14 1/2
" " new	0 13 1/2	0 13 1/2
" " twins	0 14	0 14 1/2

HONEY—The heavy demand for new maple syrup has cut off a good deal of the honey business and matters are quiet at the old prices.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12 1/2	0 13 1/2
" " 5 lb tins	0 13	0 13
" " in the comb, per doz.	2 00	2 21
Buckwheat honey, per lb.	0 8	0 10
" " in comb, per doz.	1 25	1 50

POULTRY—Scarcely any fowl is coming in and dealers are falling back on the storage goods. Turkeys are as scarce as the proverbial hen's teeth. Prices are unchanged.

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

WINNIPEG.

BUTTER—There has been no quotable change in the local butter market since last week. Supplies of dairy butter are fairly liberal and some decline from the present range of prices is expected. For No. 1 dairy produce houses are still paying 25c per lb. and for No. 2, 20c to 22c per lb., according to quality.

EGGS—Winnipeg produce houses are paying from 14 1/2c to 15 1/2c per dozen, f.o.b. Winnipeg.

GROCERS' PICNIC TO BUFFALO.

Toronto Retailers' Association Arranging Big Outing for July 15.

The annual summer picnic was the principal item of business at the meeting of the Toronto Retail Grocers' Association on Monday evening.

For some years the outing has been arranged to end at Buffalo and the excursion has always proved exceedingly popular. Buffalo seems to have attractions all its own for it was unanimously agreed on as the objective point for this year's outing. The date, too, was fixed after some discussion, for Wednesday, July 15th. An attempt will be made to have that date kept free from other large excursions which put a damper on the success of the outing as far as numbers are concerned.

In regard to the question of route there was some difference of opinion. Two or three different routes have been taken so far and the majority was in favor of choosing a new one. Ultimately it was decided to go by boat to Queenston, thence by International Railway on the Canadian side to the Falls, across to the American side and on to Buffalo. Returning, the party will leave Buffalo at 5.30, will be carried on a route through the main streets of the city and back to Queenston in time to catch the late boat.

"Dick" VanLoan always has to get his little joke in somewhere, and he objected to this arrangement as providing for saying too early a good-bye to Buffalo. "There are lots of things to do over there," he said, "and it's hard to

feeling pre-
off consider-

... 0 17 0 18
remains quiet
change in

... 0 14 0 14
... 0 13 0 13
... 0 14 0 14

and for new
good deal of
matters are

... 0 12 0 13
... 0 12 0 13
... 2 00 2 23
... 0 8 0 10
... 1 25 1 50

y fowl is
falling back
keys are as
hen's teeth.

... 0 10 0 12
... 0 15 0 17
... 0 21 0 23

en no quot-
tatter market
of dairy but-
some decline
prices is ex-
produce houses
and for No.
ding to qual-

houses are
per dozen.

BUFFALO.

tion Arrang-
uly 15.

enic was the
at the meet-
Grocers' As-
g.

ng has been
and the ex-
exceedingly
have attrac-
s unanimo-
ve point for
te, too, was
for Wednes-
pt will be
pt free from
put a damp-
ing as far as

ion of route
of opinion-
es have been
rity was in
e. Ultimate-
by boat to
ational Rail-
to the Falls,
e and on to
ty will leave
arried on a
eets of the
in time to

has to get
, and he ob-
as providing
l-bye to Buf-
ings to do
it's hard to

The sale of
CLARK'S MEATS

is absolutely guaranteed in ad-
vance.

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

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

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

WM. CLARK
Manufacturer
MONTREAL

When You Are Asked For

one of the 57 Varieties that you do not carry
in stock, you run the risk of losing a permanent
customer. The housewife knows that

HEINZ
57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

are carried by all first class grocers and she will
have them. Absolutely pure, clean-made and
of the highest quality, Heinz products make
firm friends, wherever sold.

Merchants are authorized to refund purchase
price if they ever fail to please.

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

H. J. HEINZ. COMPANY,

New York Pittsburg Chicago London

BETRU BRANDS QUALITY BRANDS

REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

By Royal Warrant To H. M. King
Purveyors Edward VII

There is only one

BOVRIL

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

Supplies can be obtained from—

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

and from all wholesale houses
throughout Canada

pull away at that time." Ben Panter and ex-President Snow were somewhat of the same opinion, and veiled references were made to the race tracks, but in the end the majority ruled and the moral and physical welfare of the excursionists will be assured by an early departure.

Two or three details of other Association business were run through, though nothing of any moment occurred and the meeting adjourned at an unusually early hour.

DEATH OF H. W. BARKER.

Halifax Manager for National Drug Co., Passed away last week.

The death occurred very suddenly on Wednesday, April 15, of Henry W. Barker, manager of the National Drug and Chemical Co's branch in Halifax, N.S. Mr. Barker had been connected with the wholesale drug business in Halifax practically all his life and was one of the leading citizens. He is survived by two sons and one daughter. The elder son, Louis W. is city traveller for the National Drug and Chemical Co. The funeral which was held on Friday April 17th. was very largely attended.



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.

Fussell's

GREEN BUTTERFLY BRAND

Fresh Cow's Milk

IN STERILIZED TINS

Recently Analysed, gave - - - **3.71%** Cream.

A DUTCH Milk shewed - - 2.3% "

A GERMAN Milk produced - 2.6% "

The Recognised MINIMUM is - 3% "

Insist, therefore, on Fussell's Norwegian Milk.

Pint Tins and "Traveller's" size (one-man rations).

Keep your Labels to get a Gold Watch Free

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

Prices and Particulars of the Agents

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

CANADA: **No better Country** **MOTT'S: No better Chocolate**

It is the always reliable and unchanging purity of

Mott's

"Diamond" and "Elite"

brands of

Chocolate

that have made them the most popular lines with housekeepers and the grocer's best lines—
You can buy them from any grocery jobber in Canada.

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

SELLING AGENTS:

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

At My Expense

I want to send you the closest mill prices on

B U D A

"The Flour of Quality"

This flour is a high-grade Hungarian Patent, milled and blended from the highest grade Eastern and Western wheat by millers whose experience covers half a century. It is rapidly superseding other brands wherever introduced.

Write or wire me to-day for carlot prices.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Flour is Firmer with Good Local Demand—Export Business Quiet in Consequence of High Prices—Cereals Easier.

The prices of flour remain steady with even a tendency toward greater firmness this week. Local demand is good and millers are being kept fairly steady, but with prices on their present basis there is practically no export demand. Millers say they expect to export little of the flour made from the new crop wheat to Europe. Continental countries of late have been importing wheat from the Argentine at the rate of four to six million bushels a week. This means that the flour can be manufactured in England or on the continent at perhaps 50 to 75 cents a barrel less than if the flour were brought into the country from Canada already ground.

An easier feeling in rolled oats is evident as a consequence of price-cutting by a few millers. This was done merely as a temporary means of business getting and was scarcely justified by market conditions. Demand for cereals from local points continues good and a fair amount of business is passing.

MONTREAL

FLOUR—Local millers report a very satisfactory call locally for various grades of flour, at prices which are not changed. Export demand, however, is not at all good, owing to the high wheat prices which rule.

Winter wheat patents.....	5 50
Straight rollers.....	4 79 4 89
Extra.....	4 60 4 10
Royal Household.....	6 10
Glenora.....	5 60
Manitoba spring wheat patents.....	6 10
" strong bakers.....	5 50
Five Roses.....	6 10
Harvest Queen.....	5 50

ROLLED OATS—Rolled oats is about unchanged, though there are some indications of an easier feeling. Business is fair.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated.....	3 20
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 70
Rolled oats, 90-lb. bags.....	3 00
" 80-lb. bags.....	2 75 2 80
" bbls.....	5 85 6 10

FEED—Manitoba shorts and mouillie are quoted at prices which are slightly firmer, but otherwise the situation is unchanged.

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

TORONTO

FLOUR—The market is strong and advancing and while prices have not advanced as yet there seems probability of a higher basis shortly. Millers report supplies of wheat free and local demand is brisk enough to keep most of them busy. Practically no export business is being done, the market being scarcely on an export basis at present prices.

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

CEREALS—A decline of 50 cents a barrel in rolled oats is the feature of the week in the cereal markets. This was not warranted by market conditions, but was a result of price-cutting on the part of the millers. The decline can scarcely be permanent. Demand continues fairly good from local merchants.

Rolled wheat in barrels, 100 lbs.....	3 05
" in bags, per bag 90 lbs.....	3 25 3 30
Oatmeal, standard and granulated, in bags 98 lbs.....	3 15

INCREASE THEIR CAPITAL

Supplementary letters patent have been granted by the Dominion Government to the Ogilvie Flour Mills Company, Montreal allowing them to increase their capital from \$3,250,000 to \$4,500,000, and permitting the extension of the undertaking to embrace such additional powers as transportation by water, as required by the business and the conducting of the business of warehousemen for their own purposes.

VERY WORTHILY "ORGANIZED."

British Columbia Grocers Have Admirable Local Associations and Are Planning Provincial Body.

A story of progress along right lines is always welcomed. We are very pleased indeed to give space to the following letter from the secretary of the Retail Grocers' Association of Vancouver, B.C. The grocers of Vancouver have displayed commendable enterprise and are working along lines the Grocer has been advocating for some years. In the thoroughness of their organization and the possibilities thereby gained for effective work, they are laps ahead of their brethren in the trade in the east.

The letter reads as follows:
"Editor Canadian Grocer:
"In an article that appeared in the Grocer on March 27, you use the heading 'B.C. Retailers Organizing.' This heading appearing in the Grocer would naturally leave an impression in the mind of the reader that the grocers of B.C., and particularly of Vancouver, were as yet unorganized and to use a modern expression, not up-to-date, which impression would be decidedly wrong as regards Victoria, Vancouver and New Westminster.

"In Victoria, the Retail Grocers' Exchange is one of the strongest in Canada. New Westminster has also a strong organization. In Vancouver the Retail Grocers' Association was organized without any outside assistance last August, and has now a membership of 110 with the following officers: President, W. J. Andrews; vice-president, L. McTaggart; secretary-treasurer, T. J. Hunter; directors, W. Clark, H. O. Lee, J. F. Foran, G. Hobson, F. Wright; active secretary, W. J. C. Hunter.

"This association has offices in a central location and employs an active secretary who devotes his entire time to association work. Its credit system is unequalled, inasmuch as this association not only conducts a collection

Mooney's Perfection Cream Sodas

are the most saleable because they are the most liked. They possess that delicious, inimitable crispness which never fails to capture the entire approval and rouse the enthusiasm of the housewife who is proud of her table. You can prove this to your absolute satisfaction by sending in a trial order to-day.



The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



GOX'S GELATINE

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

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

MENTAL MENU

RICH AND RARE

A bill of fare that will assuredly appeal to the tastes of all will be found in the May number of

THE BUSY MAN'S MAGAZINE

which provides the following bright, entertaining and enticing repast with appropriate illustrations.

LIFE STORIES.

Racy narratives telling of enterprising Canadians who are doing things and how—men who have or are forging their way to the front.

BUSINESS AND INDUSTRY.

