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# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXII.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 28, 1908.

NO. 9.



## Robinson's Patent Barley

Every food product should be sold through the grocery trade. A line that has been a profitable seller for grocers is Robinson's Patent Barley—It is a ready seller—If you haven't tried it send along an order—or ask your jobber.

Write for particulars and sample

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



Just about the favorite now with every family

## "Crown" Brand Table Syrup

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

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

Is undeniably the most perfect health syrup in Canada—It is a rich, nutritious and deliciously appetizing food for young and old—Every household should be told about it—Pure Corn Syrup and perfectly made—

Order from your jobber

EDWARDSBURG STARCH CO., LIMITED

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858  
Works, CARDINAL, Ont.

164 St. James St., MONTREAL.

THE CANADIAN

L. L.

The People

of

Canada

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## Taylor's Candied and Dried Peels

Citron and Orange Peels, makes them superlatively the "best." The new season's Peels are ready—the favorites.

¶ The vital fact that the essential Oil has not been extracted from the imported fruit skins exclusively used in the preparation of these justly famous Lemon,

## QUALITY COUNTS

¶ Each of the various brands of Griffin and Skelley's Seeded Raisins represents the best of its kind at the quoted price.

¶ Clean absolutely and always packed full weight. For the holiday demand it is a brand that wins and keeps permanent custom.

## Griffin's Seeded Raisins

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Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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**MAPLE SYRUP**  
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and

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**Keep Yours on the Move**

by appointing a

**Working Resident Salesman and Advertiser**

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Special Attention to Advertising

(Continued on page 4.)

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# TAPIOCA, BLUEBERRIES 2<sup>s</sup>. NUTMEGS

We have specials that will bring your orders

WRITE US OR SEE OUR TRAVELLERS

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The tea for you to handle is the tea which proves  
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Retail price is from twenty-five cents to a dollar  
a package, yielding you from twenty to thirty-four  
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Montreal and Toronto

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

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DO YOU wish to extend your business to this  
GREAT WEST COUNTRY  
WE CAN handle your account to our  
MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years  
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A Post Card will bring you price  
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Don't forget to mention Canadian  
Grocer.

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Established 1878. 10 North John St.  
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T. A.—Scottish, Liverpool.

This space \$15 per year

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

This space \$15 per year.

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

**BASKETS**

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

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BY

**JOSEPH M. WALSH**

*A Great Tea Expert*

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

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Rats and Mice

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



ASK TRAVELLERS for their SPECIAL on

SIMCOE { Boneless Chicken  
Chicken Soup  
Chicken Giblets

GLOBE Plums

AYLMER Faultless Peas

DON'T MISS THIS!

You May Not Have Another Chance.

Canadian Canneries, Limited



The Leader in Purity—  
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# OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

Are you handling Old Homestead? When ordering from your jobber, just remember that every can of Old Homestead Brand contains fruit or vegetable of the utmost soundness, canned scientifically by clean wholesome methods, so as to preserve all its natural deliciousness.

Be on the Safe Side—Stock Old Homestead Brand.

The Old Homestead Canning Co.  
PICTON, - ONTARIO

## YOU KNOW WHAT IT MEANS

**To Keep a Large Stable of Horses, and Work for Only One of Them.  
The Rest Soon Eat their Heads Off.**

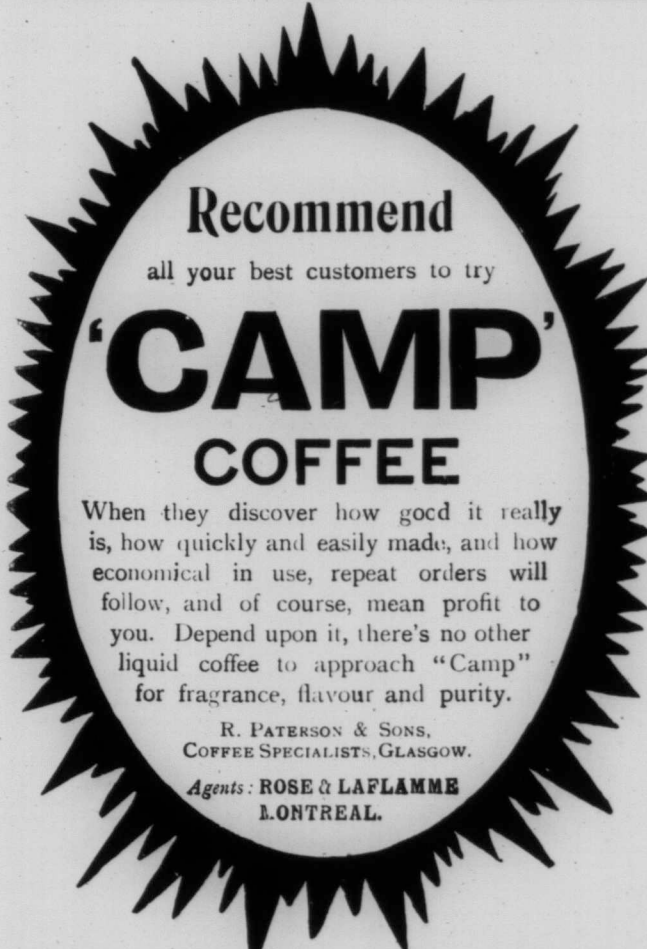
The grocer who handles Bulk Teas is in the same position as the owner of the large stable. He carries far more tea in stock than his trade demands. He is selling some, to be sure, but his interest and insurance account, and the deterioration which sets in with age in all kinds of tea, just about eats up the profit he makes. Is it not a very much more sensible idea to carry a well assorted stock of

# "SALADA"

for which there is an active and ever increasing demand. You are then in the position of the man who has a pair of horses and plenty of profitable work for them.

**This is the position you are in if you handle  
"SALADA" and "SALADA" only.**

"SALADA" Tea Co., Toronto and Montreal



**Recommend**  
all your best customers to try

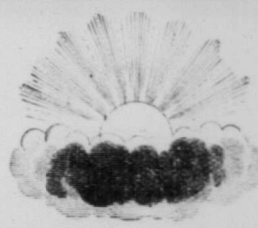
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**COFFEE**

When they discover how good it really is, how quickly and easily made, and how economical in use, repeat orders will follow, and of course, mean profit to you. Depend upon it, there's no other liquid coffee to approach "Camp" for fragrance, flavour and purity.

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Agents: ROSE & LAFLAMME  
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**Kentucky Edible Oils** Winter Pressed

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

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Extra Choice Porto Rico  
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Open Kettle Circle 6  
Open Kettle Circle 7  
No. 5 Special  
Extra Choice Porto Rico  
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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 Ginger bread Molasses.

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with high quality in

**PATERSON'S  
WORCESTER  
SAUCE**

It sells for less than other  
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is one of the reasons it is  
so popular with prudent  
housekeepers.

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Fresh  
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Their  
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appeals  
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**You should have them in stock**

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*"Great Oaks from little Acorns grow"*

The investment of a very small sum of money very frequently produces big financial returns. A good deal, however, depends upon the method of investment. If you have any store equipments, such as a scale, show case, counter, shelving or mirrors to sell, or are looking around to buy any of these; or if you want to engage a clerk, buy a store, a business or sell your own stock, a small want ad. in The Canadian Grocer like this:

**WANTED**—Responsible salesman selling to retail grocers to handle sideline paying an Al commission; no sample to carry; circulars only. Address Box 178 CANADIAN GROCER, Toronto.

will cost you only 25 cents, or 1c per word for as many extra words as are required.

This ad. will inside of five days be in the hands of 10,000 readers, among whom may be found a buyer, seller, etc.

Try the idea.

**1**  
CENT  
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**1**  
CENT  
A  
WORD

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TREAL

**We Believe**

we have the finest values in

**COFFEES**

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

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*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**

Last Week YOU Enquired for

**Worcestershire Sauce**

We can supply YOU with all you require at a very low figure. OUR recipe is ORIGINAL.

**THE JOHN CASSON CO.**

York and Leeds, Eng. 57 Front St. E., Toronto

I OFFER

**For Prompt Shipment**

*Finest Shelled Walnuts (French) perfect halves and broken  
Finest Shelled Filberts (Spanish)  
Finest Cashew Kernels  
Finest Shelled Pea-nuts (Indian)*

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Telephone Main 4409 81 Place d'Youville, MONTREAL

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL JOBBERS

3/4-lb. tins—3 doz. in case.



**CAPSTAN BRAND PURE MINCE MEAT**

Package Mince Meat Put up in 1/4 gross cases.

Bulk in 7-lb. Pails, 1/2 dozen in crate. 25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all Sale Dealers

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

# GREIG'S WHITE SWAN SPICES

are absolutely dependable goods. They are up to the highest standard of purity and are guaranteed in every respect. We import all our goods direct from the country of growth, do all our own grinding, and so are able to guarantee every pound sent out. **Quality is pre-eminent with us.**

An important point, too, is that we can sell on close margin and give better values, as no single one of our several departments is called on to bear the entire cost of our business.

*Our complete Catalogue will be sent on request*

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Limited

White Swan Mills - TORONTO

# WANTED

an order from you for our

## Pure Tomato Catsup

made from whole tomatoes. This is a line which will bring a lot of business to your store. Nothing can exceed its deliciousness. Give us a trial order and you will be convinced.

Have you ever handled our Pure Cider Vinegar or our Pure Fruit Jams? They are real business promoters.

### The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO



THEY  
LOOK  
LIKE  
THIS



## IT PAYS

All grocers handling **Pride of Canada** Maple Syrup and our high class lines of Maple Sugar, admit that they pay. This is because of the purity of our products. Take a look at our packages so you will know them.

HAVE YOU ORDERED YET?

### The Maple Tree Producers' Association, Ltd.,

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**The Better the Goods—the Better Your Profit !**

That's why the profit is so good—the sales so enormous—  
when you sell

**SHIRRIFF'S**

Highly Concentrated Pure Fruit Essences

WRITE TO-DAY FOR PRICES!

**IMPERIAL EXTRACT CO., 18-22 Church St. Toronto**



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

Sell soap that maintains its standard and gives satisfaction.

**The Welcome Soap Co.**  
Limited

St John, - N.B.

**STOCK THE BEST.**

**“KIT”**

**COFFEE**

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

**“K C” Sauce**

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

**WORCESTER SAUCE**

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

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Ontario, A.E. Bowron, 18 King William St. Hamilton  
Winnipeg, Mason & Wickey, 108 Princess St. ;



**JAPAN TEAS**

**TO CANADIAN JOBBERS :**

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

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

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

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

54 St. Francois Xavier Street, Montreal

Nakamura's Tea Firing Dept.

Montreal

Fuji Company

“O.K.”

REGISTERED.

## England's Foremost Fruit Sauce

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

Muscatele,	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	Garlice,	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; Nisse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY

McTavish & Worts,

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74 Yonge Street Arcade, Toronto.

LONDON, Eng.

Telephone. Main 6285

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

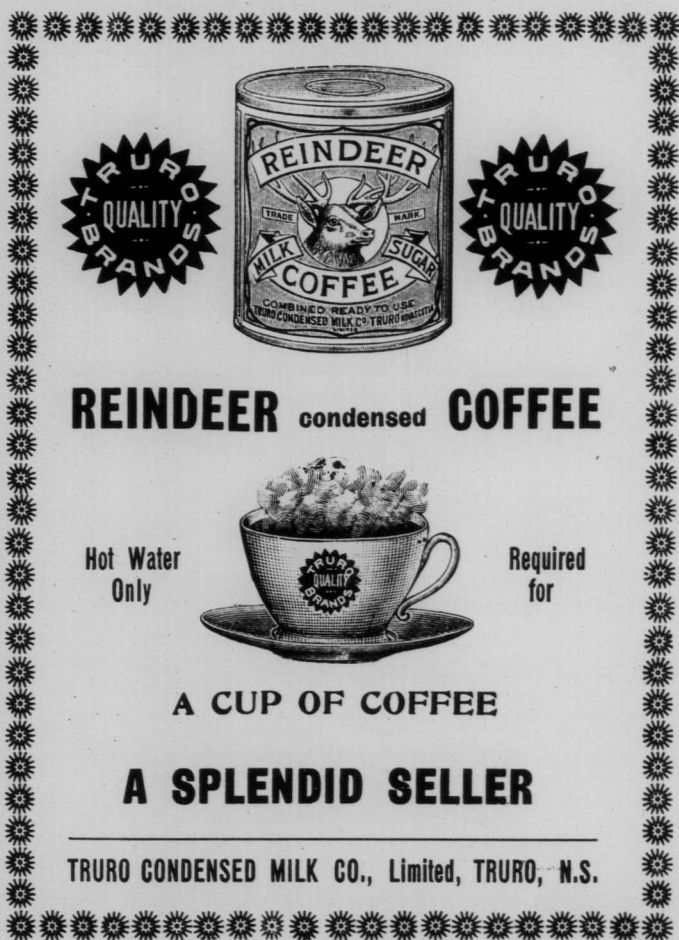


# A Winner


is our Japan Tea to retail 25-30c. lb. Ask for sample.

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**




TRURO 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.

It is a good business axiom to buy only the best in all lines—

## Our Matches

“Laurier” and “Togo” brands are lines that hold your customers’ good opinions and trade.

We show you, besides, a better profit in saving of freight than any other matches can.

Write for Particulars.

### The Improved Match Co. Limited

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MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.

## “EVERY TIME”

You sell a customer, you also try to please them, every time you supply

## “James Dome Black Lead”

You are sure to please them with the best Stove Polish made. Gives a good brilliant shine. Makes no dirt or dust. Sort up your stock.

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

## Do You Sell

the purest Jams and Jellies on the market? That is, do you sell

# E.D.S. Brand Jams and Jellies



We have government documents, which we'd like you to see, in which E.D.S. Brand is declared to be the purest sold in Canada. Write us to-day for the conclusive proof.

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.



With the increased facilities secured in our new factory

## STERLING BRAND PICKLES

Must more than ever take a first place with the Canadian consumer, and consequently with the trade who furnish the consumer.

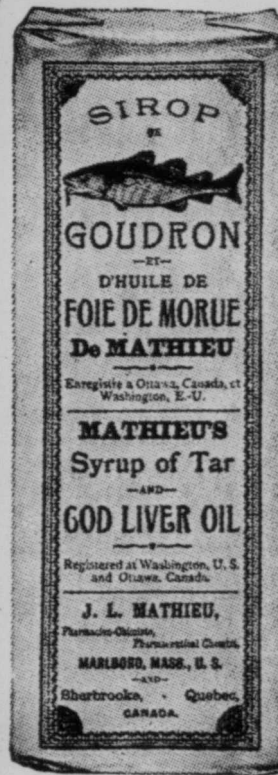
The grocer who is determined to keep abreast of the best business will keep well stocked with goods that bear the brand "Sterling."

Buy from your jobber or order direct.

### The T. A. LYTLE CO.

Sterling Road, Toronto. Limited

Phone, Park 376.



WHY YOU SHOULD SELL

## MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine.

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nerve Powders—another simple family medication—that is very good for headaches.

Just look over your stock and send us your order.

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

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

E. NICHOLSON

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

CABLE ADDRESS  
NICHOLSON WINNIPEG  
CALGARY  
EDMONTON

D.H.B.A.

EDMONTON

WINNIPEG

CALGARY

**Nicholson & Bain**  
WHOLESALE  
COMMISSION MERCHANTS  
AND BROKERS.

BANNATYNE AVE EAST  
TRANSFER TRACK

EDMONTON BRANCH NICHOLSON & BAIN  
CALGARY BRANCH NICHOLSON & BAIN

*Winnipeg, Man.*

# Rolled Oats and Oat Feed

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

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

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

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

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

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

# NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

# NEW IN CANADA

## JELL-O The Dainty Dessert

—Also—

## JELL-O ICE CREAM POWDER

For making Ice Cream.

### PAYS GROCERS 33 1-3 per cent PROFIT

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

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

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

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

## CURRANTS

### "SOMERSET" BRAND

### Finest Quality

### Thos. Bell, Sons & Co. MONTREAL

Representing  
**D. S. Parthenopulo,**  
PATRAS

### Thos. Bell, Sons & Co. MONTREAL



The demand for Scrubs, White-Wash, Kalsomine and Shoe Brushes will soon begin in earnest. **In these lines we shine** and if you are not buying our goods, send us a sample order. We will guarantee **perfect satisfaction.**

### Stevens-Hepner Company Limited Port Elgin, Ontario

# Diamond Blend Coffee

Because of the actual merits of this Coffee ; because of the care exercised in blending it ; because of its price and its manner of winning new customers daily—for these reasons "**Diamond E.**" has succeeded in attaining a place at the head of the market where it stands unchallenged leader !

ARE YOU SELLING IT ?

## S. H. EWING & SONS, MONTREAL

### Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

### INSOLVENT NOTICE

In re Ed. Legare & Frere, Roxton Falls, Quebec, Insolvents.

The undersigned duly authorized by a Judgment of the Superior Court for the District of Bedford, will sell or cause to be sold by Public Auction at the Catholic Parochial Church door, in the Village of Roxton Falls, Tuesday the 3rd day of March, 1908, at the hour of one o'clock in the afternoon, the immovable properties hereunder described :

1. A lot of land of irregular form situate at Roxton Falls, known and designated under official number three hundred and fifty-seven (357) of the Cadastre for the Village of Roxton Falls, bounded to the north-east by a street known as "rue de la Riviere," to the south-west by lot No. 358, to the north-west by Notre Dame Street, and to the south-east by a river called "Riviere Noire," with a store and dependencies thereon erected.

2. A piece of ground situate at Roxton Falls, with a blacksmith shop and dependencies thereon erected, and composed : (A) of the lot known and designated under the official number three hundred and fifty-three (353) of the Cadastre for the said Village of Roxton Falls, from which must be taken off, however, a strip of eighteen feet wide in the eastern part of said lot, to start from the street called "rue de la Riviere," extending to the depth of said lot and to be parallel, the said strip to the division line between the lot No. 352 and the lot No. 353. (B) of a part of lot known and designated under official number three hundred and fifty-four (354) of the Cadastre for the said Village of Roxton Falls, bounded to the south-east by lot No. 353, to the south-west by a street called "rue de la Riviere," to the north-west by the other part of lot No. 354 belonging to Philibert Rochefort or any subsequent purchaser, and to the north-east by the railroad line.

3. A piece of ground situate in the Village of Roxton Falls, and composed : (A) of a lot of land known and designated under official number three hundred and fifty-two (352) of the Cadastre for the said Village of Roxton Falls, and bounded to the front by the street known as "rue de la Riviere," with a house thereon erected ; (B) at the eastern part of lot No. 355, comprising eighteen feet wide, to start from said street extending to the depth of said lot No. 353 and parallel to the division line between lot No. 352 and lot No. 353, without any building.

4. A lot of land situate at Roxton Falls, known and designated under official number three hundred and thirty-five of the Cadastre for the said Village of Roxton Falls, having sixty-six feet frontage on Market Street by a depth of one hundred and sixty five feet, more or less, without any guarantee as to measurement, without any building.

The said sale to be made in conformity to the conditions of sale and list of charges prepared by the Curators and deposited in their office.

For further information apply to

H. V. DUGGAN, } Joint Curators.  
JOSEPH DESAUTELS, }

220 Board of Trade Building, 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, P.D.F., 204 Monmouth St., Springfield, Mass.  
Canadian Agents: LYMAN BONS & CO., Montreal.

## Sanitary Cans

FOR HAND FILLED GOODS

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

### Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND  
GOODS OF STRONG ACIDITY

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

"THE CAN WITHOUT  
THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.  
NIAGARA FALLS, - ONTARIO

## ACME CANS

have always been looked upon as  
standard for quality, appearance  
and general merit. We are  
making now a line which is better  
than anything yet offered to  
packers. We use

### EXTRA COATED TIN PLATE

in these cans and we are in a  
position to guarantee them the  
best proposition before the  
packing trade. Send for samples  
and prices.

## ACME CAN WORKS

Montréal

## HIGH GRADE EMBOSSED

# CAN LABELS

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

Write for Samples and Prices.

STECHER LITHO. CO.  
ROCHESTER, N.Y.

## NORTON CANS ARE BRIGHT AND TIGHT

Bright, because soldered in vegetable  
flux and thoroughly polished before  
and after the test.

Tight, because the seams are sweated  
through and through, and tested at  
lower speed and with higher pres-  
sure than any other make.

The Norton Manufacturing Co.

HAMILTON

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Falls, Quebec.

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Allays Pain

Springfield, Mass  
No Montreal.

THE CANADIAN GROCER

# BROOMS

We are offering **the best** values in brooms. Our travellers will show you samples.  
**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers, TORONTO

## BIG PROFITS

and continuous profits, is the lot of the grocer who pushes the sale of



# 2 in 1

## Shoe Polish

The reason is plain—2 in 1 is the most satisfactory and economical shoe polish ever put on the market. If your stock is out, don't forget to replenish it, as the demand is insistent all the time.

### The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

## GET

# Balmoral

scotch

# MARMALADE

ABSOLUTELY PURE  
THE BEST THAT  
SKILL AND SCIENCE CAN PRODUCE

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

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

# WE SHALL MOVE

ON OR ABOUT THE

## 15TH OF MARCH NEXT

into our large, new and commodious storerooms, on St. Paul Street and on that account we must necessarily decrease our stock, which is enormous, so as to reduce our moving expenses. We are thus offering real

### BARGAINS

to prompt buyers: there is a large profit to realize by purchasing **NOW**.

#### WE PAY THE FREIGHT

On all 200-lb. or more lots of **TEAS**, and on all imported **WINES**, in original packages.

We invite the Retail Trade to take advantage of the

### EXCEPTIONAL BARGAINS

offered in our different lines of merchandise: they shall bring to the wise buyer an **additional profit** which is really worth taking.

#### LOOK OVER YOUR STOCK

and send us your sorting orders in

**TEAS, WINES, LIQUORS, DRIED FRUITS and NUTS  
CANNED VEGETABLES, CANNED FRUITS,  
CANNED and SALTED FISH**

All these goods are now in great demand and easy to sell.

*Real Bargains Are Rare—*

**DON'T FAIL TO BENEFIT BY THESE !**

*For all information, quotations, etc., write, phone or wire at our expense.*

**LAPORTE, MARTIN & CO. Ltd.**

*Wholesale Groceries, Wines, Liquors and Vinegars*

**MONTREAL**



# The Syrup Season Is On!

We Lead With

## Red Label Imperial Maple Syrup

It's Not Exactly What You Pay, It's What You Get  
For What You Pay.

There is No Such Flavor, No Such Zest in Any other  
Brand On The Market.

LOOK AT OUR PRICES :

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

Begin now to stock only standard brands, when guaranteed by people who do as they advertise. Order at once, from your jobber, a 5-case lot—for direct shipment to your store—and save freight. We prepay up to 40c. per cwt.

You can include **Kitchen Molasses, Goldenette Syrup** and **Pure Maple Sugar** in the assortment.

## Imperial Syrup Co., Montreal

THE CANADIAN GROCER

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

Just about now the early housecleaning fiend commences to think about getting busy. That means an increasing demand for brooms.

# NELSON'S "PANSY" BROOMS

ARE SPECIALLY SUITED FOR HOUSEHOLD USE

THE MAKING OF "PANSY" BROOMS.



Broom-makers at work in our Factory

We also manufacture Bamboo-handled Brooms  
in all grades and sizes.

## H. W. Nelson & Co., Limited

Office and Warehouse:  
92 Adelaide St. W.

Toronto, Ont.

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

**QUAKER  
CANNED  
GOODS**

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

"TARTAN"  
Fruits of all  
kinds as good as  
Home Pack. . .

*Tartan*  
**BRAND**

SIGN OF PURITY

See our travel-  
lers or Phone  
596. Free to  
Buyers. . . .

## "Tartan" Strawberry Beets

FINE FOR SALADS.

Full assortment of Wagstaffe's Preserves, Jam and Marmalade.

Special va'ue in Shelled Walnuts, Bordeaux and Cherbertes,  
perfect halves and broken.

Also one hundred cases Genuine Gaspe Boned and Skinned Whole Cod.

# BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

## Extra Special!



We are in a position to make immediate shipments of Canned Goods in nearly all lines, but can give no guarantee that this will continue. Stocks are getting low in many cases, including

- |                |               |
|----------------|---------------|
| --Strawberries | --Raspberries |
| --Plums        | --Pears       |
| --Cherries     | --Peaches     |

and the sooner your order reaches us the better. We're in excellent shape with corn, tomatoes and pumpkin on account of a very much larger output. In addition we have a number of successful side lines that need to be reckoned with in reaching after the best trade.

*The*  
**Essex Canning and Preserving Co.,  
Limited**

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

THE CANADIAN GROCER

# ROLLED OATS

MEYERS

TILLSON

VICTOR

**AT SPECIAL PRICES**

*Write, phone or see our travellers*

**Warren Bros. & Co., Limited, - Toronto**

We can still supply you the

## 25 cent Grade

at the same price, with the same quality, at the same profit for you as for years past.

# LIPTON'S TEA

Packed only in an airtight tin.

## Thomas J. Lipton

75 Front St. East, - - -

TORONTO

*It pays to have proper connections in*

### The West

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

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

*Charges Reasonable Satisfaction Guaranteed*

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

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

**WINNIPEG, MAN.**

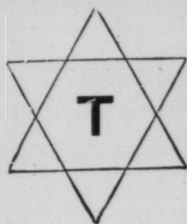


### Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



# WAGSTAFFE'S PRESERVES

We have a full range of Jams, Jellies, Marmalade, Sealed Fruits and Mincemeat.

Order now before range becomes broken.

## JAMES TURNER & CO.

LIMITED

Hamilton, Ont.

### 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

### 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?**

# Effective Grocery Advertising

Hints and Criticism by W. F. Ralph—The Kind of Ads. to Bring Results—Wanamaker's Emphasis of Persistency  
Some First-class Examples.

When a retailer advertises to the public he naturally condemns the advertising as ineffective if it does not produce direct, traceable results. Such a position is, to a large extent, very correct. Although publicity is a very valuable thing, direct results in increased sales of advertised articles are what one should strive after.

Advertising for publicity is not to be despised, and the manufacturing class depend largely upon it. It cannot be denied that the kind of advertising that makes a name synonymous with great excellence in a certain line is very effective advertising indeed. But to make

money-extracting ads. which are the distinguishing characteristics of the most successful retail establishments.

To get direct results, it is necessary to make direct offers. The policy followed by nearly all successful retailers is to use their newspaper space to offer some particular inducements. These merchants never let an issue of their advertising medium or mediums go by without specially emphasizing some particular items. And these successful merchants are decidedly the best examples to follow.

To specify distinct articles with every issue of your advertising medium does

sons" to push "seasonable" goods. Any grocer that takes the trouble to regard his advertising expenditure as a real business getter can find "seasonable" things to specify in his advertising space from the 1st of January to the 31st of December every year.

Many retail advertisers lose faith in advertising through lack of patience. It cannot be expected that every ad. you place shall result in a mad rush of the public to your counters. But few advertisers whose business is sound and capital fairly adequate, and who back up every advertised announcement with a square deal, have ever given up advertising.

Here's what John Wanamaker, the great retail merchant, recently said about advertising:

"If there is one enterprise on earth that a 'quitter' should leave entirely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom. He should learn before he begins it that he must spend money—lots of it. Somebody must tell him also that he cannot hope to reap results commensurate with his expenditure early in the game. Advertising doesn't jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

"Advertising doesn't jerk; it pulls." That's the point, it pulls. If you advertise right, and in the right place, and keep on doing so, you'll get there sure.

...

"Hornor's Busy Corner," Brandon, Man., has sent in a couple of circular advertisements for criticism. These ads. are printed on sheets about 12 by 15 inches, and appeal to the buyer chiefly on account of price. For this form of advertising these two ads. are very good. Necessarily, they have little of typographical elegance, and are printed on ordinary newspaper stock. Providing these circulars are read, they should dispose of a lot of goods—which is, after all, their main purpose, and if they do this they are good ads.

We can offer no improvement to these circulars except, perhaps, with regard to their typographical appearance. This is not such as would appeal to the more refined class of people. This class—as regards groceries—is pretty nearly as susceptible to the appeal of low price as any other class of people, but might be repulsed by the coarse appearance of these circulars. But we should judge that the nature of the special sale which these circulars advertise might not justify the increased expense of a nicer typographical job, although if the circulars were neater in appearance with a trifle more of "quality" argument as well as the price array, they would probably appeal

## GIBSON'S GROCERIES

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### PURE FRUIT

**Hand Picked and Packed in Hermetically Sealed Jars.  
Preserved by Wagstaff.**

Cherries, - - - -	30c
Raspberries, - - - -	30c
Peaches, - - - -	30c
Pears, - - - -	30c
Plums, - - - -	30c

---

**Pure Rich Orange Marmalade, 20c and 25c**

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## J. S. GIBSON

PROMPT DELIVERY                      'PHONE 10

his advertising fully effective, a retailer should strive after increased sales, traceable to his advertising.

That being the case, it is obvious that the "card" form of advertising, such as "John Jones, Family Grocer, 16 Main Street," is about as obsolete for retail commercial purposes as the quill pen.

Cards such as this undoubtedly have a certain publicity value, and if placed in a buyers' directory column, may even be responsible for a certain amount of direct returns. But such cards are not to be compared to the live, interesting,

not mean that you must be always offering "bargains." But, as far as that goes, you will observe that all distinctly successful advertisers convey the impression that every article offered is really a "bargain"—and do it, too, without "knocking" the other fellow. You can convey the impression to your public through your advertising copy that every item you advertise is a bargain, without calling it a bargain at all. That's part of the knack of writing good copy.

The proper thing to do is to make the very most of the customary "sea-

to a wider class of people and be that much more effective.

The "limerick" form of advertising seems to be growing more popular every day. We have received a few samples of advertising written by Miss Nora Laugher, for the grocery of Dixi H. Ross & Co., Victoria, B.C., among which are a couple of "limericks." They are quite amusing and quite liable to impress the point on the minds of readers. All the samples sent in appear to be distinctly original. Of their selling power we are not so sure. The "Oysterology" ad., might be improved by leaving out a few of the items, and the space occupied by some argument, tersely given, with the idea of inducing the reader to decide which brand to buy. Quite frequently the listing of a lot of similar articles in the same space under different branded names, at different prices, confuses the buyer, instead of assisting him to a decision.

The "Del Monte" limerick ad. is a better sample of selling advertising because it not only amuses, but creates no confusion through a multiplicity of similar articles under different branded names at different prices. It emphasizes the goodness of "Del Monte" brand, mentioning the different varieties and their prices.

A good, straightforward ad. is that of J. S. Gibson. Short and to the point, eloquent with price, clean and simple in set-up, this ad. is very convincing.

**A BREEZY NOTE FROM FLORIDA.**

**Canadian Traveler Tells of Business and Climate in the Sunny South.**

The Grocer this week received a rose-laden epistle from Frank Menzie, sales superintendent of the F. F. Dalley Co., Hamilton and Buffalo. Frank has been so long on the road in Canada, particularly on the north shore, that his many friends and old customers and "the boys" will be glad to hear from him.

Frank, when writing from Jacksonville, Fla., under date of February 21st, says:

"I can assure you that when we read the papers from the north and hear of the blizzards and snow storms the travelers are having up on the north shore, we pat ourselves on the back and say, 'lucky beggars.'