Principle of Profit Sharing in Business. Youth should be Taught the Habit of Saving.

Where Beauty Spots Flourish. Value of Time is the Thing that Counts. Canadian Banking System the Best in the World.

The Keen Competition in Business.

SCIENCE AND INVENTION.

The Adoption of Automobiles in Business.

The World's Greatest Plow Manufacturer.

Several Improvements in Office Devices.

POLITICAL AND COMMERCIAL AFFAIRS.

A Merchant Prince in the Canadian Metropolis.

How Who Fall are Given Another Chance.

Who Stole the Organizer's Handbag?

The Young Man and his Problem.

TRAVEL AND DESCRIPTION.

The First Steam-Heated Building in Rome.

Canadians Should Indulge in More Boating.

Wealth and Power of India's Native Princes.

English, as She is Recognized Elsewhere.

ARTICLES FOR THE WORKERS.

Some Deductions on the Average Man. What Financial Prosperity Costs.

Strive to Cultivate the Habit of Goodwill.

A Police Force that is a Credit to Canada.

A Greater Sense of our Responsibility.

ENTERTAINING SHORT STORIES.

A Man of No Imagination.

The Windfall of the Governess.

The Story of a Shattered Affinity.

How Silver Bullet Brought Death to Mad Wolf.

MISCELLANEOUS.

Things Worth Crying About.

Common House Fly Disseminates Disease.

Contents of May Magazines.

The Busy Man's Bookshelf.

Selections of Latest Humor.

Ask for Busy Man's, "the Book with the Red Cover," at all news-stands.

20 CENTS A COPY. \$2.00 A YEAR

The Busy Man's Magazine

10 Front Street East,

TORONTO, ONT.

department and issues a delinquent list to its members, but goes further in this work, adopting a uniform method of rating all customers, each member of the association supplying a full and complete list of his customers rated as per the association's standard. Their lists were compiled in proper shape by the secretary and it is estimated that fully 80 per cent. of the consumers of groceries in this city are now rated 'a la Bradstreet,' which simplifies a grocer's dealings with the public, as he is not only warned against a deadbeat or a slow pay, but he is able to obtain reliable information regarding anyone who may ask him for credit. Special reports are made on parties residing less than six months in the city. This department is open to anyone in the retail business in this city at a nominal fee monthly and is filling a long felt want, judging by the long list of applications now on file.

"Uniform prices prevail throughout the city in the grocery line as a result of association work. Many other benefits have been derived from the same source. Steps are now being taken towards the formation of a provincial association. Hence the exception to the word 'organizing.' Let it read hereafter in speaking of the grocers of B.C., 'organized.'

Yours very truly,

W. J. C. HUNTER,
Secy. V. R. G. Assn.

The Duck Lake Milling Co., capitalized at \$25,000, is being organized to build a flour mill and elevator at Duck Lake.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

48 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE
& COCOA



Registered U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

MONTREAL

They
Can't
Use
This
Signature.



W. K. KELLOGG

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

SALES AGENTS:

Branches, Carman, Escott & Co., 141 Ban-
natyne St., Winnipeg, Man.
Shallcross, McCaulay & Co., Vancouver and
Victoria, B.C.



"It's All in the Shreds"

THE GROCER

WHO MIXES BRAINS

WITH HIS BUSINESS

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

Shredded Wheat Biscuit and Triscuit

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

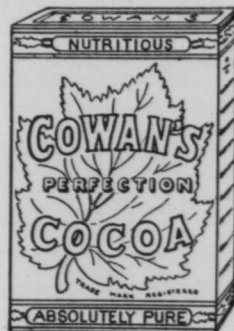
A Good Profit for You, and a Satisfied Customer
—What More Can You Ask?

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

In a Class by Itself
Above All Others Stands
COWAN'S
Cocoa and Chocolate

Absolutely Pure—
Unbeatably Delicious.
The healthiest, most
invigorating Cocoa and
Chocolate on any mar-
ket.



The Cowan Co., Ltd.



Bakers and Confectioners

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

Write call or telephone us for anything
you need.

The Canadian Cocoanut Co. 107 Lagachetiere
Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY. TORONTO—Roelofson & Roelofson

MACE'S

Original Ice Cream Powder

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

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.

746 Notre Dame St., West, - MONTREAL

A PANTRY-SHELF WINDOW

A Suggestion to Attract the Housewife and to Induce Her to Buy One or Two of the Less Handled Lines.

If there is any one class of passersby that the grocer wishes particularly to interest by means of his window, it is probably the housewife. This, as will be seen at once, is the idea which has been followed in planning the window suggested in the sketch shown herewith.

The primary idea, of course, is to represent a set of pantry shelves. And what woman wouldn't stop to look at pantry shelves, even if they were put in the most out-of-the-way place imaginable. Then, when her attention is secured, it will be easy to make an impression which should lead to sales by an attractive display on the shelves.

The more closely the window is made to represent a pantry for this display the better the effect will be, and for that purpose a background should be put in, not too far back, which might be made of white paper tacked on a light framework to represent the plaster wall. The effect would be heightened and the window's attracting power stronger also if the sides were also covered to represent the end walls of the room. These, and the background, too, might be covered with wallpaper of a light pattern as a good suggestion of a bright pantry.

The shelves may be fixed in several ways, either fastened by brackets to the rear wall, or tacked to the side walls, or in a pinch, they might be even hung from the ceiling. The principal thing is to give the idea of shelves. They may be made of light packing case stuff, but should be carefully covered with clean paper just as our mother's pantry shelves were covered at home. It would add to the effect if colored paper were used and the edges pinked or fringed. This is one of the points where daintiness in arrangement will count a good deal.

Every grocer will know best what to put on the shelves to suit the people in his own locality. Whatever is used, however, should be bright, fresh goods, free from flyspecks and the different articles should be arranged daintily. Don't try either to put too many things in the window. A few good suggestions are better than a lot of distracting ones.

One peculiar feature about this idea—and peculiar features quite often count for a good deal—is that there are no goods in the window proper. If the floor of the window is of polished wood so much the better, but if the bare floor is not attractive a square of kitchen carpet or a strip of oilcloth laid in will help the general idea.

And then there's the sign which gives the idea of buying. The one in the sketch is given as a suggestion, but variations may, of course, be made from this. In any case, the sign ought to be an attractive one, and big enough to be easily read a few feet away.

The ideas given here may be varied in different ways, which will suggest themselves to any window dresser who cares to think about it.

WATCH INSIDE DISPLAY.

It is important to have attractive window displays, but it is also well to remember that there is opportunity in plenty for the employment of taste, cleverness and artistic and business ability upon an inside store display.

A display to attract attention must possess sufficient originality to at once arrest the eye with a happy color arrangement or a scheme so harmonious and beautiful as to be truly artistic.

It pays to give proper attention to interior displays. Such displays lighten

He who is wise gets up an inside display to accentuate the window display, and makes the two work hand in hand.—Retail Grocers' Advocate.

TRADE NOTES.

Andre Jacques, general merchant, Ste. Marie, Que., is offering to compromise.

Halle de Rigaud, butter and cheese dealer, Rigaud, Que., has been registered.

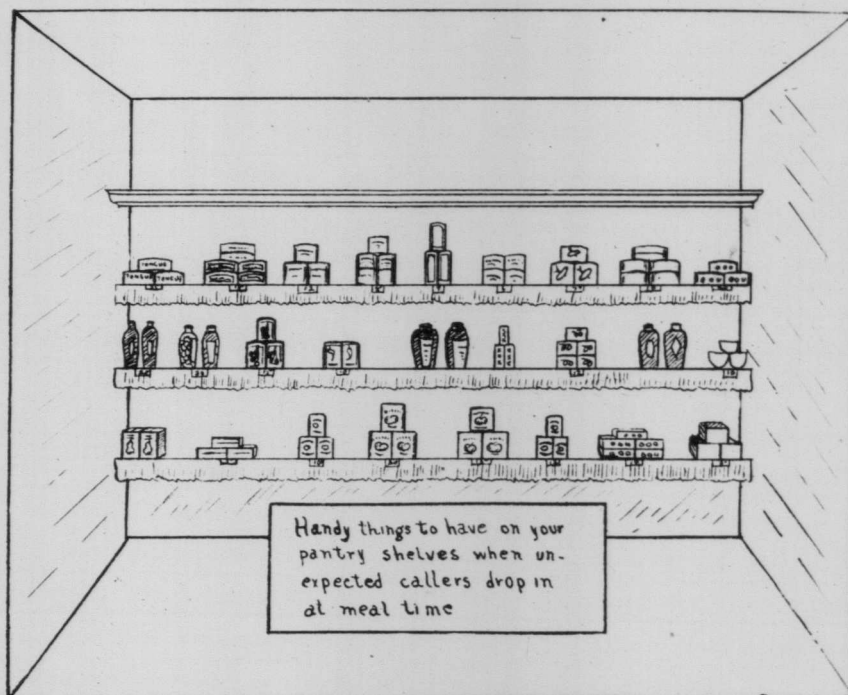
Allaire & Lapierre, general merchants, Bromptonville, Que., have been registered.

A curator has been appointed for A. Fortier & Co., general merchants, of Beauceville, Que.

Thomas Owens & Sons, general merchants, Stonfield, Que., have dissolved partnership.

A meeting of the creditors of Alexandre Bernard, grocer, Montreal, was held on April 21st.

A curator has been appointed for the business of J. E. Lauzier, general merchant, Sayabee, Que.



A Grocery Window to Attract the Housewife.

up the store, they soften and subdue the hard business effect and add a charm which alone possess a pecuniary value.

The most cultured people admire a fine interior exhibit. The great mass of people are swayed by it, and the dealer who is wise remembers this.

Just a little thought, just a few ideas, just a little work, and something new and effective meets the visitor's eye.

The man in the store may not see these effects as quickly as do the customers. To outside eyes, fresh with outside impressions, these inside displays appeal much more readily than to inside eyes accustomed day in and day out to inside impressions.

The annual convention of the Canadian Manufacturers' Association will take place in Montreal September 15, 16, 17 and 18th.

L. Morrison, late of Malvern, Ont., has opened up a grocery business at the corner of Main Street and Kingston Road, East Toronto.

A pure food fair is being held by the Ladies' Aid Society of St. Matthew's church, Pointe St. Charles, Montreal, this evening. The fair opened yesterday afternoon. Upwards of fifteen displays are on view. Each afternoon and evening the E. W. Gillett Co. give a practical demonstration of Magic Baking Powder.

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY



WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD

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

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

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

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

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

FRUITS, VEGETABLES AND FISH

Business Quieter After Heavy Demand for Easter Week—Oranges Firming up Cheap Southern Fruit.

TOMATOES

The sale for these has been the heaviest in our experience, this is owing to the extra quality and the reasonable price; do not forget to order a case. Pineapples are going out in good shape, in fact all Fruits are in good demand. Let us have your orders for Oranges, Lemons, Strawberries, Asparagus, Cabbage, Radish, Beets, Carrots, etc. Expect our first car North Carolina Strawberries to arrive Friday.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Look Here!

Some Interesting Prices

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

Send us your order.

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

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

Business fell off to an appreciable extent in the wholesale markets this week as is usual after large holiday business. This was felt particularly in fruit and fish lines, but the quietness is not expected to continue.

The feature of green fruits is the stiffening of the orange market. Prices at the coast are higher this week and it is having an effect on local quotations. Bananas are coming in very satisfactorily and prices are slightly easier. Demand for imported fresh fruits is quite active.

Advices from the South point to the probability that fruit of all kinds will be considerably cheaper during the coming season. Crop prospects are said to be bright and the unsatisfactory financial conditions prevailing there will curtail demand to some extent.

Garden truck imported from the South continues active and supplies are coming in freely. The business in these lines has developed materially during the last few years.

The fish markets are quieter than last week, but the arrival of several new lines is expected to liven matters somewhat. Several lines are easier this week as a result of the quieter markets.

MONTREAL.

GREEN FRUITS—Satisfactory business is being done in most lines of green fruits. Bananas are slightly easier this week. Cocoanuts are extremely scarce and advanced 50c. Demand for the line is not very brisk, however. Valencia oranges have jumped slightly also. Cranberries are firm, finest stock being in small supply. Frozen grades are obtainable at a low price. Strawberries are coming in freely from Florida and nice stock is procurable at 36c a quart. Apples are firm and demand for them not up to much.

Bananas, fine stalk.....	1 00	2 25
Cocoanuts, new, per bag.....	4 50	
Lemons.....	2 00	2 50
Navel oranges.....	2 75	3 25
Florida oranges, box.....	3 50	
Mexi-an oranges.....	2 35	
Porto Rico oranges, box.....	2 50	
Jamai-a oranges, bbl.....	4 00	4 00
Valencia oranges.....	4 00	5 00
Pineapples, case.....	3 25	
Almeria Grapes, keg.....	4 00	5 50
Cape Cod cranberries, bbl.....	11 00	14 00
Cape Cod cranberries, frozen, bbb.....	4 00	5 00
Nova Scotia cranberries, bbl.....	6 00	7 00
Strawberries, qt.....	0 36	
Apples.....	3 00	5 00
Bitter oranges.....	1 25	
California Blood Oranges.....	3 00	4 25

VEGETABLES—Dealers anticipate constantly improving conditions from this on. There was quite a spurt in trade for Easter and demand for the various imported lines seems to be keeping up, since prices are easing a trifle owing to increased receipts. Potatoes are firm and in good demand at prices quoted. Other roots are firm also. Several new lines will be noticed in quotations. Onions are firming up. Reds are selling freely, the good ones, there being an active market. Yellows are scarce. A lot of about 100 cases of Egyptian onions arrived last Saturday

and were offered at about \$3.25 per 100 pounds. Quality is said to be not of the very best, however.

Parsley, per doz. bunches.....	0 50	
American parsley, large bunches, doz.....	1 00	
Sage, per doz.....	0 80	
Savory, per doz.....	0 60	
Cabbage, bbl.....	2 00	2 40
Turnips, bag.....	0 75	0 95
Celery, doz.....	0 25	1 00
California celery, crate.....	5 50	
Water cress, large bunches, per doz.....	4 75	
Spinach, bbl.....	2 75	3 00
Green peppers, crate.....	3 50	
Boston hot house cucumbers, doz.....	2 00	
California asparagus, bunch.....	0 60	0 75
Potatoes, per bag.....	1 05	1 10
Sweet Potatoes, basket.....	1 05	1 25
Beets bag.....	0 75	1 00
Carrots, bag.....	0 60	0 75
Tomatoes, Florida, crate.....	3 50	4 00
Tomatoes, hot house, per lb.....	0 38	
Spanish onions, small crates.....	0 70	1 00
" " large crates.....	0 93	
Canadian onions, lb.....	0 13	
Boston lettuce, hot house, per doz.....	0 85	1 10
Radishes, doz.....	0 60	
Bermuda parsley, crate.....	3 00	
Mushrooms, per lb.....	0 15	
Horse radish, per lb.....	0 12	
Beans, green, basket.....	6 25	6 50
Egg plant, doz.....	6 25	6 50
California cauliflowers, per crate of 16.....	2 50	
New cabbage, crate.....	3 15	
Florida Celery crate.....	2 75	3 00

FISH—Several price changes will be noticed in the fish market this week. Haddock, halibut, pike and whitefish are among the cheaper lines. Many new varieties are quoted also, including flounders, bluefish, striped bass or bar fish, and shad. There has been a falling off in the demand since Lent has finished and dealers have got down to the "one fish day a week" basis again. Haddock is reported scarce, though quite a lot has been brought into Montreal lately, 100,000 lbs. at least, having been shipped to Montreal last week. Haddies are being brought up from the coast later than ever this year. The fish market is in a healthy state at present, frozen lines being almost entirely cleaned up, leaving bare boards for the fresh lines arriving in constantly increasing quantity.

Fresh and Frozen Fish.

Haddock, per lb.....	0 08	
Fresh halibut.....	0 08	
Mackerel, ".....	0 08	
Dore, ".....	0 07	0 08
Pike, lb.....	0 04	0 08
Whitefish, lb.....	0 05	0 08
Flounders lb.....	0 08	
Bluefish lb.....	0 15	
Shad, each.....	0 40	
Stripe Bass, lb.....	0 12	
B. C. salmon, lb.....	0 09	
Qualla salmon, lb.....	0 07	
Smoked and salted—		
Haddies, per lb.....	0 07	
Kipp-red Herring, 50 in box.....	1 10	
Yarmouth Bloaters, per box.....	1 10	
Prepared and dried—		
Shredded cod, box of 2 dozen cartons.....	1 00	
Skinless cod, 100 lb. cases.....	5 25	
Boneless cod, 20 lb. boxes.....	0 00	
Boneless fish, 20-lb. boxes, blocks.....	0 05	
Boneless fish, 25-lb., boxes, per lb.....	0 04	
Oysters and Lobsters—		
Malpeques, bbl.....	6 00	
Standards, bulk, per imp. gal.....	1 10	
Standards, quart tins, sealed.....	0 40	
Selects, bulk, gal.....	1 20	
Paper pails, 10 $\frac{1}{2}$ pint size.....	1 20	
" " 100, quart size.....	1 50	
Pickled fish—		
No. 1 Labrador herring, per half bbl.....	3 00	
No. 1 Mackerel, 20-lb. kits.....	1 75	
Green cod, large lb.....	0 05	
Green cod, " 1 lb.....	0 05	
Labrador Salmon, 1-bbls.....	8 50	

TORONTO.

GREEN FRUITS—Dealers report a brisk business during Easter week but conditions are naturally somewhat quieter this week. The cold weather has been to some extent responsible for this, as well as the usual after-holiday

quicker. Oranges are a little stiffer in price this week, as a result of shorter supplies, the advance working out at about 15 cents. Pineapples are a little easier and a good business in these is being done with the warmer weather.

Various lines are opening this year, usually two weeks earlier than a year ago, and prospects seem bright for a remarkably good season's trade.

Oranges, Navel, new	3 00	3 50
Valencias	3 90	4 50
Bahamas	1 75	2 00
Oranges, Ill. cal.	3 25	
Lemons, California, 210, 300, 360, 420	3 00	3 25
Messinas, new crop	2 50	2 75
Grapefruit, 54's 80's, 96's	5 50	00
Apples, No. 1 winter fruit	2 50	3 50
No. 2	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, Jumbo bunches	2 00	2 25
Cranberries, per bbl.	9 00	10 50
Almonds, grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	4 50	4 75
Strawberries, qts	0 20	0 25
Rhubarb, per doz.	1 25	1 36

VEGETABLES—The demand for imported truck continues quite brisk with good supplies arriving. Potatoes have stiffened again after last week's decline and are now quoted at the old prices. Southern tomatoes are arriving in quantity of excellent quality. Egyptian onions are on the market for the first time, taking the place of the Canadian stock, which was becoming rather scarce, and will be arriving in quantity for the next few months. Bermuda onions, also the first of the season, have just come in. New Bermuda potatoes are quoted at \$9.50 per bbl., or \$3.25 per bushel.

New Brunswick Delaware, per bag	1 09	1 05
Potatoes, Canadian, per bag	0 85	1 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 25	2 40
per bag	1 45	1 50
green per doz.	0 20	
Cabbages, per bbl.	1 25	1 57
Carrots, Canadian, per bag	0 60	0 70
Carrots, new per doz. bunches	0 82	
Turnips, per bag	0 47	0 45
Parsnips, per bag	0 75	0 80
Parsley, per doz.	0 70	
Celery, Florida, per crate	2 75	
Celery, Canadian, per doz.	0 35	0 40
Lettuce, imported	1 25	
Cucumbers, imported, per doz.	1 25	
Tomatoes, imported, per crate	3 51	
Mushrooms, per lb.	0 65	
Raspberries, per doz.	0 70	
Spinach, per hamper	0 90	
Asparagus, per bunch	0 60	0 65

FISH—Business has fallen off to a very appreciable extent this week, as an immediate reflection of the end of the Lenten season. Several new lines are on the market, such as fresh halibut, new ciscoes, and fresh trout. Demand for these lines is good. Finnan haddock still remains firm. Oysters in the shell have eased somewhat during the week in consequence of a desire on the part of dealers to be free of this line. Several lines which have been quoted during the winter are now off the market.

Perch, large, per lb.	0 07	0 08
Blue whiting, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 12	
White fish, winter caught, per lb.	0 08	0 09
Haddock, frozen, per lb.	0 06	0 07
Herring, per lb.	1 00	1 10
Herring, Labrador, per box	3 00	5 25
per kippered, per box	1 00	1 25
per Digby, per bundle	0 85	
Herring, medium, per lb.	0 07	0 08
Bass, Jumbo, per lb.	0 10	
Bass, Columbia salmon, per lb.	0 12	
Quill, per lb.	0 09	
Trout, fresh, per lb.	0 12	0 13
per basket	1 00	
Lobster, herring, fresh, per 1/0	2 40	
Haddock, fresh caught	0 10	
Shrimp, per doz.	0 20	0 30
per doz.	0 20	0 35
per small white, per lb.	0 07	0 07
per mediums, each	0 12	
per large	0 25	
per saddle, per lb.	0 10	
per lb.	0 04	
per New Brunswick, per box	1 10	
Oysters, per gal.	1 85	
per shell, per 100	1 25	

November Cut Lemons

"HOME GUARD BRAND"

The finest coming to the market are now due, can quote either f.o.b. Toronto or Montreal.

Write for Prices

WHITE & CO., Limited

Phone M. 6565 Toronto

Spring Shipments "ST. NICHOLAS"

Nov. Cut Lemons

Now in Transit

Watch for them.—Best Ever.

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

FRESH ARRIVALS . . .

Extra Fancy "Golden Orange" Brand

Washington Navel Oranges
Fancy Sweet Sonora Oranges

EXTRA FANCY

California and Messina Lemons
Florida Celery
Early Vegetables and
Ripe Bananas

HUGH WALKER & SON

GUELPH, ONT.

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

NEW BRUNSWICK TRADE NEWS

Grocers interested in Municipal Elections—Increase in Winter Port Business—
Merchants' Week Planned for Moncton.