"I have with me here W. H. Thompson, better known as 'Billy,' who traveled a great many years on the north

shore, and many hours we spend sitting out on the verandahs talking over old times, and imagining the boys plowing through the snow up north, while we are down here picking roses and eating strawberries. Billy came down here with a fur-lined overcoat, and he was quite a curiosity on the streets. He has had to discard that, and now he has taken off his light overcoat, and if it were polite he would be sitting in his shirt sleeves now. The weather has simply been delightful, and what else to make it still more pleasant is the fact that we have a fine business. Of course, you know we are selling 2 in 1 Shoe Polish, and yet leads all others in the south.

"I am making arrangements with several different points to ship it south in carload lots, and then distribute it.

"When you come to think that we have done almost half a million dollars' worth of business last year in the United States, it makes one wonder what the sale will be in a few years hence, as it is only in its infancy now.

"The south is very nice for two or three months each year, but we all would prefer living up north, and in all my traveling experience, which has been for the number of years I have been on the road, no place do you meet the genial good fellows that travel north. F. D. Menzie, my son, is here, and W. H. Thompson is from Hamilton, Canada. We have a number of men covering the Southern States, and in a very short time will put on twenty more. I leave myself to-night for one of the extreme southern points of Florida—Tampa.

"In meeting any of the boys, give them my regards, and hoping this will find you enjoying your usual good health.

"Yours truly,  
"FRANK MENZIE."

# OYSTER - OLOGY

"Why, if you only took a score o' Oysters every day, sir, you'd eat a hyponecorous in a month. Bless you, they works mirables, they does. Look at old Dick Skedge now. Why he'd both feet in the grave and was sayin' his prayers for the last time when the doctor shouts 'Giv' 'im Oysters; fill 'im chock full on 'em,' and they did. Then he began to reprove, an' by the time he'd 'ad five score he climbed out of the grave an' thrashed a fellow as 'ad arranged to marry his widow that was to be. Why, you'll live to be a centipede if you go on eatin' Oysters."

Fresh Olympia Oysters, 1/2 pint jar .....	25c
Fresh Olympia Oysters, pint.....	50c
Fresh Eastern Oysters, quart tin.....	85c
Bluepoints, 1-lb. tin.....	35c
Bluepoints, 2-lb. tin.....	65c
St. James Oysters, 1-lb. tin.....	25c
St. James Oysters, 2-lb. tin.....	50c
Cherry Stone Oysters, 1-lb. tin for.....	30c
Nymph Oysters, 1-lb. tin.....	20c
Mustang Oysters, 1-lb. tin.....	20c
Saanich Clams, 2 tins.....	25c
Clam Chowder, 2 tins.....	25c

## DIXI H. ROSS & CO.

Up-to-Date Grocers

1316 Government Street

Tels. 52, 1052, 1590

# A "Del Monte" Limerick

A big chap from Oak Bay, named Lanty,  
Took supper last week with his Aunty,  
When she offered him fruit,  
He said "Nothing will suit  
But the canned brand known as "Del Monte."

Lanty was certainly rather rude; but then, you know, there's no canned fruit to come up to these:

D. M. Sliced Lemon Clung Peaches, per tin.....	40c.	D. M. Raspberries, per tin.....	35c.
D. M. Yellow Free Peaches, per tin.....	35c.	D. M. Gold Drop Plums, per tin.....	30c.
D. M. Apricots, per tin.....	35c.	D. M. Egg Plums, per tin.....	30c.
D. M. Bartlett Pears, per tin.....	35c.	D. M. Greengages, per tin.....	30c.
D. M. Strawberries, per tin.....	35c.		

## DIXI H. ROSS & CO.

UP-TO-DATE GROCERS, 1316 GOVERNMENT ST.  
Tels. 52, 1052, 1590.



# THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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## BENEFITS OF FRENCH TREATY.

The new Franco-Canadian treaty, whose conditions were given in detail in these pages some weeks ago, has been discussed at considerable length in the House of Commons during the last couple of weeks. While some points seem to afford possibility of disadvantage to Canadian trade, a careful study of the discussion and the schedules of the treaty seems to show that, taken as a whole, the treaty will be decidedly beneficial to Canadian interests. All in all, Messrs. Fielding and Brodeur are to be complimented on the success of their negotiations.

Mr. Zimmerman, of Hamilton, brought out a couple of striking instances of benefit last Friday when he mentioned that as a result of the new treaty the International Harvester Company had practically decided to manufacture the whole of the machinery for their export trade, now amounting to over \$2,000,000 annually, in Canada, and again, when he told of being assured by a prominent pork packer that the new treaty would probably result in restoring the large canned meat trade which Canada enjoyed with France some years ago.

The treaty seems to offer rather a material discouragement to Canadian wine growers, as has been strongly represented by the trade, and it seems that it might be advisable in this connection to advocate a bounty for the production of Canadian wines of certain standards. This matter is one which might well be considered.

## THE GROCER'S WIFE.

"She's the greatest asset in my business," said a successful grocer the other day. "She smiles in more customers than all the advertising and specials I can offer."

This man looked at the matter in a very practical way, and yet to some extent he was right. Just how far a grocer should expect his wife to help him in the practical side of his business is a matter which will bear a good deal of consideration. If a man is just starting in business and can't well afford an extra clerk to help him on Saturday nights and on rush days, it seems only right that his wife should turn in and help him to the best of her ability.

The wife's place primarily, however, is to make and keep a home, and if she does this well it will take practically all her time. No matter how much he needs it, it must hurt a man somewhat to see his wife behind the counter sharing in his work, and this should, as much as possible, be avoided.

There are numberless other ways, however, in which a grocer's wife may be materially helpful to him. For instance, she can "smile in" the customers, as did the wife of the man mentioned above. Some time spent this way and in good-natured gossip with the store's patrons should not be beneath her dignity. We take it for granted, of course, that every grocer gets a wife who can smile attractively. Then, with the average grocer there are usually some supposedly-empty butter crocks down cellar, from which a good many cents could be realized if they were carefully scraped out. This is something the wife could do better than anyone else. Again, there is butter to be worked over which can readily be done in the house. Or, when there are half a dozen baskets of peaches left which are on the point of spoiling, the wife could prevent loss on these by preserving them. As a "home-made" line such goods would find a ready sale.

If the grocer has a small trade in cooked meats his wife might save a good many dollars and build up this trade by doing the cooking in her own kitchen, or, if she has had a business training, she can turn in and give him a hand with his books or make out his statements. One grocer we know even sends his wife to collect his accounts, and she appears to be highly successful. This, however, seems to be carrying a good thing too far.

These suggestions, of course, are for the average grocer, who must take advantage of every opportunity to make business go.

There are other grocers whose wives never see the store from one week end to the other, and who are able to give pink teas and drive around behind a

coachman. This is all right, too, in its place, but it is incumbent on a wife of the class to make home a mighty comfortable place for the bread winner who spends his time behind the counter or more probably in the office.

Here's another idea from a grocer whose wife, while she does not spend any time in the store, takes an active interest in the business. She furnishes him with tested recipes which he hands out at opportune moments to customers—young brides and the like—who he finds are looking for that sort of thing. And he says it works exceedingly well. For instance:

"Have you made your marmalade yet this year, Mrs. Simmons? No? I can give you something a little special in oranges this week. And here's a recipe my wife tried the other day. It's a daisy, too. Would you like to try it? Certainly, take the sheet with you." Ten to one Mrs. Simmons is tickled and buys the supplies for the marmalade. Numerous other possibilities for a development of this idea will present themselves.

Whatever be her station, the grocer's wife can be either a mighty big help or a most discouraging hindrance. From observation we believe the former kind is greatly in the majority. And may they be blessed for it.

## A LESSON IN SUBSTITUTION.

A group of wholesale grocers were the other day discussing how far a merchant could go in offering another line of goods to a customer than that which had been asked for.

"It is a dangerous thing," said one of them. "I learned a lesson to this effect a good many years ago. I was in a drug store waiting for my turn to be served. A customer came up and asked for Blank's pills. The kind he asked for were being cut a great deal in price by the department stores, and while the druggist was in the act of wrapping up the pills asked for, he suddenly thought of a kind which had been put up for his own store and on which he made a better profit. He told his customer that he had another kind in stock which he thought were even better and could be obtained at a better price. 'Haven't you any of Blank's pills?' quietly asked the customer. 'I have,' said the druggist. 'Then give me Blank's pills,' replied the customer, in a frigid tone. That druggist told me years afterwards that he had never forgotten it and was always now very careful when he offered to substitute a line of goods for that which had been asked for. 'And,' concluded the wholesale grocer, 'I have never forgotten it either.'"

"After all," remarked another of the wholesalers, "a great deal depends upon the tact of the salesman when an effort is being made to offer a customer a line of goods other than that asked for."

## THE SITUATION IN THE WEST

Bill Amending Charter of Grain and Produce Exchange Passed and is Affecting Business—The General Business Outlook—Active Preparations for Building.

The Western Viewpoint by our Special Winnipeg Correspondent.

The bill amending the charter of the Winnipeg Grain and Produce Exchange has passed the House and now the members of the Exchange are trying to find out where they are at. As soon as the bill is assented to it becomes law and all private rights of the members in the trading room and the quotations posted therein cease. The Exchange has made no official statement in the matter as yet, one general meeting has been held for the purpose of obtaining the views of the members but nothing has been given out for the public.

The effect on business is very apparent already. New York brokers with big connections in the West are anxious to close out open trades fearing they know not what as rumors have been strong in New York that the price of the seats has dropped from \$2500 to \$1,000. As a matter of fact a seat that was bought at \$2,500 was sold last week for \$1,600, though this is the only one that has been traced so far. It is worthy of note that the Hon. R. P. Roblin, before bringing forward this confiscatory legislation took the precaution to sell his seat. The price received it is understood was \$2,700. The business of one house from the south; namely, Chicago, New York and Minneapolis, which has been heavy for months, running from 500,000 to 1,000,000 bushels a week has dropped off to less than 10,000 bushels in two days. There is every indication that until something more definite is known of the effect of the bill that business in wheat will be seriously affected.

It is quite among the possibilities that the Exchange not being able to control the quotations may cease to post them and close the trading room. Judging from the talk of members in the trading room and round the pit this method is favored, as it would at once reduce the heavy expenditure which is almost valueless if it is to be the property of Tom, Dick and Harry. About all the farmers have accomplished is to eliminate the small commission men who certainly increased competition and to throw business more than ever into the hands of the big elevator concerns. For a time at least it looks as if there would be chaos in the grain trade, without any resulting benefits whatever.

The annual Bonspiel has drawn to a close and has been well attended. Retail merchants report that the Bonspiel trade has been excellent; several of the larger houses declaring that it has been fully up to last year. As an indication of trade one of the large department stores, The Robinson Co., who make a practice of holding an opening for spring suits during the last week of the

Bonspiel, report that they did a larger and better trade than they have ever done before, selling in one day 75 suits, ranging in value from \$35 to \$125, beside many spring coats.

This is a far cry from wheat but all these things tend to show the actual condition of trade.

Implement men are considering the outlook for spring. Collections have been pressed this year much more rigorously than ever before and large amounts of money have been gotten in, though there is still a large amount outstanding. Purchases were lighter than usual last spring in these lines, and while none of the implement houses seem keen on incurring heavy lines of credit, there is no doubt they are very keen on short date business and will go after it with a rush, once spring is opened.

Real estate business continues to show signs of revival though the inquiry is confined almost exclusively to inside properties with the exception of building lots near the new transcontinental railway yards in St. Boniface where practically a new town is springing up.

Preparations for new buildings are becoming quite active and among the number that will certainly be erected this season is a new elevator and linseed mill for The Manitoba Linseed Oil Mills Company, which will also be located in St. Boniface near the east end of the C.P.R. bridge over the Red River. The machinery has already arrived and the plant complete is expected to cost \$75,000 and to be ready for the crop of 1908.

Returns from various bureaus for the purchase of seed grain for the Dominion Government show that it will be impossible to get all the seed oats required, even by importing them, indeed the bulk of oat seed will have to be imported this year. There will not be much difficulty in getting sufficient wheat, though the price will be high, and the efforts of W. D. Matthews, of Toronto, have materially assisted in the matter of a supply of really good seed barley.

During the week the Seed Grain Fair under the auspices of the agricultural societies of Manitoba, was held at the Agricultural College. For the purposes of this fair the province was divided into three districts, the northwestern, southwestern and eastern. The number of entries was very large and while not a few of the samples could not be scored owing to the presence of wild oats, there was an excellent display of very fine wheat. No man can compete who has

not at least 50 bushels of the same kind of wheat which he can offer for sale. Many of the exhibitors had from 100 to 500 bushels for sale. It was worthy of note that the first prize and grain championship for Manitoba went to Thomas Thomson, of Roden, near Harding, in the northwestern part of the province, a section, by the way, that 20 years ago was supposed to be too frosty to raise wheat. Mr. Thomson is one of the men who went into the Dominion Association of farmers who raise registered seed, he has been working away for eight years and the sample offered for competition was one of the most perfect ever seen in this land of good wheat, being uniform in size and color and very plump and hard. Mr. Thomson was able to offer 300 bushels of this wheat for seed and the price was \$2.50 per bushel and was eagerly sought for at that figure.

A great deal has been said from time to time about this growing of registered seed being a fad, but this looks like a very profitable fad. If country merchants were as enterprising as they ought to be they would never let such an opportunity go past their doors. What a splendid chance to advertise. "We keep the Thomson registered seed wheat" and handle it exclusively. Busy men like Mr. Thomson who have many other interests would no doubt be willing to sell in bulk to a merchant who was willing to take all the trouble off his hands. In this way the merchants would advertise their own business, he would encourage the purchase of good seed and in this way improve the crops of his district and indirectly the purchasing power of all the farmers who came to him for seed.

One of the interesting things in connection with the convention of representatives of agricultural societies, held at the same time as the seed fair, was the number of country merchants who were working hand-in-hand with the farmers to improve the local agricultural exhibition.

Their interest was largely in getting out better stock exhibits and making the dairy exhibits larger and having them more carefully arranged. The writer has attended a number of these conventions in the past but has never seen the spirit of fellowship between farm and town so marked before and it certainly augurs well for the future of the country fairs.—H.

### TRADE NOTES.

Geo. A. Heatherington, grocer, of Ottawa, has retired from business.

G. C. Denton & Co., general merchants, of Sprucedale, Ont., have assigned.

The grocery store of E. A. McKinnon, Winnipeg, has been destroyed by fire.

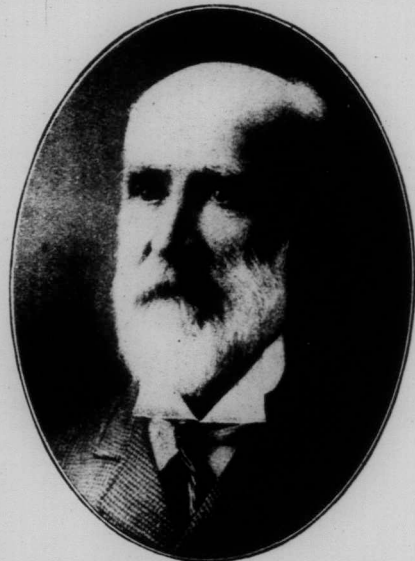
Frank Downs, Bannerman, Man., has taken over the general store business of Mrs. Davis.

## THE LATE JOHN CAMERON

An Appreciation of a Faithful and Old Employee of the MacLean Publishing Company.

(By W. L. Edmonds, General Manager.)

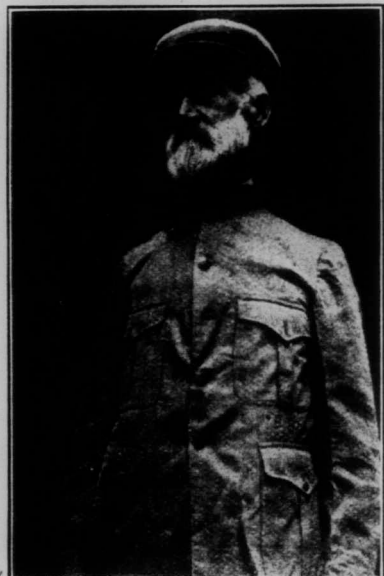
John Cameron, who for twenty years was on the advertising and subscription staffs of the MacLean Publishing Company, died at his home, Durham, Ont.,



THE LATE JOHN CAMERON.

on Monday, February 24. He was 76 years of age.

Mr. Cameron was well-known by the business men of Canada, and particularly by those in Ontario, to which province his territory had been chiefly confined during the last few years. During the twenty years of his service he not only several times covered Canada from ocean to ocean soliciting sub-



The Late John Cameron in His West India Garb.

scriptions for the MacLean trade newspapers, but he visited Great Britain and the West Indies with the same end in

view. His trip to the West Indies was taken three years ago. His health was failing at the time and the company insisted that he make the journey. He would only go, however, on condition he was permitted to solicit subscriptions. He not only visited the principal islands, but spent some time in British Guiana, on the mainland. How thorough his work was may be gathered from the fact that before he was away a month he sent a rush order for more subscription blanks. The supply he had taken with him was exhausted.

This was typical of the man. He could not rest. His heart was in his work up to the very last. Work was as breath to his body. Last winter the company wished to send him to Florida for a rest. "What is the use of my

either be an advertiser or a subscriber until he had obtained his signature to an order. Some years ago there was a business man in a certain town whom he had all day been unable to see. He had to leave by early train next morning and so after ten o'clock at night he located the merchant's private house. The place was in darkness. Nothing daunted he vigorously rang the bell. The merchant stuck his head out of the window and enquired who was there. "It's the representative of The Canadian Grocer," replied Mr. Cameron, "and I want your subscription." And he got it.

Mr. Cameron was one of the most likeable of men. He was as true as steel. No one can remember him saying an unkind word of anyone. He was always looking at the best side of people, not at their worst. Those who knew him loved him. He did not blow hot one day and cold the next. He was always the same. The MacLean Pub-



The Late John Cameron When in Scotland in the Interest of the MacLean Trade Papers.

going there," he remarked to the writer when the subject was broached. "I'm afraid I won't be able to get many subscriptions there." And because he did not think Florida was a good subscription field he would not go there for his health. He simply could not be induced to take a rest for purely rest's sake. Five years ago the company proposed to retire him on full pay, but he scorned the idea.

Mr. Cameron was a persistent as well as a hard worker. He had faith in the MacLean's trade papers and firmly believed it was in the best interests of the retailers that they should read them and that manufacturers and wholesalers should advertise in their columns. He was nothing short of an enthusiast in this respect. In his quiet, pleasant and unostentatious way he would never let up when he thought a man should

publishing Company will miss him, not only as a valued and trusted employe, but what is more valuable still, also as a trusted and tried friend.

Deceased was unwell the greater part of last year. He spent the summer in Muskoka, but in September he insisted on again taking the road in quest of advertising, but was only out a few days when he had to give up and return to his home in Durham. A few weeks ago he was stricken with paralysis from which he never rallied. His remains were interred in Durham on February 27.

F. M. Lee, general merchant, of Ponoka, Alta., has been succeeded by Kennedy & Sinal.

Warren & Moon, grocers, of Port Dover, Ont., have dissolved partnership, E. Moon continuing the business.

# Grocery News from Coast to Coast

Bright Letters From Our Own Correspondents in Canadian Cities and Towns—Business Gradually Recovering From the Effects of the Financial Depression.

## BRANTFORD.

The annual reception and at-home of the Grocers' and Butchers' Association of Brantford, which was held at the quarters of the Brantford Conservatory of Music, on Tuesday evening, Feb. 18, was a success in every detail. In the past the annual assembly of the organization had taken the form of a banquet. A departure was made this year in order to have the presence of the ladies at the function. In addition to the members of the association and their wives, there were numerous invited guests. These came by invitation which the members extended them. The tickets in this connection were 25 cents each, and a member of the association who issued them to friends was responsible for payment. Many of the members honored some of their faithful customers with tickets, thus showing their appreciation of their steady patronage. The first part of the evening was passed in progressive games and social intercourse. A dainty supper was then served, after which a choice program was given. Fred Corey presided. There were instrumental and vocal selections and recitations. Joseph Bowes, of this city, a former grocer and butcher, gave a brief address of a reminiscent character.

Joseph Ruddy, manager of the Brantford Starch Company, has been unanimously elected secretary of the Brantford Board of Trade in succession to George Hately, who resigned. Mr. Hately is not only well known to local grocers, but to the trade in general throughout the western part of the province by reason of the fact that he was formerly secretary of the Western Dairyman's Association of Ontario. The new secretary, Mr. Ruddy, is an alert business man who for some years has been connected with the Starch Company, which, under his management, has made marked growth.

Reg. Welsh, of this city, has acquired the grocery business formerly carried on in West Brantford by the late George Wright. The new owner is a young man of ability and enterprise and has a good field for the future.

The Bank of Nova Scotia will establish a branch in this city in the course of the next couple of months. The premises lately occupied by Mr. Serles,

\*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

the grocer, and formerly by W. F. Cockshutt's grocery, have been secured by the bank and will be converted into banking quarters. They are admirably situated on Colborne St., opposite the market.

Robert L. Foulds, the fruiterer, has vacated his premises on Colborne St., and has removed to quarters on Market St., where he will continue his business.

## CHATHAM.

Chatham is just now enjoying the best sleighing—in fact, pretty nearly the only sleighing—in several years. While the heavy snowfall means a tying-up of everything for the first day or two, after that while the cold weather lasts there is brisk business.

Another result of the cold weather is a good ice crop. C. E. Lister, of the Maple City Creamery, harvested 500 tons for that concern during the last cold spell, and other private users have pretty well provided for their needs. Both Fleming & Tillson and J. M. Terry have done a great deal toward filling their houses, and if the cold weather continues there can be no doubt of an adequate supply. All of which will help to boom the trade in perishables next summer.

Since the middle of last fall, butter and egg prices have continued steady, butter ranging between 28c. and 30c. per pound, and eggs fetching like prices per dozen. There never was anything like it in Chatham before, and householders mourn the days when eggs sold for 10c. On Saturday, potatoes, which hitherto have brought \$1 per bag, advanced to \$1.25.

Wilfrid McCorvie, of John McCorvie & Son, was in London last week, attending the reunion of Scottish Rite Masons. He reports a first-class time.

Taylor & Williamson, who recently leased their premises to the new 5 and 10c. store, are advertising a sale of goods at cost prices.

Geo. Stacey and sons Percy and Harvey, visited the old home in Port Hope last week.

W. H. Curran, at present traveling for O'Brien Bros., cigar manufacturers of this city, contemplates opening an up-to-date meat shop in the Alexandra Block.

Last week the Collinge Block, Wallaceburg, was visited by fire. The block was a one-storey frame, owned by Sam-

uel Collinge, and the loss was \$3,000, with \$1,800 insurance. The confectionery store of Miss Addie Collinge was damaged to the extent of \$1,500; insurance, \$600.

The Wallaceburg Sugar Company has resumed operations on imported raw sugar. The company has offered to supply gratis all the sugar required for the Shacktown sufferers, in Toronto. Wm. McNairnie, of McNairnie Bros., Wallaceburg, contributed a barrel of flour to the same cause.

G. C. Crawford, of Merlin, last week purchased the grocery business of W. T. Martin, Highgate, and has assumed charge. Mr. Crawford is a practical baker and confectioner and will run these branches in connection with the grocery.

D. B. McDonald has severed his connection with R. P. Adams' butcher shop, Tilbury, and contemplates setting up for himself.

W. B. Shaw, Merlin, has installed a fine tobacco case in his place of business.

In order to prepare for a contemplated change of business, G. J. Watts, the Thamesville general storekeeper, advertises his entire stock for sale at bargain prices.

F. Gregory, of the Leamington Canning Co., has returned from attending the Canners' Association meeting at Hamilton. The company recently shipped two carloads of canned goods to Glasgow, Scotland.

From reports received it seems that burglars have been busy in various general stores in Essex county. The post office store at Cottam and 3 stores at Maidstone were among those visited, the burglars showing a weakness for plundering the Dominion by striking such places as looked after His Majesty's mails.

Oil Springs, Lambton County, is the latest location for a canning factory, a party having approached the Municipal Council on the subject. A flax mill is also contemplated.

## GUELPH.

Harding Bros., wine merchants, are shortly to vacate their present store, and will run their liquor store on McDonnell St., and Jackson & Son, grocers, will in all probability extend their present store so as to take in this store their present quarters being too cramped. Both stores would make an up-to-

date commodious store. In fact it was all one store under the old firm of Jackson & Hallett, until the grocery stores were prohibited from selling liquor and the partition was then put up.

G. H. Knox & Company are about to start up one of their 5, 10 and 15 cent stores in Guelph.

Jas. Shields, the Waterloo Ave. grocer, has installed an up-to-date, new 30 lb. Toledo scale, and also a cheese cutter, and both make real nice fixtures. It will be up to "Jim" to tell us now whether a cheese cutter pays or not.

There was a reaction on the Guelph market on Saturday and the farmers who have been storm stayed took advantage of the beautiful morning and improved roads and came in large numbers. The result was a big market, the largest for many weeks, and prices took a slump, butter going as low as 23c. a pound, and eggs 25c. a dozen. Potatoes were 90c. a bag, while apples sold at from 75c. to \$1. The stores are again well supplied, and the outlook is that eggs and butter will drop considerably before this week is out.

D. Jackson, of Jackson & Son, had an unpleasant experience this week. He received a telegram from New York that his son William was dead, and shortly after got a telegram from his son saying that he was not dead and was working that day, and that there must be some mistake. This was certainly welcome news to the family, as Mrs. Jackson, Sr., is at present lying sick at the General Hospital here.

The morning up train, No. 91, leaving Guelph at 10 a.m., and the down train, No. 94, leaving Goderich at 4.50 and Guelph at 7.20, are to be taken off immediately, by order of Supt. Osborne, of the Guelph & Goderich Railroad. This will indeed be disappointing to travelers as there are so many small places on this line that it would not pay a traveler to spend a day in. The general opinion is that to reduce expenses in that way will be more inclined to send the traveler around by the G.T.R.

The busiest man in town this week was Fred Tobias, traveler for Todhunter & Mitchell, Toronto, who came in and tried to call on all the grocery stores here in one day. The firm will have to provide him with an automobile. When last heard from he was still going.

The Guelph Co-operative Grocers' and Bakers' Association held its annual banquet on Thursday night last. There is one feature above others that makes this annual function unique. Everything placed on the festive board was the product of the co-operative establishment, and the people were practically eating their own supplies, put before them at a nominal charge, a charge that would scarcely seem to pay for an ordinary banquet. S. Carter, who is called the

father of co-operation in Guelph, occupied the chair, and during his speech said a cure for hard times, tight money etc., was co-operation here as it is carried out in England. He showed where this Guelph association would have \$3,000 on hand after paying the present year's dividends. The last week's business had totalled \$840. This year they paid two per cent. less dividends than last year, but accounted for that fact by loss from fire and starting a new butcher shop.

In talking to some of the smaller stockholders about the organization, there seemed to be considerable grumbling to your correspondent, but others seemed well satisfied. The general opinions expressed by the grocers in the other stores is that they will not be able to pay such dividends. How can they pay a man eight cents on every dollar's worth of groceries he buys from them. The profits in a grocery business to-day are not large enough to do it and the grocers will watch with considerable interest the outcome of this association. Some of the officers of the association think the other grocers and bakers are all against them and their way of doing business. But while most of the stores have lost a few customers there is room for us all as yet and if these people can show us how to make any more money out of the grocery business, why more power to them. The more the merrier. They say opposition is the life of trade and to give this association credit so far, there has been no cutting of prices.

If some of the larger tea houses have stopped selling a 25c. package, there are already others, in fact, several, new brands, right on the market after the 25c. tea trade, each one thinking that this is an elegant opportunity to get their teas introduced on the market. The question is will the retail grocers support the 30c. or 25c. price. The grocers ought to get together and decide, as an association. With the number of tea peddlers that Guelph is overrun with every day from door to door the grocers don't get their fair share of the tea trade. It is not all the tea peddlers who do price cutting, but just one or two persistent canvassers who insist on leaving tea, whether ordered or not, and at any price to suit the purchaser. One lady told me she had five caddies of tea stacked up in her house and she would not use one of them and could not get the peddlers to take them away. Such action as that ought to be stopped by a combined effort on the part of the grocers, it could be done. It is worth 5c. a pound also to have to introduce a new brand of package tea.

W. H. Fielding has quite an idea in the way of an order sheet for his customers who live at a distance from his store, with his name and address on it and stamped. All a customer has to do is to fill in the order and drop in the box in the morning and his groceries will be delivered that day.

It was quite a pleasure to see by your Saskatoon news last week that one Guelph boy is doing well there. Fred McKinnon, of the Hub Cigar Store in that town, hails from here.

KINGSTON.

A great many of our grocers have a hobby of one kind or another. Many have choice live poultry, fancy bred stock. Some belong to fraternal societies, some skate, others can be seen and heard curling, and not a few slide back to the office and worry and wear out their brains over the books, and so the days come and go till the bugle sounds and the weary grocer is laid to rest.

Alderman Jack Carson is introducing a by-law requiring that the head and feet of poultry be removed and the entrails be withdrawn. He felt that people should not be made to pay 12 to 18c. a lb. for what must be thrown away. A lot of crowing and cackling occurred and it was left as a nest egg till another meeting of the council. Butter may yet reach 40c. a lb. Merchants have had to advance to 35c. this week.

Chas. Saunders, after giving the much talked about cash business a trial since January 1, is well pleased and strange to say didn't lose a customer, although he looked for a falling off. I tell you and you all know it is a big contract keeping track of what people eat and drink. All kinds of systems are recommended to help the poor grocer on this vexed problem but none of them equals the cash system. In our frantic efforts to push ahead we sometimes find a year hence we are where we began and perhaps a step or two behind. If a percentage of the best grocers in each city would unitedly club together and go in for cash it could be accomplished. As it is, if Jones adonts cash. Brown opens his arms and gets Jones' customers as a rule.

Look at 5 and 10c. stores and departmentals. It is a pleasure to see them do business. We may not like their cutting but their systems are up-to-date.

No more 25c. package tea after the last issue is used up. Well, better quit than resort to old tea and cheap mixtures. Most people are satisfied to pay 30c. for a good article. You can't draw a good trade with bad goods. You may fool the people once in awhile but they will fool you in the end by steering clear of your store.

J. Gould, broom manufacturer, died last week after a few weeks' illness. He had a fall some months ago and never got over the bad results. He was full of life and energy, was a good salesman, and had built up a fine trade.

The grocers who took contracts a year ago to supply institutions, feel uncomfortable over their venture. They contract low and there has been such a steady advance that I don't blame them for feeling that way and hope it will be a warning in future. It's better to put down good prices and make some profit for there is a lot of labor and it interferes with regular trade.

Armstrong, of Warren Bros., is booking orders for future delivery of Japan teas. Armstrong has worked up a good trade here and it is no easy place to

## THE CANADIAN GROCER

work as we have a lot of wholesale houses here.

Robertson Bros. are pushing the new Schram fruit jar. They claim it is a great improvement on the old style of screw top crown jars.

Jam, jellies and canned goods are moving freely now.

He who may choose to chew, let him chew. Following the advance on bread comes the terrible news that chewing tobaccos, Napoleon and Prince of Wales were put up 2c. a lb. If Macdonald's factory puts out 500 caddies of these two celebrities a day it means \$200 a day in his purse and a pretty decent salary a year. Well it doesn't matter a great deal. Grocers generally sell it for cost price.