Special Correspondence to The Canadian Grocer.

St. John, N.B., April 20.

Considerable interest is manifested in the civic elections, which take place tomorrow. Among the candidates nominated are a number of grocers and men closely connected with the grocery trade. Thomas H. Bullock, manager of the Imperial Oil Co., and for the past few years representing Queen's ward as alderman, is opposing Mayor Sears for the chief magistrate's chair. Charles A. Clarke, the Sydney street grocer, is seeking a place on the board as alderman-at-large. Alderman John W. Vanwart, the Charlotte street grocer and meat dealer, who was returned last year for Duke's ward without opposition, has an opponent this year in the person of Frank W. Potts. R. R. Patchell, grocer, of Stanley street, is contesting Victoria ward against Ald. H. H. Pickett. Five of the present aldermanic board have been returned without opposition.

The opening of navigation on the St. John river is looked for almost any day now. North-end merchants have some very large shipments of seeds, fertilizers and provisions to send to various points as soon as the river steamers can get away. At present the ice is firm, but the mild weather is weakening it all the time.

Burglars entered the grocery and provision store of Ira B. Kierstead, of Marsh Road, recently, but secured only about a dollar from the cash drawer. The thieves evidently tried to get the safe open, but were unsuccessful.

The exports from this port via the winter steamers show a big increase over last year. Ninety-one steamers up to date have taken away cargoes valu-

ed at \$19,233,378, as compared with \$14,298,479 for the same number last year, showing an increase of \$4,334,899.

According to a statement made by the United States consul, the exports to the United States from this port for the quarter ending March 31, 1908, shows a falling off from the same period last year of \$337,200.24.

The steamer Sobo, which arrived here April 12 from the West Indies, brought 1,000 casks of molasses for local dealers.

The recent advances in the price of sugars is one of the most interesting features of the grocery trade in this section. Most of the dealers had stocked up fairly well and they are now reaping the benefit of their foresight. The highest price at which sugar sold in this period was \$6.10, which was the wholesale price in January, 1905, while the lowest figure was \$3.95, which ruled from June to October, 1902. The advance in molasses is in consequence of the high prices of sugar and the indications are that the price will go still higher. Fancy Barbadoes molasses is quoted now at 32c, which is an advance of 3c a gallon since the first new stock came in, 1902, \$4.10; 1903, \$4.35; 1904, \$5.15; 1905, \$5.10; 1906, \$4.50; 1907, \$4.70; present price, \$5.25.

The confectionery manufacturers in this section have all advanced the price of the cheaper grades of confectionery half a cent a pound.

The Sussex and Studholme Agricultural Society are applying to the Provincial Government for a grant of \$2,500 for the holding of an exhibition in Sussex during the coming fall.

James Collins, the Union street grocer, has made extensive improvements in his premises. New shelving, metal ceiling and walls and new electric fixtures have been installed and the store has been enlarged by the removal of a partition half way back, so that the store is now about double its former size. W. W. McElwaine, formerly in business for himself on Sydney street, has entered Mr. Collins' employ.

It is proposed to hold a merchants' week in Moncton during the summer,

probably in July or August. The Board of Trade have the arrangements in hand.

There has been quite a slump in the price of potatoes in Carleton county. They are quoted now at \$1.15 a barrel.

In the feed line, middlings has advanced \$1.10 a ton during the past week. Otherwise there has been practically no change in prices from last report.

YOUNG NOVA SCOTIAN GROCER.

Frank Loughrey Opens New Business at Amherst with Bright Prospects.

The thriving town of Amherst, N.S., is known all over Canada as a commercial centre, and this fact was the principal reason why Frank Loughrey, of London, Ont., decided to locate there, and embark in the grocery business.

Born on April 4th, 1878, at London, Ont., where his father and his brother-in-law, Alf. Johnson, still conduct grocery businesses, Frank may be said to have grown up in the trade. Mr. Lough-



FRANK LOUGHREY.

A New Grocer, of Amherst, N.S.

rey launched his business on the 9th of April, with a full line of groceries, fruit, confectionery, tobacco and cigars, and already his store seems to have taken a hold.

The store, which has been named "Olympia," and is situated on Church street, is a three-storey, brick and cement structure, is thoroughly fire-proof, and compares well with any in the Maritime Provinces. The whole establishment, fittings and stock, are a credit to the town of Amherst, and, no doubt, Mr. Loughrey will meet with the success he deserves.

A note from Amherst this week says: "Frank takes a great interest in The Canadian Grocer, especially the pictures and reading regarding the window display, in fact he has his window trimmed at the present time after a scheme suggested in The Grocer."

Major John Sloan, of John Sloan & Co., wholesale grocers, Toronto, returned to the city on Monday after a week's outing at Preston and vicinity.

Maple Sugar

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

Write me.

P. J. GIRARD

RICHMOND, - QUE.

Fancy Florida Tomatoes

\$3.00 per crate

THE DAWSON COMMISSION CO., TORONTO

VANCOUVER CORRESPONDENCE

April 18.—J. W. Stewart, of Welch & Stewart, who have the contract for the construction of the G. T. P. east from Prince Rupert, was in the city the other day on his way to the north, and stated that not a single article will have to be ordered in the East, either for the commissariat of the camps, as the prices quoted by local dealers are quite as favorable as those given by Eastern merchants. Commenting on this, a local business man remarked that conditions had already improved, and when construction was rapidly under way, there should be considerable activity. If the company faithfully carried out its contract this year would be a fine one for Vancouver merchants.

Oscar Brown, of Oscar Brown & Co., the wholesale fruit dealers, returned on recently from a three months' trip to Mexico. He is interested with people of Victoria in an enterprise in Mexico. They will cultivate a large area, and after the construction of a railway about nine miles in length to afford transportation, will land their own coconuts, pineapples and bananas on this market, as well as in other Pacific Coast cities. They will have control of about 400,000 acres, though part of this tract will be sublet for the growing of cotton and corn. At present, pineapples are

brought in large quantities from Hawaii, and it is claimed that the Mexican fruit has no superior. The starting of a service between British Columbia and Mexico has rendered an enterprise like this feasible.

Perhaps one of the most important features will be the growing of onions. At this time of year, the whole of the union supply comes from Australia, and each steamer brings in many crates. Onions will be grown in Mexico to be available here in the late winter and early spring, and the quality will be up to the best.

The first cucumbers are on the market at 25c each, or an average of five cents an inch. At this figure, they are the limit of luxuries, still quite a trade is done in them. In Seattle, they have Florida tomatoes, and the first strawberries, the latter retailing at 40c per box, but none have yet reached here. All that can be got are sold there, and as there is no surplus, Vancouver has to wait until they are more plentiful. The usual green stuff from California is now arriving in greater quantities than ever, and of fine quality.

During the past week or two there have been several victims of ptomaine poisoning in Victoria, supposedly from eating canned tomatoes. Some of these were prominent people.

and prompt medical assistance prevented serious results. All have now recovered. The tomatoes in cans seem to be more disposed to carry ptomaine than other canned goods, although they have not an exclusive privilege in that respect.

Niagara vineyards, grapes from which reach even this out of the way portion of Canada, may soon have a rival in British Columbia. Thomas Earl grows some very fine grapes at Lytton, and now they are being cultivated in the neighborhood of Grand Forks. Since fruit growing is being practiced on a large scale, and orchards are being laid, owners of ranches are also turning their attention to the growing of grapes, and in a few years this industry should be a large one. The interior dry belts are just the place for the best varieties, and even semi-tropical fruits may be grown in greater profusion.

Distinctive labels are being prepared for Kootenay fruit, and these two words will be printed in prominent letters and colors at the top of the label for the information of purchasers.

Agents in British Columbia of Fry & Co., the cocoa and chocolate manufacturers, of the Old Country, were in the city from Victoria last week taking orders for next Christmas stock. They found trade good.




"Brunswick Brand"

We have now new Pack of
Clams and Scallops

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

**Herring Tomato Sauce
Kipperd Herring
Finnan Haddles and
Sardines**



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

The unequalled richness and appetizing flavor of Norwegian Sardines has made them highly popular in Canada.

The leading brand and recognized standard of Norwegian Sardines is

"King Oscar" Sardines

There will be a big demand for sardines and canned fish this summer. See that you have "King Oscar" brand on sale.

Ask your jobber for them.

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

MEN WHO SELL THINGS

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

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

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

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

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

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

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

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

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

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

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

MEN WHO SELL THINGS

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

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

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

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

Classified Advertising

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

Conjunctions count as one word, but five figures (as \$100) are allowed as one word.

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
" " " " 1 year.....	17 00
" " " " 6 months....	10 00
" " " " 1 year.....	10 00

BUSINESS CHANCES.

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

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

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

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

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

THE chance of your lifetime to get a first-class going business in the garden of southern Alberta, on the railroad. Clean stock, large turn over, store dwelling above, warehouse on track. Amount of cash required five to ten thousand dollars to get in. Only those who mean business and have the money need apply to this advertisement. L. T. Mewburn & Co., Ltd. Wholesale Grocers, Calgary. (17)

WANTED.

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

SITUATIONS WANTED.

WANTED—Man with 25 years experience in general store business is open for engagement as store manager. Good references furnished. Apply to N. G. Gervais, Lake St. John, Que. (18)

WHOLESALE grocery, manufacturing department, pickles or preserves.—Position wanted as foreman or up to date practical man, pickles, catsup, preserves, carbonated beverages, extracts, baking powder, raising flours, powdered sugar, cleaned currant syrups, sauces and many other food products, also blueing, ammonia, &c. Thoroughly experienced in everything relating to above lines. Testimonials as to character and ability. Apply, Practical, CANADIAN GROCER.

MISCELLANEOUS.

ORAGE suitable for out of town manufacturers or grocers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (16)

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

BOOKS FOR THE GROCER.

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

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

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

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

PERIODICALS.

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

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

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

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

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (19)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

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

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

CANNING MACHINERY FOR SALE

2 Sprague Corn Cutters, 1 Conant Corn Cooker (single), 1 Silking Machine, 1 Pea Huller, 1 Pea Grader, 1 Pulping Machine. All of the above machinery is in good working order.

THE SUSSEX PACKING CO., Limited
SUSSEX, N.B. [17]

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

GROCERY SHOW OPENED.

Montreal Exhibition of Groceries Enjoying Great Success

A large crowd attended the opening of the Montreal Exhibition of Groceries in the Arena on Friday evening last. Mayor Payette, of Montreal, officially opened the exhibition, and spoke a few words regarding the value of the fair as an educative factor. Mayor Galbraith, of Westmount, who is known to hundreds of grocers as the head of William Galbraith & Son, was there in an official capacity, while others present included L. A. Rivet and Mr. Robitaille, representing the House of Commons; ex-Mayor Laporte, of Montreal; A. Laniel, president of the Montreal Retail Grocers' Association, and Ald. Lariviere.