### LONDON.

Wholesale trade has been rather quiet the past week, due to the bad condition of the roads. Prices are unchanged. The St. Lawrence Company reduced the price of their sugar ten points for a day or two and then restored it to the old figure. Good quality teas remain firm and lower grades are a little easier. Fine coffees are very firm, which may also be said of cereal goods of all kinds.

In retail lines there is little new to report. The fine weather of Saturday brought many farmers to market as a consequence store-keepers were kept busy. Dealers are all talking about the approaching banquet, for which all arrangements have been made. Guests are expected from Toronto and all the wholesale houses will be represented. When the London grocers undertake anything of this kind it is invariably a success, and there is every reason to believe next Thursday night's function will prove one of the most enjoyable affairs of the kind yet held in the Tecumseth.

Provincial Government lecturers on dairy matters have been in attendance at all the cheese factory meetings in this vicinity, instructing those interested on methods, which, when put into practice, are said to be of much value.

### MONTREAL.

The partnership of Munro & Lloyd, grocers, St. Catherine & MacKay Sts., has been dissolved, Mr. Lloyd having severed his connection with the firm. The business is being carried on under the sole proprietorship of D. D. Munro.

Among the laboring classes it has been felt quite keenly, as several large plants have been either working on short time, or closed down entirely. Some of the railway shops are working on short time at present, thus making the situation rather dull for the grocer catering to this class of trade, customers only buying the absolutely necessary articles of foods, and being somewhat

behind in payments. However, with spring approaching, and the subsequent increase of business in general, which accompanies it, an improvement in trade is naturally expected, and things will return to their former condition.

The grocery store formerly occupied by Baker & Co., St. Catherine St. West, is now being conducted under the name of the "Boston Branch" with Frank N. Mullin as manager.

The Montreal Retail Grocery Clerks' Association, recently held a very successful euchre party.

The G.T.R. shops at Point St. Charles are working on short time at present and are likely to continue so until the spring. This will affect the trade in the Point to quite an extent, as a great many of the customers there are Grand Trunk workmen.

A. J. Hodgson, of Hodgson Bros. & Rowson, and John McKengow, of A. A. Ayers Co., Montreal, have left on their annual trip to Europe.

One of the Canadian commercial agents located in Australia, in a recent report, gave considerable information regarding the Australian dried fruits industry. He stated that in 1907 250 tons of Australian dried fruits found a market in Canada, and special efforts are being made to largely increase the results achieved during the period of the initiation of the business. In speaking to some Montreal wholesalers of the prospects for these fruits during 1908, The Grocer was informed that the reason they found such a ready market in Canada last season was because of the scarcity of Valencia and other raisins and the consequent high prices. But as the Australians proved to possess good quality, and if the quotations for the coming season are in keeping with the others, there is no reason why they should not find a market in Canada. As yet, no quotations have been received here, and all depends upon the prices to decide whether these goods will be a factor on the Canadian market in 1908 or not.

Calling on some of the Westmount grocers, The Grocer found that a good amount of business was being done in that city but several dealers complained greatly of the difficulty in making collections. No doubt Westmount people have been greatly affected by the stringency of money. One grocer stated that another reason was the fact of several west-end concerns having either been closed up, or working short-time, but matters are assuming a rosier appearance and a better state of affairs is looked for in the near future.

The recent advance in the price of package teas has not as yet affected the trade, as mostly all retailers have a stock on hand, and are selling at the

old price, but it is expected that when these stocks are run out, and the higher priced put in, it will tend to increase the sale of bulk tea. The 25-cent package has been a popular line for some years, but with the price advanced to 30 and 35 cents, people will be inclined to buy bulk tea in the opinion of many grocers.

There is a great scarcity of molasses on the local market at the present time, and the stocks are not likely to be replenished until the arrival of the new crop in June. Some retailers have been lucky in having a stock which will be sufficient to meet their requirements until June, but others who are not stocked are feeling the effect of the scarcity, as a large quantity of molasses is consumed each year in Montreal.

The grocery of J. Foster, Pine Ave., was broken into by burglars one night recently, but fortunately nothing was taken, as the intruders were disturbed in their work by the arrival of a constable.

The grocery of V. Legault, Wellington St., was the scene of a small fire recently. The blaze was extinguished before much damage was done.

William Stewart, head brewer for Wm. Dow & Co., Montreal, passed away last week. Mr. Stewart had been connected with the firm for twenty-nine years, and was well-known in business circles. W. Murray, Montreal manager of E. W. Gillett Co., of Toronto, is a son-in-law.

### TORONTO.

Retailers report business appreciably brighter the last couple of weeks and those who are making any determined efforts at collecting are not finding a great deal of difficulty.

A good many are laying in supplies of fresh and dried fish for the opening of the Lenten season next week.

Rather a good story came to us the other day. A grocer in the downtown district does considerable trade with celestials. One of these, a new customer by the way, came in, and after gazing inquiringly around the store, said, in broken English:

"Chickenettes, chickenettes, two dozen." The grocer was naturally at a loss and inquired further as to his wants, but nothing more could be drawn out. The Chinaman persisted in asking for "one, two, doz chickenettes." The grocer was about to give up in despair when suddenly the strange customer's eye brightened, and stepping down beyond the counter he placed his hand suggestively on a box of new-laid eggs. The mystery was solved.

Little things count all right. A few days ago a gentleman walked into a very

smart-looking grocery store and purchased a package of popular tobacco. On reaching his home and opening the package much to his disgust and annoyance he found that his favorite tobacco, instead of having its usual moistness, was dry and crisp and, therefore, extremely unpleasant to him. The bad impression caused by this purchase did its work. Now, that customer avoids that particular store for his tobacco at least. Had that particular grocer kept his tobacco away from the heat and air of the room and preserved its quality in an air-tight case, as regular tobaccoists do, the probability is that he would have retained that customer's business.

Just how many similar customers' trade that grocer lost is, of course, unknown, but it may be assumed to amount to a considerable sum each year. This is no isolated case. It is all too common among lots of grocers who are failing to keep close to the details of business. A word to the wise is sufficient.

J. Wylie & Co. have opened up a fine grocery on Bloor St., near Bathurst. The fittings are in weathered oak and entirely up to date in every particular. All modern grocery conveniences are to be found in the store. A special confectionery and candy department is a bright feature.

Hockey games have been in great vogue among wholesale grocers this season. Last Saturday the office staff of H. P. Eckardt & Co. met the warehouse staff. The result was all in favor of the office bunch who didn't do a thing to their warehouse friends. The game was made interesting by the "snappy" playing of Jim Forbes, who insisted on sitting on the puck whenever he came near it. The final score was 6-0, which indicates pretty accurately just how much the office did to the warehouse.

The line-up was as follows:  
Office—Goal, F. Wilkinson; point, Brown; cover, J. Wilkinson; centre, Andrew; rover, Quigley; right, McEwan; left, Hoath.

Warehouse—Goal, Scott; point, Jackson; cover, Thompson; centre, Anthony; rover, Forbes; right, Joyce; left, Rowntree.

A meeting of the Grocers' Section of the Retail Merchants' Association was held in the association's board-room on Monday evening. A deputation was present from the master bakers and the troublesome matter of bread-weight was discussed at considerable length. As the matter stands now, the loaves may be inspected in the grocery stores, and in some cases, the grocers have been held responsible for infractions of the law. A resolution was brought forward and passed to the effect that the inspection of the bread should be made in the bakeries and not in the retail stores.

There was considerable discussion also over the proposed amendment to the Division Court Act, which will probably come before the local house this session. This amendment, if carried through, will provide a much easier method for the collection of small accounts and its machinery aims to make the court and not the retailer, responsible for the collection of the account after decision has been given.

The majority of local grocers had some stock of package teas on hand before last week's change in prices was announced and as yet have not had to tell the public of the advance. Most of them seem to regard the change as favorable to them from the fact that they will now be able to sell more bulk tea.

#### VANCOUVER.

Californian eggs have created a small feature in the local market. They have come in such good quality that the local stock, if they had not had to come down in price, have at least had no chance of going higher. The article from California is far better this year than last, and is selling retail at 40c. It is difficult to tell the difference between them and the local variety. Easterns are selling for whatever they will bring. They have been in stock for awhile and the wholesale price varies from 22c. to 30c. The outlook for them is not good.

With conditions in the south affecting the orange crop, prices have stiffened here, though increases have not yet been reported. Lemons are easier than usual and retail at 25c. per dozen for the best and 20c. for the smaller.

Hams and bacons are also lower, or at least the price is not so firm, and ham quotations are even 16c. and 17c. for good quality.

A number of cars of Wenatchee apples have been imported from Eastern Washington during the past week, but as good varieties that will keep are not plentiful, prices have been well maintained.

Lamb and mutton, local grown, is still short on demand and little will be offering for some time yet. On the steamer Aorangi, which arrived from Australia, were 3,207 carcasses of mutton, and 70 cases of canned meats. The cargo of this boat had other lines that are worthy of note by the supply houses of this country. Among the many items were 343 cases of milk, 10 cases of preserved soup, 11 cases of arrowroot and 700 cases of butter.

Advices from Dawson are that the merchants are doing a steady business, and are looking to a revival of trade, when some of the big companies begin spring operations. Several large concerns, such as the Ogilvie Dredge Company and others of similar character, are counted among the new customers this year. Butter and eggs are becoming more self-assertive each day. Some of the quotations may not be uninteresting,

especially to eastern readers, who may not be familiar with conditions in the Yukon. Retail prices: Eggs, storage, 75c. dozen; butter, two pounds for \$1.25; cheese, three for \$1; sugar, 10 lbs. for \$1; tobacco, westover, 75c. per plug; T. & B., 3 plugs, \$1.25; rolled oats, 7 lb. sack, 75c.; corn meal, 10 lbs. 75c.; Cream of Wheat, package, 50c., 3 for \$1; corn starch, 5 packages for \$1; Van Houten's cocoa, \$1.50 lb.; maple syrup, Log Cabin, \$1.25 per half gallon; canned fruits, Canadian, all sizes, 3 for \$1; bacon, 40c. and 50c.; canned peas, corn, or tomatoes, 25c. can; ham, 37½c.

Business on the whole, in the coast cities, is encouraging. The proprietor of the largest departmental store in Vancouver states that notwithstanding the depression his business for January was ahead of the same month last year, and is ahead also for this month. This is in every department, individually and collectively, except that of jewelry. In no one month has there been a decrease.

The troubles of the retail grocer, in so far as they relate to the wholesaler selling direct to the consumer, and so cutting in on trade, are again coming to the front. One of the local newspapers publishes a story that matters have gone so far that at a meeting of retailers this week it was decided to put it up to the wholesalers to either stop the practice or goods would be bought in the east. The complaint is that hotels, restaurants, logging camps and other large consumers of groceries were supplied direct, and good business thus lost to the retailer. There are cases, say such as the Vancouver Hotel, where objection might not be entered. This is a C.P.R. institution, and if the wholesalers can or will not supply them they can easily purchase in the east, since they would be patronizing their own line of freight, and keeping all the expense interchanged in the family. Still, if the wholesaler sells, he is able to quote a better figure than he could to the retailer.

The Empress of India, which departed for the Orient this week, took 159 tons of Canadian flour, but none for Hong Kong. Word is to the effect that the market at this latter point is overstocked. The Empress carried three carloads of general merchandise, and a quantity of canned salmon.

News from Ladysmith, near Nanaimo, on Vancouver Island, is that business is increasing, although logging camps are not as active as formerly, and there has been a temporary suspension of operations at the smelter and the mines. During the last five months, five new businesses have opened out, and building is going ahead.

From the eastern portion of the province reports are almost optimistic. Small fruit holdings are being taken up on the Kootenay and Arrow Lakes. Land is held mostly by settlers, and the fact that many are going in will mean good business. It will furnish a producing population, which in turn will be a large consumer, and will entrench

## A LENTEN GROCERY WINDOW

A Timely and Attractive Display for the Approaching Season in Which the Grocer Should Reap a Profitable Harvest.

Next week ushers in the Lenten season and with it come possibilities in the matter of business that should be taken advantage of by the grocer.

The feature of the Lenten business is, of course, the fish trade. With a view to helping in the development of this line of business, The Grocer presents herewith a sketch and suggestion for a Lenten fish window, the idea for which was borrowed from our contemporary, the Grocer World.

The window is one which might be very easily arranged from goods carried in any grocery which makes any pretence at all of carrying canned, dried, or fresh fish.

As may be seen, the background is made up of four large pyramids of cans.

- 9. Codfish in one-pound packages.
- 10. Bloaters.
- 11. Bulk codfish.
- 12. Mackerel or dried herring.

An attractively written card, with Lenten suggestions, as shown, hung at the back of the window, would add to the general effect and help bring in the customers.

### NEW PARTNERS IN MONTREAL FIRM.

Announcement is made that W. H. Halford and T. Kusanobu have been taken into partnership by Shaw T. Nishimura, Montreal, and the firm will in future be known as S. T. Nishimura & Co.

### WOODSTOCK.

The Guelph correspondent tells of a grocer who lends orange slicers to his customers. There are dealers in this city who make a practice of keeping a supply of raisin seeders on hand, and they always consider it money well spent in procuring the articles. There are a good many people who always prefer to buy their raisins with the seeds in, and to them it is a great convenience sometimes to be able to borrow a seeder from the grocer. More and more though people are coming to see the advantage of buying raisins already seeded, for the slight extra expense is amply repaid by the absence of the bother of seeding them.

A local butcher with a stall in the market building has for some time been regularly missing pails of lard and pieces of meat. He had a good idea as to the identity of the thief, but was unable to satisfy himself positively until the other day one of his clerks with a fondness for amateur detective work got his brains at work. The result was a very ingenious scheme, whereby the thief was discovered. The clerk got a lard pail empty, and filled it with sawdust. He poured some lard over the contents, and set it outside to freeze. Then he put some lard over the top and put the cover on. Previously through a hole in the bottom of the pail, he had fastened a long cord. He passed the end through a hole in the counter and fastened it to a cluster of bottles which he placed up on a shelf. During a busy hour on Saturday, the expected happened. Suddenly the bottles were heard to fall to the floor. Of course, this drew the attention of everybody in the vicinity to the stall, and there, a few feet from the stall, at the end of the string was the most embarrassed woman ever seen, with the pail of supposed lard snugly tucked away in her market basket. She had been suddenly brought to a stop when the bottles caught against the counter, and while her cheeks flamed she hastily replaced the pail on the counter and decamped without a word. The woman was an old customer of the butcher, and was in good circumstances, so that there was no excuse for her action.



the goods being something similar to those suggested in the key below. The row in front of this contains packages of dried fish and smaller cans, and in front of this again, it is suggested that several platters of fresh and dried fish in their natural form, be shown.

The numbers in the following table correspond with those in the sketch:

1. Large cans cove oysters.
2. Cans of soured mackerel.
3. Smaller cans of oysters.
4. Cans of salmon.
5. Packages of shredded codfish.
6. Tins of sardines.
7. Cans of lobsters.
8. Cans of kippered herring.

Many friends of both Mr. Halford and Mr. Kusanobu will be pleased to learn of their success. Mr. Halford is widely known over Eastern Canada as a tea man, an expert in fact, and his fame has penetrated to many sections of the west. He was for some years with S. H. Ewing & Sons, Montreal.

Mr. Kusanobu is one of the best inside men in the Japan tea business in Montreal. He will look after the correspondence of the firm as in the past, while Mr. Nishimura will attend to the Japan end of the business. Just recently he returned from a two-year trip to his native land, and he expects to go back again shortly.



# Markets and Market Notes

Conditions in Canadian Centres of Trade This Week—With Changes in Various Lines of Goods—Notes From the World's Markets.

## QUEBEC MARKETS

### POINTERS—

Butter—Up 1c.  
Sugar—Firm.  
Peppers—Firm.  
Teas—Firm.  
Cheese—Steady.  
Eggs—Receipts light.

Montreal, Feb. 27, 1908.

The feature of the market this week is the sharp advance in butter. Dealers are quoting as high as 33c lb. for fresh creamery, and say that in the course of a few days the price is likely to advance as high as 35c per lb. As a matter of fact, one merchant, when seen, stated that he would not part with his stock to-day at less than 35c. The markets in the United States and England are bare also. Sugar has taken a firm stand once more, and both refiners are quoting the old prices. It will be remembered that one of them dropped the price 10c last week. The New York markets have been advanced, and it is thought by some of the local dealers that this will be reflected here. The tea business has picked up considerably during the past week, and it is thought by those in a position to know that there will be an advance on blacks. Tapioca is easier this week and local prices are down a little. Good orders are being received by fish dealers, as Lent is almost here, and grocers are buying freely. The scarcity of haddock and cod has resulted in very firm prices for these two lines. Other lines of fish are quoted at figures which have been quite steady for the past while. Other lines in demand during the Lenten season have also shown more or less renewed activity of late. Canned goods might be mentioned for one. Quite nice orders have been received for assorted lots by many jobbers.

Collections are reported satisfactory, and day by day things seem to be resuming their normal aspect.

**SUGAR**—There is a firm tone in sugar this week. Both refiners are quoting the old prices and the demand is good. The American markets have been advanced, and it is thought by some here that this will be reflected on the local market.

Granulated, bbls	\$4 30
" 1/2-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs.	5 15
" 50 lbs	5 25
" 25 lbs	5 45
Extra ground, bbls	4 70
" 50-lb. boxes	4 90
" 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

**SYRUPS AND MOLASSES**—Syrups are in good demand at old prices. Molasses has not changed since last report, business being good and stocks small.

Barbadoes, in puncheons	0 31 0 33
" in barrels	0 33 0 35
" in half-barrels	0 31 0 34
" fancy	0 34
" extra fancy	0 36 1/2
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40

Corn syrups, bbls	0 03 1/2
" 1/2-bbls	0 03 1/2
" 1-bbls	0 03 1/2
" 3 1/2 lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz	2 75
" 10-lb. " 1 doz	2 65
" 20-lb. " 1 doz	2 60

**MAPLE PRODUCTS**—Maple products are unchanged this week.

Pure maple syrup, bulk, per lb.	0 06 0 08
Compound maple syrup, per lb.	0 04 0 05
Pure Townships sugar, per lb	0 10 1/2 0 11

**TEA**—There is a much firmer tone in the tea market this week. An advance in blacks is likely to take place shortly. All lines are firm and selling well.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 22 0 27
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Brok'n Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 19 0 20 1/2
India—Pekoe Souchongs	0 17 1/2 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12 1/2 0 16
" pea leaf	0 19 0 27
" pinhead	0 30 0 45

**COFFEES**—The coffee market is unchanged since last week. Demand continues fair at old prices.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19 1/2 0 25
Rio, No. 7	0 18 1/2 0 29
Santos	0 11 0 15
Maracibo	0 11 0 13
Roasted and ground 20 per cent. additional	

**DRIED FRUITS**—Dried fruit business continues quiet, there being only a fair demand at unchanged prices.

Currants—	
Filiatras, uncleaned, barrels	0 6 1/2
Fine Filiatras, per lb., in cases	0 96 0 06 1/2
" cleaned	0 06 1/2 0 07
" in 1-lb. cartons	0 07 1/2 0 08
Finest Vostizzas	0 08 1/2 0 09
Amalias	0 08 0 08 1/2
" 1 lb. packages	0 07 1/2
Sultana Raisins—	
Sultana raisins, per lb.	0 10 0 11
1-lb cartons	0 14
Elem Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09 1/2 0 11
Four crown, fancy, 10-lb. boxes	0 08 0 08
Three crown	0 07 1/2 0 08
Glove boxes, fine quality, per box	0 07 1/2 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05 1/2 0 06 1/2
Selected, per lb.	0 06 0 06 1/2
Layers	0 06 1/2 0 07
Dates—	
Halloweas, per lb	0 05 1/2 0 06 1/2
Sairs, per lb.	0 04 0 04 1/2
Packages	0 05 1/2 0 06 1/2

California Evaporated Fruits—	
Apricots, per lb.	0 32
Peaches, "	0 18
Pears, "	0 18
Malaga Raisins—	
London layers	2 25
" Connoisseur Clusters	2 40
" 1/2-box	1 09
" Royal Buckingham Clusters, 1/2-boxes	1 37 1/2
" boxes	4 50
" Excelsior Window Clusters	5 50
" 1/2	1 50
California Raisins—	
Fancy seeded 1-lb. pkgs	0 11
Choice seed-d, 1-lb. pkgs	0 11 0 11 1/2
Loose muscatels 3 crown	0 10 0 10 1/2
" 4 crown	0 11 0 11 1/2

Prunes—	
Oregon prunes 25-lb. boxes, 30-40s	per lb. 0 11
" 40-50s	0 10
" 50-60s	0 09 1/2
" 60-70s	0 09
" 0-0s	0 08 1/2
" 90-100s	0 08

**SPICES**—The spice market is featureless this week. Prices are firm, with the exception of peppers, which are a shade firmer. Demand is fair.

Peppers, black	Per lb. 0 16 0 20
" white	0 22 0 27
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 20
Cloves, ground	0 25 0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

**BEANS**—The bean market continues to be steady. Prices are firm, and there is a fair demand.

Choice prime beans	1 90 2 00
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**EVAPORATED APPLES**—There is nothing new to report on evaporated apples this week. Business continues to be fair at unchanged prices, 9c to 9 1/2c being asked.

Evaporated apples	0 09 0 10
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**RICE AND TAPIOCA**—The market for rice is unchanged this week. Demand is slow and prices firm. Tapioca is easier, as will be noticed in the quotations below. Regarding the rice crop in Burma an American consular agent reports: The third Burmese Government forecast of the rice crop for a territory containing about 9.8 per cent. of the total area under rice in British India gives as the area under cultivation 7,295,964 acres, an increase of 322,271 acres. Prospects are good, the surplus available for export being estimated at 2,514,000 tons of cargo rice, equivalent to 42,670,169 hundred-weights of cleaned rice.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C rice, in 10 bag lots	3 00
C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05 1/2 0 06 1/2

**RAW FURS**—There is not likely to be any change in raw furs until the March sales take place, and prices continue:

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

## CANNED GOODS

**MONTREAL**—There has been a slight improvement in canned goods business this week despite the present high prices and dealers are anticipating a good business during Lent.

**TORONTO**—Canned goods are moving rather freely this week. Some demand is also evident for fish for the Lenten season. Prices of canned salmon are very firm and indications seem to point to an advance shortly. The salmon situation all through is very firm.





# TO GET AND HOLD TRADE

---

Sell your customers absolutely reliable goods. Don't run the risk of losing their good will by offering an article of doubtful quality, or one which may injure health.

When you sell Royal Baking Powder, you are sure of always pleasing your customers. Every housewife knows that Royal is absolutely pure and dependable. It is the only baking powder made from Royal Grape cream of tartar. You are warranted in guaranteeing it in every respect, the most reliable, effective and wholesome of all the baking powders. On the other hand you take chances when you sell cheap baking powders made from alum or phosphate of lime. They are unhealthful and fail to give satisfaction.

Royal never fails to give satisfaction and pays the grocer a greater profit, pound for pound than any other baking powder he sells.

To insure a steady sale and a satisfied trade, be sure to carry a full stock of Royal Baking Powder.

# SARDINES

cases 100 tins, key openers

# NORWEGIAN

The original "Crossed Fish" brand.

Quarter tins in Oil,	-	-	-	\$10.00 per case
Quarter tins in Tomato,	-	-	-	10.00 "
Half tins in Oil,	-	-	-	17.00 "

## French, Portuguese, Spanish, English

"F. Francois & Co." white tins, brass labels

$\frac{1}{4}$ flat tins,	-	-	-	\$7.00 per case
$\frac{1}{2}$ flat tins,	-	-	-	10.00 "
"Anita" $\frac{1}{4}$ flat, decorated tins	-	-	-	9.50 "
"Les Favorites" $\frac{1}{4}$ flat, decorated tins	-	-	-	9.50 "
"Les Pyramides" $\frac{1}{4}$ flat, decorated tins	-	-	-	9.50 "
"Trefavenne" $\frac{1}{4}$ flat tins	-	-	-	10.00 "
"Mordaleb" $\frac{1}{4}$ club, decorated tins	-	-	-	10.00 "
"Santo Antonio" $\frac{1}{4}$ club, decorated tins	-	-	-	11.00 "
"Mordaleb" $\frac{1}{2}$ flat, decorated tins	-	-	-	15.00 "
"Sportsmen" $\frac{1}{2}$ club, decorated tins	-	-	-	24.00 "
"Lasalle" best Canadian brand, $\frac{1}{4}$ flat tins	-	-	-	4.00 "

On lots of 5 cases or more, one kind or assorted kinds, freight prepaid to any railway points in Canada east of Sudbury and Sarnia, Ont.

Terms: Net within 30 days without discount.

**HUDON, HEBERT & CO.**  
 LIMITED  
**MONTREAL**

The most liberally managed firm in Canada.

**CANADIAN BUTTER IN JAPAN.**

**Good Opening for Our Produce if Quality is Satisfactory.**

In the last report of the Department of Trade and Commerce, W. T. R. Preston, Canadian Trade Commissioner in Japan, gives some interesting facts and figures on the shipment of Canadian butter to the Land of the Rising Sun and incidentally throws a little more light on the alleged unsatisfactory exports which were referred to in these columns two weeks ago.

He gives the imports of butter from Canada as shown by the Japanese statistics for the past six years as:

Year	Kin.	Yen.
1900	8,712	6,216
1901	2,603	1,499
1902	5,675	3,664
1903	10,793	7,227
1904	15,668	10,524
1905	21,553	14,515
1906	24,605	22,957

When this is compared with the total imports, which in 1906 were 24,430 kin, 175,521 yen, it will be seen what an opportunity exists for Canadian exporters.

In regard to quality Mr. Preston says:

"In an official Japanese report on the question of the quality of butter imported into Japan, Denmark stands first on the list, followed closely by France.

The amount imported from Canada has been quite immaterial, in comparison to the total amount reaching the country."

The report goes on to state that:

"Canada was just establishing an enviable reputation, when a large shipment from one of the western provinces turned out very unsatisfactory. And unfortunately it had been extensively distributed before the importers became aware of its character.

"I finally followed the matter up until, quite accidentally I got in touch with the importers, and secured abundant evidence of one of the most ill-advised shipments that could possibly have been made from Canada. The result of the transaction is that a serious obstacle has been created against a growing trade, the facts connected with the unfortunate episode having been circulated far and wide. I learned that these dealers had transferred their importations to the Australian product."

Continuing, Mr. Preston gives some comparative figures as to cost of transportation of butter from Canada and from the countries competing, as follows:

"Calgary.—Distance from Yokohama 640 miles by rail, and 4,300 miles by sea, totalling 4,950 miles, occupying about 14 days, at the rate of \$36 per ton, without cold storage on the ocean.

"Australia.—Distance from Yokohama 6,700 miles, the journey occupying about six weeks. Butter is carried

in refrigerated storage all the way at one penny per lb., or at the rate of \$40 per ton.

"Denmark.—Distance from Yokohama 12,800 miles, occupying 50 days. \$10 per ton, or, if in cold storage an increase of 25 per cent., making the charge \$12.50 per ton."

**CHANGES IN SHOP ACT:**

**Amendment May Be of Importance to Grocers.**

The new shops act introduced into the Ontario Legislature last Friday by Hon. Nelson Monteith, Minister of Agriculture, will cause much additional work for the nine provincial factory inspectors. The act provides that no children under twelve years of age may be employed in shops, and consequently these inspectors are now working under a new system. The entire province is now divided into districts, and each man is assigned to a district.

In this connection it is understood the Government are considering the advisability of another amendment to the shops act, making it unlawful for boys under sixteen years of age to be employed in delivering goods with vehicles.

This section, if passed, would probably mean that a good many small grocers would have to secure delivery boys of a more mature age.

The Only Perfect Fruit Jar



**SCHRAM  
AUTOMATIC  
SEALER**

**EASY TO SEAL  
EASY TO OPEN  
CLEAR GLASS**

Keeps fruit in perfect condition.  
No rough edges to cut or injure hands.  
No separate rubber rings to bother with.  
When you buy a dozen jars you get twelve perfect jars ready for use,  
Does not break in Sealing.  
Does not break in Opening.

Fruit jar perfection is reached in the Schram Automatic Fruit Jars. They are a boon to the housewife who has long wished for a fruit jar that was "easy to seal" and "easy to open" and would keep fruit in perfect condition.

Schram Jars can be used for Olives, Honey, Mustard, Pickles and other articles that you carry in bulk.

For sale by leading jobbers

**Schram Automatic Sealer Co. of Canada,  
WATERLOO, ONTARIO LIMITED**

In Everything we Manufacture  
OUR AIM IS QUALITY.

That is why we make

**"Young-Tom"  
Washing Powder**

which is "for PURIFYING and  
CLEANSING UNEXCELLED."

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

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

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

## Choicest Cured Meats AT RIGHT PRICES

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

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

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

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

**HAMS** "Star Brand," made from well fed, well selected hogs. Mild cured and of delicious flavor.

**BACON** English Breakfast Bacon as cured by us is the finest on the market.

**LARD** Put up in 3, 5, 10, 20 and 60-pound pails; also in 1-lb. cartons.

**These goods are all put up under Government Inspection and are sure to please you.**

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

## Have You Ever Noticed

the look of ineffable satisfaction which steals o'er the face of a well-breakfasted man? You can see it by first eating



**HAM and BACON**

and then looking into a mirror. Your customers appreciate Corona flavor as much as you do. Sell it to them! Then they'll always be your Corona customers—and your customers for other things as well.

*Send To-day for Prices!*

**THE MONTREAL PACKING CO.**  
Limited  
MONTREAL, : P.Q.  
WE HAVE NO RETAIL STORES.

## Provisions

of the right kind are great trade builders. You can hardly hope to retain your old customers, let alone get new ones, unless you supply them with really good, wholesome provisions.

## Ryan Brand

Provisions are really pure and wholesome. The Government inspector has declared this to be a statement of fact.

*Why Not Write for Prices?*

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

# Dairy Produce and Provisions

Position in Butter Now Becoming Rather Critical—Cheese Continues Firm—Eggs Are Easier—Hog Markets Are More Encouraging.

## CHEESE AND BUTTER BULLETIN

Cheese continues firm, but there is no quotable change in the ruling prices.

Advices from England say that the market there is still in good condition, good prices ruling for all first-class cheese offered. Old Country buyers, however, are not eager purchasers from Canadian houses. They are finding that they must come up to our prices before they can secure any lots worth speaking of, for stocks being small on this side, dealers are none of them anxious to clean house. It is well known also that England does not hold any quantity of cheese, while the New Zealand make, which has found a market in Great Britain, does not amount to as much as usual.

Holdings are asking prices just a trifle too high for the taste of produce men in England. The majority are asking between 13c and 13½c. White is worth about 13c to 13½c, while colored brings 13½c to 13¾c. Cheese which does not meet all the requirements of first quality is sold by some at 12¾c, but most hold out for higher. Quite a lot of Eastern cheese changed hands lately at about 13c.

This transaction has done considerable damage to stocks here, by bringing them down to a much lower level. At best they are not nearly so large as they should be at this time to take care of orders coming in between the present date and the opening of the new season.

Receipts of cheese last week amounted to 10 boxes, against 125 boxes previous week, and 130 boxes same week last year. Total receipts to date amount to 2,053,770 boxes, against 2,349,537 boxes a year ago.