The manner in which the numerous exhibits are arranged at the Arena is well worth seeing, even were the food products shown not there at all. There has been an infinite lot of work done to



J. A. BEAUDRY,
Secretary-Manager of the Exhibition of Groceries in Montreal.

make the showroom attractive in order to enhance the value of the actual displays, and the promoters of the fair, the Province of Quebec Retail Grocers' Association, aided by the advisory committee, have certainly succeeded in turning out something worthy. All this week there has been excellent attendance.

A more comprehensive account of the exhibition, together with illustrations of a large number of the exhibits, will be given in these columns in next issue.

P. C. Larkin left on Monday night for a visit to the branches of the Salada Tea Co., in Montreal, Boston, New York and Buffalo. Before returning to the city he may also visit the offices in Chicago and Detroit. The American business of the Salada Tea Co. has made enormous progress during the past year.

NOVA SCOTIA GROCERY NEWS

Large Arrivals of Molasses—Lobster Shipments to United States—Bridgetown Grocer Captures Thieves.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., April 18.

Considering all conditions the grocery trade this season has been very good, the most of the dealers reporting business up to the average. Prices are steady, outside of butter. The recent advance in the price of sugar in New York has not yet caused any further rise here. Molasses is soaring upwards and the dealers here refuse to quote prices at present. There is a corner in molasses in Barbadoes, and it is impossible to say when the market will be steady. The receipts here have been very limited, but this week the schooner Frances arrived from Barbados, and landed 600 puncheons, 225 barrels, and 25 half-barrels. The steamer Sobo has quite a cargo to land this week, and several sailing vessels are on the way to this port.

The receipts of eggs fell off very greatly the latter part of this week, and as a result prices held firm at 16c to 17c. The cold weather caused the hens to cease working overtime, and the declining prices to hold steady.

The butter situation remains unchanged, both as regards prices and receipts. Dairy butter is very scarce, the week's receipts, outside of creamery prints, be-

ing limited to a few small tubs of fresh made stock, for which 32c was asked. All the commission men are complaining of the high prices, and the restrictions of business, which is attributed to this cause. It is not likely that these conditions can last much longer. Butter must be obtained somewhere for the next few weeks until the cows get on the grass, when it is hoped that the receipts will increase.

The market was well supplied with choice Easter beef this week, the most of which was raised in Nova Scotia. Very little poultry was offered for sale, it being much more scarce this Easter than usual, particularly as regards turkeys. Some spring chickens were offered for sale, the first ever raised and marketed here for Easter. These birds were raised at Windsor, N.S., and retailed at \$1 each. They weighed only 2½ lbs., but this is considered a good weight.

Fresh fish was rather scarce during the week, the dealers finding difficulty in securing sufficient to supply the demands of their customers. Stormy weather prevented the fishermen from reaching the grounds.

There is a heavy demand from the United States for lobsters, and about one thousand crates per week are being shipped from Nova Scotia ports to Boston.

Bridgetown, N.S., possesses an efficient grocer detective, in the person of C. L. Piggott. Though he only started out last week he has two captures to his credit to date. Mr. Piggott has noticed traces of pilfering in his grocery for some time and he had purposefully left small sums of money in the cash drawer over night to verify his suspicions. After satisfying himself that thieves were at work he determined to watch for them, and about four o'clock one morning last week he caught two local men in the act. When searched, the prisoners had in their possession keys that would unlock nearly every store in town.

Robert McCaughin, aged 72, who was for many years engaged in the grocery business on Lockman street, Halifax, died at his home in Falmouth this week. After retiring from the grocery business he purchased an orchard and farm at Falmouth, and has since resided there. He was a native of Ireland and came to this country half a century ago.

R. W. Oliver, of the Oliver Milling Co., Montreal has been elected to the vacant vice-presidency of the Corn Exchange.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

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

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

HAMILTON, CANADA

GROCERY FACTS

Something About the Goods Handed Over the Counter Every Day.

HISTORY OF RICE.

Considered from the standpoint of its general use as a food, and its almost exclusive use by the people of many parts of the Orient, rice is indeed the staff of life. It is also consumed in great quantities in the countries of northern and eastern Africa, the West Indies, Central America, and the Malay Archipelago, while the people of all other tropical and semi-tropical countries class it among their food necessities. In many sections of India and China, and in Japan and other countries of Asia, where the merits of rice as a food have long been established, the people are so dependent upon it that a failure of the rice crop means great suffering to millions and starvation to many. The failure of the rice crop in the district of Behar, India, in 1873, where 15,000,000 people were dependent upon it for subsistence necessitated the expenditure of £6,000,000 by the British Government for food for the people of the stricken district. The dire consequences of the great shortage in the rice crop in some of the provinces of Japan were brought to the notice of the people of this country in 1906.

Rice was probably an article of food in Asia in pre-historic times. It is known that the Chinese have used it for nearly fifty centuries, and in India, too, its use antedates authentic history. It was introduced into Europe in the fifteenth century, when it was taken to Italy and Spain from northern Africa, where it had been planted by the Mohammedans in their migration from Asia Minor.

In 1647 Governor Berkeley, of Virginia, planted some seed rice received from England, but the experiment was not a success, and it was not until 1694 that rice-growing was really established in this country. In that year the Governor of South Carolina planted some rice given him by the master of a trading vessel which had put into Charleston on a cruise from Madagascar. The seed grew well, and in a few years rice planting on the lowlands of the coast became one of the chief industries of South Carolina. From this state the cultivation was extended to North Carolina and Georgia, and later to Florida, Alabama, Mississippi and Louisiana. The French who settled about New Orleans and the Acadians of south-western Louisiana cultivated rice in a primitive way in the latter half of the eighteenth century, but the methods of growing were so crude that the industry did not become commercially important until after the American civil war.

The conditions resulting from the civil war gave considerable stimulus to the planting of rice as a staple crop in Louisiana along the Mississippi river, and impoverished planters, who had formerly relied on other crops requiring great outlay of capital, began to grow

rice as a means of quick financial relief. For several years the production was small, but it gradually increased. In the decade following 1870 the annual average reached seventy-one million pounds and in 1880 more than fifty-one million pounds of clean rice were marketed. A part of this was produced in the extreme eastern part of the now famous rice belt of southwestern Louisiana.

The milling of rice consists in reducing the rough rice, or paddy, as it is sometimes called, to an edible state by the removal of the outer shell, which is commercially referred to as "hulls," and the inner cuticle, which is known as "bran," and by a finishing process that removes the "polish" from the kernel and gives it a pearly lustre that it may satisfy trade requirements. The finishing brushes remove the most nutritious part of the grain—the flour, or polish—and leave only the hard endosperm, or kernel.

The polished rice is graded according to the perfection of the grain, which depends upon the variety of the rice, the care used in the harvesting and in the threshing, and the efficiency in milling.

TRADE NOTES.

Macdonalds, "The Butter Men," of Montreal, has been registered.

The Crown Cheese and Butter Co., Ltd., Napanee, has obtained a charter. Robt. W. Hollinger, grocer, Toronto, has been succeeded by G. E. Pattison.

Rymal & Son, grocers, New Liskeard, have been succeeded by S. Jewell & Son.

Robinson & Greenwood, grocers, New Liskeard, have been succeeded by S. Greenwood.

The branch store of F. A. Scott & Sons, grocers, Ottawa, is now being carried on by W. H. Scott.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

A perfect article. Sell it. Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Established 1887

JOS. COTE, QUEBEC

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

JOS. COTE, Importer, QUEBEC

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

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

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



**IT IS TIME
TO PREPARE FOR SPRING**



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

WALKER BIN FIXTURES

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

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

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

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



REFRIGERATORS

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

Ever Lie Awake Nights?



trying to scheme out some better and easier way of keeping your accounts—some system that would take less time and cut out the mistakes? You can install the

**Allison
Coupon
System**

and sleep soundly every night

HERE IS HOW THE PLAN WORKS:

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

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free. For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The **EBY-BLAIN CO., Ltd.**
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

**The Perfection Computing
Cheese Cutter**

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

**SIMPLE ACCURATE
ATTRACTIVE**

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

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

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

Do You Know

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

COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

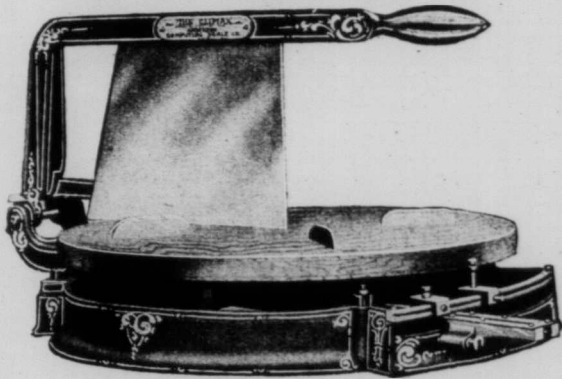
The Merchants' Counter Check Book Co., Ltd.

**TORONTO - MONTREAL
Canada**

Thoroughbred or Mongrel?

There is as much difference in cheese cutters as there is between a thoroughbred and a mongrel pup. It's the mongrel cheese cutter that causes the trouble and makes grocers dissatisfied with cheese cutters in general.

GET A THOROUGHbred.



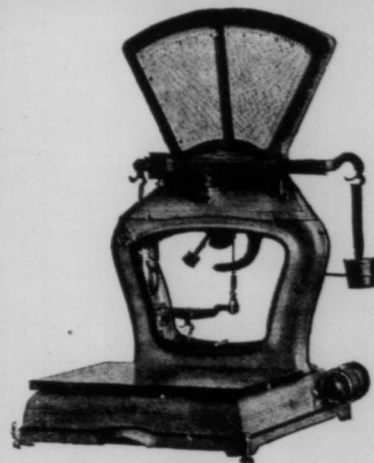
THE CLIMAX

will do just what we claim for it. Cuts pounds or fractional pounds or money value at any price per pound with one stroke of the lever. Hundreds of the best grocers in Canada are using them. Write us for pamphlet containing colored cuts and full information.

HOWARD BROS.

Brantford

CANADIAN AGENTS



NO. 70 MODEL

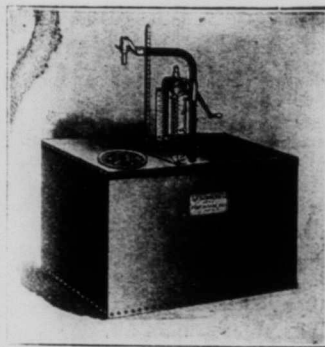
BEFORE
YOU
BUY
A
COMPUTING
SCALE

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

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

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

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



Cut 19—TYPE B.
All Metal Outfit

If you even suspected that you were losing from \$50.00 to \$200.00 a year, wouldn't you try to stop it?

By retailing your oil and gasolene with ordinary tanks, you ARE losing that much or more.

Catalog B. shows you just how you are losing this money and illustrates Oil Tanks that will stop it.

S. F. BOWSER & CO. Limited

66-68 Frazer Ave., Toronto

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

A PROSPEROUS APPEARANCE

calls for good fixtures, counters, show cases, etc. Let me design and make them to your order! My prices and work will certainly suit you. Write or phone to me.

H. HOWELL JAMES
633 Lippincott Street, TORONTO
PHONE COLLEGE 2880

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

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

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

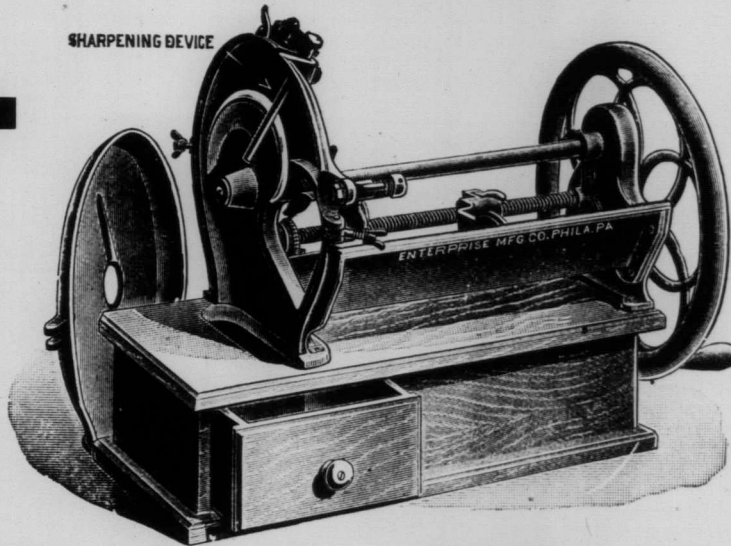
Ridgeway's Collecting Agency

11 St. Sacramento Street, Montreal
Established 1880

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

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
“ENTERPRISE”

SHARPENING DEVICE



The experience of all users proves that the “Enterprise” Rotary Smoked Beef Shaver greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to 1/8 of an inch.

**AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE**

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

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

No. 125, (with 2 blades) - - \$22.50

No. 129, (with 1 blade) - - \$22.50

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
JOBBER

1/2-lb. tins—3 doz. in case

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 24, 1908.

Baking Powder.

Table listing various baking powder brands like Diamond, Imperial, and Magic, with prices per case and per doz.



Table for Magic Baking Powder listing sizes and prices per doz.

Table for Royal Baking Powder listing sizes and prices per doz.

Table for Cleveland's Baking Powder listing sizes and prices per doz.

Table for T. Kinneer & Co. listing various products and prices.

Table for Blue brand products listing items and prices.

Table for Brooms listing various types and prices per doz.

Table for Cereals listing various types and prices per doz.



Table for White Swan Flour listing various types and prices per doz.

Table for White Swan Wheat-Kernels, Flaked Rice, and Flaked Peas.

Table for Chocolates and Cocoas listing various brands and prices.



Table for Cowan's Cocoa listing sizes and prices.

Table for Royal Navy's Cocoa listing sizes and prices.

Table for various chocolates and cocoa products.

Table for Bismidor's Cocoa listing sizes and prices.

Table for John P. Mott & Co.'s products listing items and prices.

Table for Mott's Breakfast Cocoa listing sizes and prices.

Table for Walter Baker & Co. listing various products and prices.

Table for Canadian Coconut Co. listing various products and prices.

Table for White Swan Coconut listing sizes and prices.

Table for Condensed Milk listing various brands like Jersey Cream and Reindeer.



Table for Coffee listing various brands and prices.

Table for various coffee products listing items and prices.

Table for James Turner & Co. listing various products and prices.

Table for Patterson's Coffee listing sizes and prices.



Table for Cafe des Epiceurs listing sizes and prices.

Table for Cafe Aromatic listing sizes and prices.

Table for Thomas Wood & Co. listing various products and prices.

Table for Imperial Cheese listing sizes and prices.



Table for Confections listing various items and prices.

Table for Coupon Books listing sizes and prices.

Table for various books listing items and prices.

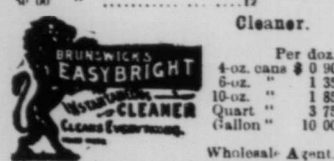


Table for Easybright Cleaner listing sizes and prices.



Table for Jell-O Ice Cream Powder listing sizes and prices.

Table for Infants' Food listing sizes and prices.

Table for Flavoring Extracts listing sizes and prices.

Table for Jams and Jellies listing sizes and prices.



Another Store-keeper Sued for Damages

RISING SUN  **SUN**
SUN  **PASTE**
STOVE POLISH **STOVE POLISH**
IN CAKES **IN TINS**

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts \$15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and **EARLY DELIVERY.**

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

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

THE STA
 YOU WH...
 MAKES...
 CANVAS...
 CLEAN...
 QUICKLY...
 APPL...
 ALSO...
 WHITE...
 WHITEN...
 IF INTO...
 CANA...
 1-lb. glas...
 Price...
 12-lb. gla...
 2-lb. tins...
 5 and 7-l...
 7 and 14...
 30-lb. wa...
 12-lb. sh...
 2-lb. tin...
 7 and 14...
 30-lb. wa...
 Home M...
 1-lb. tin...
 5, 7, 14...

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

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

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

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



OIL PASTE

For ALL kinds of Black Shoes

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

Price per gross

Excellent for old rubbers.

"SUPERB" Patent Leather Paste



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

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

"BOSTON" Waterproof Polish

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

Per gross

"BOSTON JUNIOR"

10c. size, per gross

Also in Russet and Ox Blood

"ELITE" Combination

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

Per gross

"BABY ELITE" Combination

10c. size per gross

"DANDY" Russet Combination

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

Large size, per gross

Star Russet Combination

10c. size per gross

Russet Pastes

Dandy, large per gross

Red Box, medium "

Per doz., 1-4 lb. tins.

Per doz. 1-2 lb. tins.

Elite, Ox Blood and Brown Pastes same sizes and prices



"GILT EDGE"

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

Shines Without Brushing Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



If interested write for CANADIAN PRICES

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET, CAMBRIDGE, MASS., U. S. A.

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

1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
4-lb. tins, 3 doz. in case, per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 07 1/2
7 and 14-lb. wood pails, per lb. 0 07 1/2
30-lb. wood pails, " " 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
4-lb. tins, 3 doz. in case, per lb. 0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate, per lb. 0 07 1/2
30-lb. wood pails, " " 0 07 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 3 doz. in case, per doz. \$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12
Jelly Powders
GENESEE PURE FOOD CO.



Assorted Case, Contains 4 doz., \$3.60
Assorted Case, Contains 2 doz., \$1.80
Lemon (Straight) Contains 2 doz., \$1.50
Orange (Straight) Contains 2 doz., \$1.50
Raspberry (Straight) Contains 2 doz., \$1.50
Strawberry (Straight) Contains 2 doz., \$1.50
Chocolate (Straight) Contains 2 doz., \$1.50
Peach (Straight) Contains 2 doz., \$1.50
Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREG
White Swan, 15 flavors.
1 doz. in handsome
outer carton, per
doz. 90c.



List price (all flavors), per doz. 0 90
Discounts on application.

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 09 1/2
4-bbls. 0 09 1/2
Tubs, 60 lbs. 0 09 1/2
20-lb. Falls, 1 85
20-lb. tins.. 1 85
Cases 3-lb. 0 10 1/2
" 5-lb. 0 10 1/2
" 10-lb. 0 10



Licorice
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper... per lb. 90 40
Fancy boxes (86 or 50 sticks)... per box 1 25
" Ringed " 5-lb. boxes... per lb. 0 40
" Acme " pellets, 5-lb. cans... per can 3 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans... per can 3 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 30 5-lb. cans... 1 50
" Purity " licorice 10 sticks... 1 45
100 sticks... 0 75
Dulce large cent sticks, 100 in box... 1 00

Lye (Concentrated).
GILLETT'S PERFUMED. Per case.
1 case of 4 doz. \$3 50
3 cases of 4 doz. \$3 50
5 cases or more 3 40

Marmalade.
J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins
Orange Jelly Marmalade, 1 and 2 lb. glass 4 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.
12-oz. glass jars, 3 doz. case... per doz. \$ 1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case, per doz. 1 75

SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 85
7-lb. " " " 7 35
"Spiced"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application.

Mince Meat.
Wetley's condensed, per gross net... \$12 00
per case of doz. net 3 00

Mustard.
COOLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins... per doz. \$ 1 40
" 1-lb. tins " " 3 50
" 1-lb. tins " " 5 00
Durham 4-lb. jar... per jar. 0 75
" 1-lb. jar... 0 25
F. D. 1-lb. tins... per doz. 0 85
" 1-lb. tins... 1 45

Olive Oil.
LAPORTE, MARTIN & OIE, LTD
Minerva Brand—
Minerva, qts. 1 1/2... \$5 75
" pta. 2 1/2... 6 50
" pta. 3 1/2... 25

Sauces.
PATERSON'S WORCESTER SAUCE.
Agents, Rose & LaSalle, Montreal and Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 99
1-pint " 3 doz. 1 75
THOMAS J. LIPTON
Prices on application.

Soda.
COW BRAND.

Case of 1-lb. containing 60 packages per box, \$3 00
Case of 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... \$ 75
No. 2, " 120 1-lb. " " " " 75
No. 3, " 30 1-lb. " " " " 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 1 85
5 cases 7 75

Soap and Washing Powders
A. P. TIFFET & CO., Agents.
Maypole soap, colors per gross \$10 30
black..... 15 30
Oriole soap..... " 10 30
Gloriola soap..... " 12 00
Straw hat polish..... " 19 30

Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches—
No. 1 White or blue, 4-lb. carton, per lb. 0 07
No. 1 " 1-lb. " " " " 0 07
Canada laundry..... 0 08
Silver gloss, 5-lb. draw-lid boxes. 0 08
Silver gloss, 5-lb. tin canisters... 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kegs silver gloss, large crystal... 0 08
Benson's satin, 1-lb. cartons... 0 08
No. 1 white, 6-lb. and kegs... 0 08
Canada White Gloss, 1-lb. pkg... 0 08
Benson's enamel... per box 1 50 to 3 00
Culinary Starch—
Benson & Co.'s Prepared Corn... 0 07
Canada Pure Corn 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" 1 " or blue, 4 lb. lumps..... 0 04
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. 90 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 04
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb. 0 04
Barrels, 300 lb. 9 00
Kegs, 150 lb. 8 00

The Slogan of the Future

An expert in trade progress makes this bold statement:

"Each year it becomes more and more necessary for the retailer to confine his attention to goods of known value."

And on the firm and lasting foundation of merit and worth

WOOD'S COFFEES

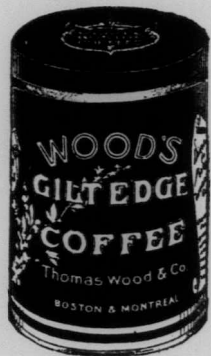
stand forth. Their "known value" has been demonstrated for more than a quarter of a century.

The Grocer who "confines his attention" to them reaps his reward in profitable trade.