That we are as near a butter famine as we could be without actually experiencing it is the opinion of many of the trade. Prices have jumped again, and some houses are almost out of supplies.

One concern stated that they would not sell under 35 cents, the price they are quoting to retailers. Another house is asking 33 cents, and will not ship anything to wholesalers unless in the case of a good customer, desirous of obtaining a twenty-five box lot. Those who have any stock, and who continue to transact business with wholesalers as usual are asking 32 cents.

It is expected, however, that this price will not rule for any time, higher being expected. Supplies held here are extremely light and demand is very brisk. The butter coming in does not amount to anything, so holders, anticipating a bare market are not soliciting business.

Advices from England show that the country is on the verge of a butter famine. When the price soars to 156s. butter must be very scarce. Arrivals of New Zealand have not been as large

as desirable, while the American market has been pretty well cleaned up and thus two sources of supply are not to be depended upon to supply the market to any extent.

Nor is Canada in a position to ship any butter, so that the U.K. is in bad condition as far as supplies are concerned.

What small amount of butter is coming forward is being sold in the neighborhood of 31 cents. Almost any kind of butter will bring high prices to-day. Dairy is worth 28 cents for finest. Roll butter is being sold at 26½ cents and over.

The scarcity which has been notice-

able in both butter and cheese this season is very hard on the poorer classes. Many of them are out of work owing to the financial stringency which has caused mills and shops to temporarily shut down or work on short time, and high prices being asked for butter a staple line, and cheese which is almost a necessity, adds to their embarrassment. Cheese prices this year are about the same as they were a year ago, but butter is worth, for creamery, ten cents more, while dairy brings an equally advanced price.

Receipts last week amounted to 1,490 packages, against 1,076 packages for the previous week, and 1,031 packages same week a year ago. Receipts to date amount to 413,148 packages, against 607,779 packages same date a year ago.

## THE PROVISION SITUATION

Business is slightly more brisk among Canadian packers this week, though it is yet considerably below normal.

The British market, too, is more favorable than it has been for some weeks but even yet is not in a very receptive condition for Canadian hog products. The extraordinarily large deliveries, both from Denmark and the United States, for two or three weeks previously, loaded British buyers pretty fully and kept the market depressed to about the same basis it has held for some time. For two weeks supplies from these sources have fallen off somewhat and a partial recovery is the result.

Last week's Danish "killings" were only about normal, and American shipments, also, were below the records of several weeks previous.

Deliveries to Canadian packing houses were considerably above those of any week recently. The improvement in the condition of the roads had a good deal to do with this, but the light receipts of several weeks almost assured larger deliveries, when business opened again. "We got all the hogs we wanted to handle, at present market conditions," said one of the leading packers this week. These deliveries, too, were made at the rather unfavorable prices quoted last week, which still rule, namely, f.o. b. \$4.90, hogs off cars at factory, \$5.25 to \$5.30.

The American market was very unsteady last week, showing strength in some districts and weakness at other points. Receipts were generally pretty free, but peculiarly enough, this had no evident effect on prices.

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—There is an easier feeling in provisions this week. A decline in compound lard is noticeable.

Wholesalers say, some of them, that they are importing considerable American lard, which is being sold at prices about the same as the Canadian.

Lard, pure, tierces	0 11½	0 12
" " 56-lb. tubs	0 11½	0 12
" " 20-lb. pails, wood	0 12	0 12½
" " cases, 10-lb. tins, 50 lbs. in case	0 12	0 12
" " 5-lb.	0 12½	0 12½
" " 3-lb.	0 12½	0 12½
Lard, compound, tierces, per lb.	0 08½	0 09
" " tubs	0 08½	0 09
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin	0 09	0 09
" " cases, 10-lb. tins, 50 lbs. in case	0 08½	0 10
" " 5-lb.	0 08½	0 09½
" " 3-lb.	0 08½	0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The market for butter has assumed a firmer tone, being up one cent. Receipts of fresh rolls are limited, while the demand is good.

Creamery, fall make, boxes	0 33
Creamery, winter make, boxes	0 32
Dairy, tubs	0 25
Fresh large rolls	0 26½ 0 27

EGGS—Receipts of new laid eggs from Ontario points are light, but there is a good supply coming from Chicago and these are selling well at prices ranging from 28 to 30 cents. Local stocks of pickled eggs are very light, and are selling well at 21 to 22 cents.

New laid	0 28	0 30
Pickled	0 21	0 22

CHEESE—The cheese market is steady. A better export demand is noticeable. This week's quotations in England are 64s. 6d. to 65s.

Cheese, old	0 14½	0 16
" " new, large	0 14	0 14½
" " twins	0 14½	0 15

HONEY—The honey market is unchanged this week, continuing firm, with a fair demand.

White clover comb honey	0 14	0 15
Buckwheat, ext acted	0 08½	0 09½
Clover, strained, bulk	0 10	0 11



**MAPLE SUGAR**

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

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

**MEGS**

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

**POULTRY**

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

**SALT**

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

**BUTTER and EGGS**

— WE ARE —  
**BUYERS and SELLERS**  
Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
**TORONTO.**

**? HAVE YOU SEEN THEM**

Our Special Value 4 string Fancy Finish  
**25 Cent Brooms**

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

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

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

**POULTRY**—The demand for poultry continues fair, while the receipts are small. Prices have not changed since last week.

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

**TORONTO.**

**PROVISIONS**—Business has been more active and good orders are being filled. The demand for smoked meats is improving. Prices have an easier tone owing to the recent big drop in live hogs. Backs are unchanged, but other lines are off  $\frac{1}{2}$ c all round. Lard is steady at old prices. Fresh meats are fairly active.

Long clear bacon, per lb.	0 09	0 10
Smoked breakfast bacon, per lb.	0 14	0 14
Roll bacon, per lb.	0 10	0 10
Small hams, per lb.	0 14	0 14
Medium hams, per lb.	0 13	0 14
Large hams, per lb.	0 12	0 13
Shoulder hams, per lb.	0 09	0 10
Backs, plain, per lb.	0 09	0 10
Backs, pea meal.	0 16	0 16
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 11	0 11
" tubs	0 11	0 11
" pails	0 11	0 12
" compounds, per lb.	0 09	0 09
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	6 00
" front quarters	4 00	5 00
" choice carcasses	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08
Lamb	0 08	0 09
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

**BUTTER**—No noticeable changes are reported. The market is steady at present, but underneath the firmness there is a certain amount of uneasiness, due to the fact that people are unwilling to pay the high prices being asked. An easier feeling may be expected. Stocks of creamery are being reduced steadily. Dairy is plentiful.

	Per lb.
Creamery prints	0 31 0 34
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
" tubs choice	0 22 0 24
" tubs, ordinary	0 20 0 22
Baker's butter	0 20 0 21

**EGGS**—The expected break in new-laid has happened and prices have declined 3c and 4c. This is due to the fact that supplies have been heavy and prices were too high accordingly. There is little prospect for American eggs being imported. Many offers are being received by local dealers, but owing to the difference in value between American and Canadian eggs and the plentiful supply of new-laid eggs at present it is not likely that any American eggs will be brought to this market. Storage eggs are getting short.

Eggs, candled	0 22	0 23
" select	0 26	0 27
" lined	0 21	0 21
" new laid	0 30	0 30

**CHEESE** — The market continues steady. Prices rule the same, with a better demand noticeable.

Cheese, large	0 13	0 13
" twins	0 13	0 12

**HONEY**—Prices are unchanged. Little business is being transacted.

Honey, strained, 60 lb tins	0 12	0 13
" 10 lb tins	0 12	0 13
" 5 lb tins	0 13	0 13
" in the comb, per doz.	2 50	2 00
Buckwheat honey, per lb.	1 75	0 10
" in comb, per doz.	1 25	1 50

**POULTRY**—Things have been quiet during the week. Supplies of fresh fowl are light. Prices are the same.

**COMMONS DISCUSS MEAT INSPECTION.**

Information Asked Regarding System Used Here—Mr. Fisher's Answers.

The matter of the inspection of Canadian meats intended for export was discussed in an interesting manner in the House of Commons last week. Mr. Reid who had evidently been reading some of the unfavorable reports of English inspectors on American frozen meats, asked for information on several questions. The matter is reproduced from Hansard, substantially, as follows:

1. 'Has the attention of the Minister of Agriculture been drawn to an item in the 'Daily Mail,' of Manchester, Jan. 27, headed 'Frozen Boneless Meat? Mr. John Burns advised to stop exports'; the article going on to speak of the boneless scrap meat now being admitted into the United Kingdom, mostly from the United States, with closing paragraphs: 'Mr. Burns is enabled by the Public Health Act to deal with the matter, and the report says that the trade is so small that to prohibit all such imports would cause little trouble. To guard further against the danger of tuberculosis from pork coming from Holland, Denmark, and other countries, besides America, it is suggested that only carcasses should be imported containing the parts enabling inspectors to detect disease, and portions less than carcasses only when bearing an official mark approved by the board, such approval depending on the guarantee supplied by the exporting countries.'

In answer to this, Hon. Sydney Fisher, Minister of Agriculture, said:

"The item substantially as quoted was published in the Canadian papers at the time of its appearance in England and was then read by the Minister of Agriculture."

2. "Has there been any correspondence between the Imperial and Canadian Governments with reference to frozen meats in boxes or barrels or packages?"

The answer was in the negative.

3. "Has the Government a system of inspection now in operation by which all frozen meats in boxes or other packages for export are duly inspected and properly stamped and certified before shipment?"

Mr. Fisher replied that, "All meat food products prepared in establishments engaged in export or interprovincial trade are, under the provisions of the Meat and Canned Foods Act, subjected to thorough and careful inspection by officers specially trained for this duty. All such meat food products, as well as the boxes or other packages containing them, are duly marked before leaving the establishment in which they are prepared, and in case of products destined for export by sea, provision is made for the issue by the inspector in charge of the establishment of origin, of a certificate of inspection and approval which must be filed with the customs authorities before clearance can be granted to the vessel carrying such products."

Question No. 4—"If not, is it the intention of the Government to adopt such a system?" was answered in No. 3.

5. "Would any action such as proposed in this article, that such meats be prohibited by the British Government, affect shipments of Canadian products?"

MEAT

**THE  
PORK AND BEANS  
SITUATION**

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

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

**Wm. Clark, Montreal**  
Manufacturer

**O'MARA'S BACON**

You want the best goods in the market.

**BUY O'MARA'S**  
**Bacon, Lard, Hams,**  
**Sausages and**  
**Cooked Meats**

Their quality is unsurpassed.  
Government inspected.

**JOSEPH O'MARA**  
Pork Packer **PALMERSTON, ONTARIO**



**LUCKY  
HORSESHOE**

We make sure of good luck by curing only high grade, saleable Ham and Bacon.

**HORSESHOE BRAND  
HAM AND BACON**

Sells well because it tastes well. It has a flavor about it which tickles your customers' palates and makes them come back for more. Try us with an order and you will be as convinced as we are that Horseshoe Brand is a great seller.

PRICES UPON REQUEST

**JOHN DUFF & SON**  
Hamilton, Canada

By  
Royal Warrant  
Purveyors



To  
H. M. King  
Edward VII

There is only one

**BOVRIL**

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

Supplies can be obtained from—

- |                                 |                          |                       |
|---------------------------------|--------------------------|-----------------------|
| <b>BOVRIL LIMITED,</b>          | 27 St. Peter Street      | <b>MONTREAL</b>       |
| <b>W. S. CLAWSON &amp; CO.</b>  | 11 and 12 South Wharf    | <b>ST. JOHN, N.B.</b> |
| <b>A. B. MITCHELL</b>           | Mitchell's Wharf         | <b>HALIFAX, N.S.</b>  |
| <b>R. S. McINDOE</b>            | 120 Church Street        | <b>TORONTO</b>        |
| <b>W. L. MCKENZIE &amp; CO.</b> | 306 Ross Avenue          | <b>WINNIPEG</b>       |
| <b>A. G. URQUHART &amp; CO.</b> | 336 Hastings Street West | <b>VANCOUVER</b>      |

and from all wholesale houses  
throughout Canada

even though duly inspected by Canadian Government officials and properly certified to?"

In reply, Mr. Fisher said: "At the present this is a matter of conjecture, and in any case, rests entirely with the British authorities."

**NEW LINE OF CHOCOLATE.**

Another line of high-class Swiss milk chocolate is being placed on the Canadian market under the name of "Lucerna." Geo. E. Bearn, managing director of John Bearn Co., of London, Eng., who is interested in the Swiss factory, where these goods are produced, is superintending the Canadian business and has been in Toronto recently arranging the Ontario end of this. The Dominion Import and Trading Co., 25 Front St. east, Toronto, are pushing "Lucerna" chocolates in Ontario. A Limerick contest, which just closed this week and was entered by a large number of Toronto citizens is one of the features of the methods used.



A Good Investment

**PEANUT ROASTERS  
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

**EASY TERMS.**

Catalog Free.

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

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

## Canadians Love Good Gheer

The special favorites with the Canadian housewife are

# Mott's

**"Diamond" and "Elite"**  
brands of

# Chocolate

Their superior and uniform quality have made it easy for the housekeeper to turn out good work.

For Sale by every Jobber.

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

SELLING AGENTS:

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

## THE HIGHEST QUALITY AT THE LOWEST PRICE

is what makes

# BUDA

**"The Flour of Quality"**

such a profitable line. It is a blended flour—blended from the highest grade of Eastern and Western wheat by men who have had 50 years' milling experience. If your order for a car lot—straight or assorted—is the first from your locality you may have the sole control of Buda for that locality.

WRITE OR WIRE FOR PRICES!

## J. B. HARTY

### PICTOU, N.S.

# THE FLOUR AND CEREAL MARKETS

Interest Centered in Amendment to Grain Exchange Charter in Winnipeg—  
Local Business Fair But Export Small.

Interest is centred principally this week in the amendment to the Winnipeg Grain Exchange's charter which has passed the provincial legislature. Grain men generally seem to be wondering what will be the outcome of the move. Two lines of opinion seem to be held among eastern dealers. One is that the matter is somewhat of a bluff and will not have any material effect.

The other opinion is that the amendment will probably result in the moving of the exchange to Fort William or that business will go on behind closed doors, with no auction market. Nobody seems to know as yet what the real result of the change will be, but definite information may be expected in a few days.

The markets are generally steady this week, with a firmer tone in flour, and some dullness evident in cereals. Local shipping business is very fair, but export trade is very quiet.

## MONTREAL.

**FLOUR**—There is a firmer feeling in the market this week, and a raise in price is likely to take place shortly. Demand is very good for home trade, but there is very little export business being done at present.

Winter wheat patents.....	5 50
Straight rollers.....	4 75 4 80
Patents.....	4 00 4 10
Patents Household.....	6 25
Patents.....	5 65
Manitoba spring wheat patents.....	6 25
Patents strong bakers.....	5 55
Patents Roses.....	6 10

**FEED**—There is no change noticeable in the feed market this week, demand being fair at old prices.

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

**ROLLED OATS**—There is nothing new in rolled oats this week, business continuing fair at unchanged prices.

Manitoba bran.....	22 00 22 10
Manitoba shorts.....	24 00 24 00
Manitoba shorts.....	23 00 24 00
Manitoba bran.....	22 00 23 10
Manitoba shorts, milled.....	26 00 31 00
Manitoba shorts, straight grained.....	27 00 33 1/2
Manitoba flour.....	1 50 1 20

## TORONTO.

**FLOUR**—The market is steady, with a firmer tone and there seems evidence of the probability of some advance at the beginning of the month. Export business is practically nil, but a brisk local business is being done.

Manitoba Wheat.	
Patent patents.....	5 40 5 60
Patent patents.....	5 15 5 20
Patent patents.....	5 10 5 15
Winter Wheat.	
Straight roller.....	4 90 5 10
Patents.....	5 20 5 40
Patents.....	5 25 5 30

**CEREALS**—Business is quiet this week, the bad condition of the country roads still continuing to affect deliveries. Some local business is being done at shipments are rather small. Prices are unchanged.