Canadian Factory and Salesrooms:

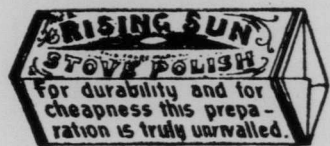
No. 428 St. Paul Street

MONTREAL



ESTABLISHED 1879

White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
5-lb. toy trunks, 3 in case	0 08
5-lb. enameled tin canisters, 3 in case	0 08
Kegs, ex. crystals, 400 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fan 7 pkgs. per case	3 00
1-lb. & Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 64
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07 1/2
SAN TOY STARCH.	
pkgs, cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07 1/2
Durham corn starch, 40 lb.	0 06 1/2
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06 1/2
" 100-lb. kegs.	0 06 1/2
Canada Laundry, 40 to 48 lb.	0 06
Ivory Gloss, 3-6 family pkgs., 48 lb.	0 08
1-lb. fancy, 30 lb.	0 08
large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 36 lb.	0 08
Arrow Gloss 1-lb. packages, 40-lb.	0 06 1/2
Coldwater Ivoire Starch, per box, 40 pkgs.	3 00
Stove Polish.	
Per gross.	
Rising Sun, 6-oz. cakes, 4-gross boxes	48 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



JAMES' DOME BLACK LEAD	
6a size	Per gross \$2 40
2a	2 50
NICKLE PLATE STOVE POLISH.	
Pints	2 90
Quarts	5 40
1/2 gallons	5 10
Gall ns.	4 80
gallons	4 50

Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 600 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2
Kegs, 150 lbs.	0 03 1/2
2-gal. pails 25 lbs.	1 25 each
3 " " 38 1/2 lbs.	1 75
Plain tins, with label—	
5 lb. tins, 2 doz. in case	2 40
5 " " 1 " " " " " "	2 75
10 " " " " " " " " " "	2 85
30 " " " " " " " " " "	2 60
(5, 10 and 30 lb. tins have wire handles.)	

ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 600 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2
Kegs, 150 lbs.	0 03 1/2
2-gal. pails 25 lbs.	1 25 each
3 " " 38 1/2 lbs.	1 75
Plain tins, 24 in case, per case	
5-lb. " 12 " " " " " " "	2 40
10-lb. " 6 " " " " " " " "	2 75
30-lb. " 3 " " " " " " " "	2 65

Teas.



SALADA CEYLON	
Wholesale. Retail.	
Brown Label, 1's, 1/2's	\$6 25 \$6 30
Green Label, 1's and 1/2's	0 27 1/2 35
Blue Label, 1's, 1/2's, 3/4's and 1's	0 50 0 50
Red Label, 1's and 1/2's	0 38 0 50
Gold Label, 1's	0 44 0 60

LIPTON'S TEA



Thomas J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only.	
wholesale retail	
Green label, 1's only	0 20 0 25
Blue " 1/2's and 1's	0 24 0 30
Orange " 1/2's, 3/4's and 1's	0 30 0 40
Pink " 1/2's & 1's tins	0 35 0 50
Red " Dominion blend,	
1/2's and 1's	0 44 0 60
Gold " Afternoon blend,	
1/2's and 1's	0 50 0 70



Blue Label, 1's	\$0 20 \$0 25
Blue Label, 1/2's	0 21 0 25
Orange Label, 1's and 1/2's	0 23 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1's	0 40 0 50

LAPORTE, MARTIN & CIE, LTD.
Japan Teas—
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

"CROWN" BRAND	
Wholesale. Retail.	
Red Label, 1-lb. and 1/2's	\$0 85 \$0 50
Blue Label, 1-lb. and 1/2's	0 28 0 40
Green Label, 1-lb	0 19 0 25
Green Label, 1/2's	0 30 0 35
Japan 1's	0 19 0 25



BLUE RIBBON TEA CO., TORONTO	
Wholesale Retail	
Yellow Label, 1's	0 29 0 25
Green Label, 1's and 1/2's	0 21 0 25
Blue Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's and 1/2's	0 25 0 35
Red Label 1's, 1/2's and 3/4's	0 30 0 40
White Label, 1's, 1/2's and 3/4's	0 35 0 50
Gold Label 1's and 1/2's	0 42 0 60
Purple Label, 1's and 1/2's	0 65 0 80
Embossed, 1's and 1/2's	0 70 1 00



Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 150 1-lb.	0 35

MELAGAMA TEA.



put up in 60 and 100 lb. boxes.

Wholesale Retail.	
Black, green, mixed, 1/2's	0 70 1 00
" " " " " "	0 55 0 80
" " " " " "	0 44 0 60
" " " " " "	0 40 0 60
" " " " " "	0 38 0 50
" " " " " "	0 35 0 50
" " " " " "	0 30 0 40
" " " " " "	0 32 0 40
" " " " " "	0 25 0 30
" " " " " "	0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 20
" " 1/2-lb., " " "	0 21
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



THOMAS WOOD & CO.
Montreal and Boston

Wood's Primrose, per lb.	0 40 0 60
" Golden Rod	0 35 0 50
" Fleur-de-Lis	0 30 0 40
Pack in 1-lb. tins. All grades—either black, green or mixed.	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED	
Smoking—Empire, 4s, 6s, and 12s	\$0 45
" Amber, 8s and 3s	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 15

Chewing—Currency, 12s. and 6s.	0 45
" Old Fox, 12s.	0 45
" Snowhose, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 os.	0 42
" Bobs, 6s. and 12s.	0 45
" " 10 os. bars, 6s.	0 45
" Fair Play, 6s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 55

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
Champlain, 1-20	35 00
El Sergeant Premium, 1-20-1-40	55 00
J. C. Ol, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1/2, 1-12-1-6	0 40
Queenel, 1-4, 1-2	0 55
" 1-9	0 58
Cote's Choice Mixture, 1-lb tins	0 75
" " 1-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	\$18 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

A-4 string, plush finish	\$4 75
B-4 " fancy "	4 50
C-4 " plush "	4 10
D-4 " fancy "	3 50
F-4 " wire "	3 45
G-3 " " "	3 40
I-3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	\$11 00	No. 1, per doz.	9 00
No. 2, " "	7 50	No. 3, " "	6 10

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	\$1 50
No. 1, 3-hp. pails	2 00

CANE'S WASHBOARDS.

Pony per doz.	\$1 00
Crown	1 75
Improved Globe	1 85
Standard Globe	2 00
Original Globe	2 50
Superior Globe	2 50
Newmarket King	2 75
Jubilee	2 75
Diamond King Glass	3 50

CANE'S CLOTHESPINS.

5 gross loose, per case	0 55	single
4 " packages, per case	0 62	0 67
6 " " " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	\$1 10
Gillett's cream yeast, 3 doz. in case	1 10

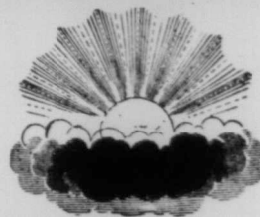
BATGER'S

Lime Juice Cordial

**ALREADY SWEETENED,
DELICIOUS FLAVOUR,
REFRESHING,
QUENCHES THIRST,
SELLS WELL,
VERY HANDY,
DOES NOT NEED SUGAR.**

These are just a few reasons why you should STOCK BATGER'S LIME JUICE CORDIAL. If you have not ordered it would be well to do so now. Results will please you.

AGENTS:
ROSE & LAFLAMME, Limited
MONTREAL & TORONTO



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,
MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., MONTREAL

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A	D	L	R
Acme Can Works..... 24	Dalley, The F. F., Co., Limited..... 14	Lambe, W. G. A..... 2	Richards, S. O..... 4
Adamson, J. T., & Co..... 2	Davidson & Hay..... 30	Lea Pickling & Preserving Co..... 10	Ridgways Collecting Agency..... 65
Ailan, Robt., Co..... 2	Dawson Commission Co..... 58	Lipton, Thos. J..... 31	Robinson, O. E. & Co..... 54
Allison Coupon Co..... 64	Dominion Molasses Co..... 8	Lytie, T. A., Co..... 15	Rose & Ladham..... 71
American Computing Co..... 63	Douglas, J. M., & Co..... 56	Mc	Royal Baking Powder Co..... 43
American Tobacco Co..... 64	E	McDougall, D., & Co..... 63	Rutherford, Marshall & Co..... 48
Anderson, Powis & Co..... 2	Eby-Blain Limited..... 25	McFarlane & Field..... 2, 66	Ryan, Wm., Co..... 4
B	Eckardt, H. P., & Co..... outside front cover	MacLaren's Imperial Cheese Co..... 2	S
Baker, Walter, & Co..... 12	Elliott-Fisher Co..... 65	McLea, J., & R..... 56	"Salada" Tea Co..... 7
Balfour, Smye & Co..... 25	Elson & Whitlock..... 62	McLean, J. J..... 2	Sanitary Can Co..... 34
Baiger & Co..... 8, 71	Empire Tobacco Co..... 3	McWilliam & Everist..... 56	Sanitas Toasted Corn Flakes..... 53
Barnard, Frank H..... 55	Enterprise Mfg. Co..... 68	M	Scott, David, & Co..... 4
Battle Creek Toasted Corn Flakes..... 55	Essex Canning Co..... 15	Mace, A. H..... 53	Schram Automatic Sealer Co..... 21
Beil, Thos., & Sons..... 7	Estabrook's..... 28	MacNab, T. A., & Co..... 4	Smith, E. D..... 25
Belleville Fruit and Vinegar Co..... 12	Eureka Refrigerator Co..... 64	Magor, Frank..... outside front cover	Snowden, J. Walter..... 2
Benedict, F. L..... 59	Evans, Geo. F..... 4	Maple Tree Producers' Association..... 11	Sonne, Thos., sr..... 66
Buckle, J. W. & Greening..... 58	Ewing, S. H., & Sons..... 18	Marshall, James..... 4	Strang Canning Machinery Co..... 45
Binks, Chas. H., & Co..... 23	F	Mason, Geo., & Co..... 9	Stecher Litho. Co..... 24
Bloomfield Packing Co..... 2	Fearman, F. W., Co..... 46	Mathewson's Sons..... 20	Steele, M. B..... 4
Blie Ribbon Tea Co..... 23	Foley, F. J., & Co..... 2	Mathieu, J. L., Co..... 15	Stevens-Hepner Co..... 14
Bode Gum Co..... 59	Fraser & Aithorpe..... 4	Merchants Counter Check Book Co..... 67	Stimpson Computing Co..... 65
Bourque, T. A., & Co..... 22	Fussell & Co..... 50	Milland Vinegar Co..... 22	Stringer, W. B., & Co..... 57
Bovril Ltd..... 45	G	Millman, W. H., & Sons..... 2	Strang Bros..... 5
Bowser, S. F., & Co..... 65	Genesec Pure Food Co..... 25	Mitchell, H. W..... 4	Sugar & Cannery Ltd..... 5
Bradstreet's..... 9	Gibb, W. A., & Co..... 60	Montreal Packing Co..... 46	Symington, T., & Co..... 6
Brayley & Co..... 71	Gillard, W. H., & Co..... 20	Mooney Biscuit and Candy Co..... 51	T
Bunnell & Lindsay..... 2	Gillett, E. W., Co., Ltd. outside back cover	Moore Jaw Fruit & Produce Co..... 4	Thomas, J. P..... 2
C	Girard, F. J..... 68	Morin, C. A..... 2	Tippet, Arthur P., & Co..... 1
Camp Coffee..... 7	Gorham, J. W., & Co..... 2	Morse Bros..... 68	Toronto Salt Works..... 48
Campbell's, R., Sons..... inside back cover	Greig, Robt., & Co..... 14	Mott, John P., & Co..... 50	Truro Condensed Milk Co., Limited..... 49
Canada Sugar Refining Co..... 30	Greening, Thos. B..... 9	N	Tuckett, Geo. E., & Son Co..... 82
Canadian Cannery..... 5	H	Nation, E. J., & Co..... 21	Turner, James, & Co..... 31
Canadian Coconut Co..... 53	Hamilton Cotton Co..... 66	National Licorice Co..... 8, 11	V
Canadian Shredded Wheat Co..... 53	Harty, J. B..... 50	Nelson, H. W., & Co..... 23	Verret, Stewart Co..... outside back cover
Capstan Manufacturing Co..... 8	Heath, L. A..... 48	Nicholson & Bain..... 16	W
Carman, Escott Co..... 4	Heinz, H. J. Co..... 49	Nickle Plate Store Polish Co..... 66	Wagstaffe Limited..... 12
Carter, S. J., & Co..... 21	Holbrooks Ltd..... 27	Norton Mfg. Co..... 24	Walker Bin & Store Fixture Co..... 64
Cartier-Crume Co..... 21	Howard Bros..... 65	O	Walker, Hugh, & Son..... 67
Cassidy, John..... 56	I	Oakville Basket Co..... 11	Warren, G. C..... 4
Casson, John, & Co..... 29	Imperial Extract Co..... 12	Oakey, John, & Sons..... inside back cover	Warren Bros..... 80
Cayton Tea Ass'n..... 17	Imperial Syrup Co..... 23	Old Homestead Canning Co..... 6	Watson, Andrew..... 2
Chausse & Sanborn..... 21	Improved Match Co..... 14	Ozo Co..... 18	Watson, Stuart..... 12
Chocolata Meurisse..... 63	J	P	Welcome Soap Co..... 13
Christmas, W. C..... 68	James, J., Howell..... 65	Packard, L. H., & Co..... 11	Wesley, J. H..... outside back cover
Clark, W..... 60	James Dome Black Lead..... 22	Paradis, G. A..... 52	White & Co..... 56
Connors Bros..... 58	Kingery Mfg. Co..... 50	Park, Blackwell Co..... 46	Whittemore Bros..... 69
Constant, H..... 52	Kinnear, Thos., & Co..... 14	Peterson, R., & Sons..... 46	Windsor, J. W..... 29
Cote, Joseph..... 63	Kit Coffee Co..... 25	Patrick, W. G., & Co..... 3	Wiseman, E. B., Co..... 46
Cowan Co..... 53	K	Poulin, P., & Co..... 48	Wood, Thomas, & Co..... 48
Cox, J., & Co..... 4	L	Prout, Geo. W..... 48	Woods, Walter, & Co..... 48
Crystal Springs Bottling Co..... 4	M	Q	Y
Customs..... 18	Kingery Mfg. Co..... 50	Queen City Oil Co..... 28	Young, Thomas, Soap Co..... 45
	Kinnear, Thos., & Co..... 14		Young, W. F..... 18
	Kit Coffee Co..... 25		

CLASSIFIED LIST OF ADVERTISEMENTS.

- Awnings**
Thomas Sonne, sr., Montreal.
- Baking Powder.**
Gillett, E. W., Co., Toronto.
National Drug Co., Montreal.
Royal Baking Powder Co., New York.
- Biscuits, Confectionery, Gum, Etc.**
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kinery Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
- Brooms, Brushes and Woodenware.**
Nelson, H. W., & Co., Ltd., Toronto.
Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.
- Canned Goods.**
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.
- Canners' Supplies**
Acme Can Works, Montreal.
Norton Mfg. Co., Hamilton.
Sanitary Can Co., Niagara Falls, Ont.
Schram Automatic Sealer Co., St. Louis.
Stecher Litho. Co., Rochester, N.Y.
- Cash Sales Books.**
Carter-Crume Co., Toronto
- Cheese and Meat Cutters**
American Computing Co., Indianapolis.
Howard Bros., Brantford, Ont.
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.
- Clutch Nails, Nail Hooks, Strap-
ping, Etc.**
Warrington, J. N., Montreal.
- Cocoas and Chocolates.**
Baker, Walter & Co., Dorchester, Mass.
Chocolats Meurisse, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestle's Chocolate, Montreal.
- Cocoanuts.**
Canadian Coconut Co., Montreal.
- Computing Scales.**
Computing Scale Co., Toronto.
Stimpson Computing Co., Detroit, Mich.
- Concentrated Lye.**
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.
- Cotton Seed Products.**
Brayley, J. M., Montreal.
- Counter Check Books.**
Carter-Crume Co., Toronto.
Merchants' Counter Check Book Co., Toronto.
- Crockery, Glassware and Pottery.**
Campbell's, R. Sons, Hamilton.
- Custard Powder Blanc Mange**
Nation, E. J., & Co., Bristol, Eng.
- Dairy Produce and Provisions.**
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Heath, L. A., Winnipeg.
Ingersoll Packing Co., Ingersoll, Ont.
- Laing Packing & Provision Co., Montreal.
MacLaren Imperial Cheese Co., Toronto.
Nickerson & Hart, Halifax, N.S.
Park, Blackwell Co., Toronto.
Prout, Geo. W., Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
- Feathers**
Poulin, P., & Co., Montreal
- Financial Institutions & Insurance**
Bradstreet Co.
- Fish.**
Bickle, J. W., & Greening, Hamilton.
Cassidy John E., Montreal.
Connors Bros., Black's Harbor N.B.
Leonard Bros., Montreal.
McLea, J. & E., Montreal.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.
- Flavoring Extracts.**
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.
- Fluid Beef.**
Bovril Limited, Montreal.
- Foreign Importers.**
Scott, David, & Co., Liverpool, Eng.
- Fruits—Dried, Green, and Nuts.**
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
Rattray, D., & Sons, Ltd., Quebec.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
- Gelatine.**
Cox, J. & G., Edinburgh, Scotland.
- Grain, Flours and Cereals, Seeds**
Battle Creek Toasted Corn Flakes Co.,
London, Ont.
Canadian Shredded Wheat Co., Niagara
Falls, Ont.
Greig, Robert, Co., Toronto.
Harty, J. B., Pictou N.S.
Kirouac, Nap. G., & Co., Quebec.
Nicholson & Bain, Winnipeg.
Paradis, O. A., Quebec.
- Grocers—Wholesale.**
Balfour, Smye & Co., Hamilton.
Bell, Thos., & Sons, Montreal.
Boyd Co., Port of Spain, Trinidad.
Ozo Co., Montreal.
Carter, S. J. & Co., Montreal.
Casson, John, & Co., Toronto.
Chaput Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Fenwick, Hendry & Co., Kingston, Ont.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
- Grocers' Grinding and Packing
Machinery.**
Ooles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
- Sprague Canning Machinery Co., Chicago
- Infants' Foods.**
Keen, Robinson & Co., London, Eng.
- Jams, Jellies, Etc.**
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Sugars & Cannery, Ltd., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.
- Labels**
Stecher Litho. Co., Rochester, N.Y.
- Lamps, Etc.**
Ontario Lantern & Lamp Co., Hamilton
- Manufacturers' Agents, Brokers and
Commission Merchants.**
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Fowls & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bunnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal.
Dunn, Wm. H., Montreal and Toronto.
Elsom & Whitlock, Moose Jaw, Sask.
Evans, F. G., & Co., Vancouver, B.C.
Foley, F. J., & Co., Edmonton, Alta.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto.
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Richards, S. C., Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm. Co., Toronto.
Snowden, J. Walter, Montreal.
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto
- Matches.**
Improved Match Co., Montreal.
- Mince Meat.**
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Wagstaffe, Limited, Hamilton.
Wethey J. H., St. Catharines.
- Nutmegs**
Binks, Chas. H., & Co., Montreal
- Office Supplies.**
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto
- Oil**
Queen City Oil Co., Toronto
- Patent Medicines.**
Mathieu, J. L., Co., Sherbrooke, Que.
- Pass Books, Etc.**
Allison Coupon Co., Indianapolis, Ind.
- Pickles, Sauces, Relishes, Etc.**
Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal.
Paterson's—Rose & Lafamme, Montreal.
- Polishes—Metal.**
Oskey, John, & Sons, London, Eng.
Nickle Plate Stove Polish Co., Chicago
- Polishes—Shoes.**
Dalley, F. F., Co., Ltd., Hamilton, Ont.
- Polishes—Stoves.**
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.
Nickle Plate Stove Polish Co., Chicago
- Poultry and Game**
Poulin, P. & Co., Montreal
- Printing.**
Barnard Frank H., Toronto.
- Refrigerators.**
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Hillock, John, & Co., Ltd., Toronto.
- Salt.**
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
- Soap.**
La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Taylor, John & Co., Toronto.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.
- Soda—Baking.**
Church & Dwight, Montreal.
- Starch.**
Edwardsburg Starch Co., Cardinal, Ont.
- Storage and Warehouses.**
Terminal Warehouse & Cartage Co.,
Montreal.
- Store Fixtures, Show Cases, Etc.**
James J. Howell, Toronto.
Sexton Mfg. Co., Toronto.
Walker Bin & Store Fixture Co., Berlin.
- Sugars, Syrups and Molasses.**
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Girard, P. J., Richmond, Que.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Ross, L. G., Toronto.
Sugars & Cannery Ltd., Montreal.
Tippet, A. P., & Co., Montreal.
- Tacks.**
Bazin Mfg. Co., Quebec, P.Q.
- Teas, Coffees, and Spices.**
Balfour, Smye & Co., Hamilton.
Brayley & Co., Montreal.
Ceylon Tea Association.
Chase & Sanborn, Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.
- Veterinary Remedies**
Young, W. F., Montreal
- Vinegar and Cider.**
Belleville Fruit and Vinegar Co., Belleville.
Midland Vinegar Co., Birmingham and
Toronto
- Washing Compounds.**
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.
- Woodenware**
Nelson, H. W., Co., Toronto.
United Factories Ltd., Toronto
- Yeast.**
Gillett, E. W., Co., Toronto.

Any Boy who has One Cent can Turn it Into
Ten Dollars

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, ONTARIO



You cannot too strongly endorse]

**"COW BRAND"
BAKING SODA**

to your trade. There is absolutely no baking soda put up that is its equal for strength, purity and uniformity. "Cow Brand" Baking Soda is only put up in packages—see that you get it in packages for your customers.

Every jobber sells it.

Church & Dwight

MANUFACTURERS
MONTREAL

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON
"GLENER"**

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Is. Canisters
'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street,
MONTREAL

10 Front St. East,
TORONTO.

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

SALT

Highest Grades
for Every Purpose

Glad to submit
Prices and Samples.

VERRET, STEWART & CO.
LIMITED
MONTREAL

Tomato Pulp

(HIGH GRADE)

May we submit sample
and quote you?

Write us.

J. H. WETHEY, LIMITED
ST. CATHARINES



Just Read the Directions

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE**?



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.