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

## WESTERN MERCHANTS' CONVENTION.

Fourth Annual Meeting of Retail Association at Winnipeg Last Week.

On Wednesday, Feb. 19, the fourth annual meeting of the Retail Merchants' Association of Western Canada was held in the association rooms in the Scott Block, Winnipeg. The attendance was not very large, but the members in attendance meant business and as the reports of the president and secretary showed gratifying progress, the members were very much encouraged. At no stage of its history has the association been distinguished for large gatherings, but this is readily explained when one remembers the vast territory included and the expenses of attending a meeting. The energetic and intelligent work of the executive has resulted in adding very largely to the membership, and if the annual meetings are small there have been very many successful local meetings in various parts of the country, at which the real work of the association has been done.

President McLaren was unavoidably absent from the meeting and the chair was taken by J. D. Baine of Boissevain. In the course of a short address, Mr. Baine reviewed the work of the association and paid a tribute to the thorough and effective work of Organizer Ledoux, to whose efforts was mainly due the big increase in country membership. He also referred to the unsuccessful efforts of the association to induce the Manitoba Legislature to pass a Small Debt Court Bill to facilitate the collection by merchants of small debts from 25 cents up to \$50 through a special court where costs would be low. The association had not succeeded in this, but would continue its efforts. Pressure was also being brought to bear on the Saskatchewan Legislature to induce it to pass a similar measure.

He was glad to be able to report that the association now has a surplus of assets of \$908.95, which is the best financial report yet submitted.

## SECRETARY'S REPORT.

The report of the secretary was substantially as follows:

Mr. Chairman and Gentlemen: This is the sixth report for me as secretary of this association. I have seen it grow from nothing to what it is to-day, owing to the efforts of your worthy executive, who have not lost any chance of bettering the interests of the general merchant throughout the country.

I am pleased to be able to say that we can show a net profit for 1908, as the financial report will show. Our actual membership has increased to almost double its size of last year.

## "Nothing But Mooney's"

is the invariable request made by any thrifty housekeeper who has once tried

## Mooney's Perfection Cream Sodas

No other soda biscuits will do—they're not good enough. No other manufacturer can duplicate the Mooney Crispness, which makes every cracker in the Perfection package a perfect delight to the refined taste.

**STOCK PERFECTION**  
and you're  
**SURE OF PROFIT**



**The Mooney Biscuit & Candy Company,**  
LIMITED

**STRATFORD, - CANADA**



**COX'S INSTANT POWDERED GELATINE**

The Purity of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:  
C.E. Colson & Son, Montreal  
D. Masson & Co., "  
A.P. Tippet & Co., "

**J. & G. COX, Ltd.**  
Gorgie Mills  
EDINBURGH

Our information department shows it has been used very extensively by the members.

Our credit reports (issued monthly) show over 2,000 names as a guide to members against bad credits.

In regard to mutual fire insurance, the association has got to the stage where we can issue policies, and it rests with the meeting to-day as to the by-laws to go on the back of the policies.

Regarding the small debt court, this matter was brought up at the present session of parliament, with the result that all we could secure was an amendment to the County Court Act, which does not cover any reasonable amount of our complaint. The attorney-general tells me it will be necessary for us to bring it up at next session. Our bill was turned down because it included unincorporated municipalities as well as towns and cities, and they say it would be impossible to bear the expense of holding a court in every little town and hamlet, and therefore they could not let us have it on that basis.

In regard to the city section I might state that we have a grocer, butcher, druggist, music dealer, flour and feed, wholesale liquor dealer and other sections, all working successfully.

E. B. Nixon, president of the Winnipeg City grocers' section, gave an interesting talk on the work of that section and strongly endorsed the association work. He referred particularly to the credit department and stated that it is constantly saving him money. The association dead beat list was of great value and he found that the secretary was always able to supply him with reliable information as to the standing of any prospective customer about whom he might be doubtful.

**Officers Elected.**

The election of officers resulted as follows:

President, E. B. Nixon, Winnipeg; 1st Vice-president, J. D. Baine, Boissevain; 2nd Vice-president, J. Hiebert, Altona; Secretary-treasurer, W. A. Coulson; Executive Committee, W. G. McLaren, Souris; J. F. Hunter, Boissevain; W. G. Paynter, Tantallon; J. E. DeCosse Somerset; R. F. Moore, Cartwright; H. O. May, Somerset, and the chairmen of the various city sections.



A. P. MURRAY,

Chairman Advisory Committee, Exhibition of Groceries, Montreal.

The report of President McLaren, of Souris, did not reach Winnipeg in time to be read at the opening of the convention. Speaking of the finances, however, it said: "To deal with the financial situation first, I would say that it is in a much healthier state than it was a year ago. Membership fees this year amounted to \$4,227.35. The profits

of pure food show were \$486.65, and the balance on hand \$11.35, making total receipts of \$4,775.35, with a total expenditure of \$4,765.25, leaving a balance on hand of \$10.10. Our balance sheet shows liabilities of \$512, with assets of \$1,420.95, leaving a balance to credit of \$908.95, which I consider a remarkably good showing. Our expenditure was increased considerably by the hardware men going out of business as an association.

The action of our directors in engaging Mr. Ledoux to canvass the outside points for members has met with success. His salary was a large increase in expenditure, but it has proven to be a profitable one.

The insurance matter was taken up by your committee at a special meeting in July and I am pleased to state that matters are in shape, so that insurance can be placed by the Retail Association at twenty per cent. saving to the retailers of the three provinces who are members of the association.

The pure food show which was held in Winnipeg in June and July was a financial success to the association.

The business tax was another matter taken up by the association, and as a result retailers in the city were lightened considerably of their heavy burdens.

The garbage question was taken up by the association and settled to the satisfaction of the retailers. Your directors spent a great deal of time in connection with the small debt courts, but have not been able to have this law passed by the Legislature. However, we trust that it will be passed in a short time.

In conclusion, allow me to wish our annual meeting for 1908 a success, both as to business matters brought up and dealt with."

**WAGSTAFFE'S DISPLAY.**

One of the late arrivals at Carsley's Food Fair in Montreal, was Wagstaffe, of Hamilton. Their tardy arrival, however, did not interfere with the attractiveness of the display they made. Their various lines were in charge of their agent, A. G. Snowden, who says sales are good in Montreal and district.

48 Highest Awards In Europe and America

**WALTER BAKER & CO.'S**



**CHOCOLATE & COCOA**

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.

**NAP G. KIROUAC & CO.,**  
Receivers and Shippers  
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.  
125 St. Peter St., QUEBEC.

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

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

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

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY

WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD



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

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

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

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

## MEURISSE CHOCOLATES

You are not getting all the profits coming to you if your stock does not include MEURISSE CHOCOLATES, the finest line of imported confectionery. Have given universal satisfaction and will win new trade for you.

Send your orders for

**ORANGE CHOCOLATE CREAM BARS**  
to **CHOCOLATE MEURISSE**

**J. A. HERREBOUDT, Manager**  
22 Lemoine St., - MONTREAL

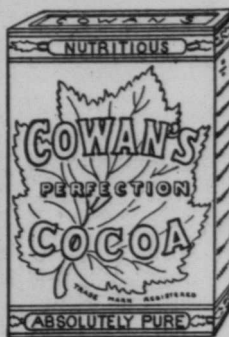
Also Mathewson's Sons, Montreal: T. E. Charest, St. Gabriel St., Quebec, and W. C. Scott, 76 Queen St., Ottawa.



SKILL stands for a great deal in the manufacture of cocoanut, as in everything else. "Knowing how" is what counts. Because we have been in the business for years, always alert for something new to improve our line, we are able to warrant WHITE MOSS Cocoanut the finest line produced. When you want the cocoanut that will please your customers always obtain

**WHITE MOSS**

**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—Rollison & Rollison.



## Cowan's Cocoa and Chocolate

leads in purity,  
flavor and profit.

There is health in every tin of Cowan's Cocoa and in every package of Cowan's Chocolate. No wonder Cowan's is synonymous with "Profit" when it comes to selling Cocoa or Chocolate.

**The Cowan Co., Ltd.**

FRUITS, VEGETABLES AND FISH

Better Business Reported in Green Fruits —Potatoes Continue Fairly Firm—  
Fish Business Stiffer With the Approach of Lent.

SALES

For Golden Flower and Rose Brands of California Oranges are keeping pace with arrivals and are pleased to say quality was never better. Let us have your orders. Our arrivals this week:

- 1 Car Golden Flower
- 2 Cars Rose
- 1 Car Extra Choice Navels
- 2 Cars Cabbage
- 2 Cars Marmalade Oranges

and lots of other goods, this will enable us to fill your orders promptly.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St., TORONTO

Are you in the  
"Rut"

Are you convinced that

"Golden  
Flower"

is no better than other Oranges and don't know why you're convinced? You haven't tried them if that's your position, and you haven't the confidence of the high-class trade of your town and don't deserve it. Get out of the

"Rut"

TRY 'EM  
McWILLIAM & EVERIST  
HAVE 'EM

The Redlands Golden  
Orange Association  
Redlands - California

The fruit market has been more active lately and with the approach of spring things will brighten up considerably. Prices are pretty well sustained. Oranges have a firm feeling. Floridas are getting low. Marmalade oranges are in good demand. Apples have a better tone and are steady. Lemons are moving well. While prices are no higher, the market is extremely firm. Cranberries are strong but scarce.

Potatoes, though much easier at the beginning of the week, have picked up and are now fairly strong. The demand has been good. Supplies of Delawares are not plentiful. Frost has done some damage. Domestic onions are in short supply and have advanced to \$1.50 per bag. Other lines of domestic stuff are unchanged. No improvement is noticeable in sales of fancy imported stuff which continues to be slow.

The fish market is in a healthy condition and with Lent so near at hand, business is bound to be much brisker. Already very good orders are being received, although some buyers are holding back to see how the weather goes. Supplies of all lines are quite satisfactory at present, although fears are entertained of a shortage in haddock and cod during the early part of Lent.

MONTREAL.

GREEN FRUITS—Business in green fruit is still quiet, but as March is approaching better trade is anticipated. Strawberries are very scarce and are selling as high as 75c. per box. Cranberries and pineapples also have taken a sharp advance. Other lines are unchanged.

Bananas, fine stalk.....	2 00
"    jumbos.....	2 25
Cocoanuts, new, per bag.....	4 50
Lemons.....	2 15 2 50
Navel oranges.....	2 75 3 25
Florida oranges, box.....	3 00
Porto Rico oranges, box.....	2 50
Jamaica oranges, bbl.....	4 00
Valencia oranges.....	3 25 3 50
Tangerines, half-box.....	4 50 5 00
Pineapples, case.....	3 75 7 00
Grape fruit, box.....	4 00 6 50
Almeria Grapes, keg.....	11 00 15 00
Cape Cod cranberries, bbl.....	6 00 7 00
Nova Scotia cranberries, bbl.....	0 25
Kumquat, qt.....	0 75
Strawberries, qt.....	4 00 5 00
Apples, lameuse, 1/2 hl.....	2 00 5 00
other fall varieties, bbl.....	2 50 2 75
Bitter oranges.....	3 50 2 75

VEGETABLES—There is a good amount of business being done this week in foreign lines, while the domestics are moving fairly well. California celery has advanced \$1. Spinach has also gone up considerably. Other lines are unchanged.

Parsley, per doz. bunches.....	0 35
American parsley, large bunches, doz.....	0 75
Sage, per doz.....	0 80
Savory, per doz.....	0 80
Cabbage, bbl.....	0 75 1 00
Turnips, bag.....	0 65 0 75
Celery, doz.....	0 75 1 00
California celery, crate.....	6 00 8 50
Water cress, large bunches, per doz.....	5 00
Spinach, bbl.....	5 00
Green peppers, crate.....	3 50
Boston hot house cucumbers, doz.....	2 50
Potatoes, per bag.....	1 00 1 15
Sweet Potatoes, basket.....	3 50
Beets bag.....	0 75 0 80
Carrots, bag.....	0 65 0 70

Tomatoes, Florida, crate.....	5 50
Tomatoes, hot house, per lb.....	0 35
Spanish onions, small crates.....	0 75 1 00
"    large crates.....	2 25
Canadian onions, lb.....	0 01 0 02
Boston lettuce, hot house, per doz.....	0 75
No. 1 salt cels, lb.....	0 07 0 08
Radishes, doz.....	0 50
Bermuda parsnip, per lb.....	0 85
Mushrooms, per lb.....	0 12
Horse radish, per lb.....	7 00
Peas, green, basket.....	2 00 3 00
Egg plant, doz.....	5 00 5 50
Green peas, basket.....	4 00 4 50
California cauliflowers, per crate.....	4 00 4 50

FISH—The fish business continues brisk this week as good orders are being booked for Lent. It is feared that there will be a shortage of haddock and cod during the early part of Lent. A slight advance is noticeable in some lines, while others are reduced.

Fresh and Frozen Fish.

Haddock, per lb.....	0 75 0 85
Halibut, per lb.....	0 08 0 09
Mackerel.....	0 07 0 08
Dore.....	0 07 0 08
Grass pike, lb.....	0 04 0 05
Cod fish, l.....	0 04
Steak cod, lb.....	0 05 0 06
Whitefish, lb.....	0 08 0 09
B.C. salmon, lb.....	0 08 0 09
Qualla Salmon, lb.....	0 07 0 08
No. 1 Smelt's, lb.....	0 07
New tomocods, bbl.....	2 00
Sea herring, bbl.....	1 60 1 70
Smoked and Salted—	
Haddies, boxes, per lb.....	0 07 0 08
Kippered Herring, 50 in box.....	1 10
Smoked herring, per small box.....	0 16
Yarmouth Bloaters, per box.....	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases.....	5 25
Boneless cod, 20 lb. boxes.....	0 04 0 09
Boneless fish, 20-lb. boxes, blocks.....	0 05 0 05 1/2
Boneless fish, 25-lb., boxes, per lb.....	0 04 1/2
Oysters and Lobsters—	
Standards, bulk, per imp. gal.....	1 40
Selects, bulk, gal.....	1 60
Paper, pails, 100, pint size.....	1 10
"    "    100, quart size.....	1 50
Live lobsters, lb.....	0 20
Pickled fish—	
No. 1 Labrador herring, per bbl.....	5 50
"    "    per half bbl.....	3 00
No. 1 Nova Scotia, per bbl.....	5 00
"    "    per half-bbl.....	2 75
No. 1 Haddock, bbl.....	6 00
No. 1 Mackerel, 20-lb. kits.....	1 75
Green cod, per bbl.....	5 00
Medium "    "    ".....	8 00
Large "    "    ".....	8 50
Labrador Salmon, 1-bbls.....	8 50

TORONTO.

GREEN FRUITS—The market is practically featureless. Prices are well sustained by a steady demand. Oranges are selling satisfactorily. A good business is being done in marmalade oranges. Lemons have a firm feeling and are looking up considerably. Good grape fruit is in better demand. The local demand for apples is none too brisk. Cranberries are about done.

Oranges, Florida's new.....	2 00
"    navals, new.....	2 75 3 25
"    Valencias.....	4 50 5 00
"    Murrias.....	1 75
"    Bahamas.....	1 75 2 00
Oranges, bitter.....	2 50 2 75
Lemons, California, 240, 300, 360, 420.....	3 00 3 00
"    Messinas, new crop.....	2 50 2 75
Grape fruit, 54's 80's, 96's.....	5 50 6 00
Apples, No. 1 winter fruit.....	2 50 3 50
"    No. 2.....	2 00 2 50
Bananas, Jamaica firsts, per bunch.....	1 65 1 75
Bananas, jumbo bunches.....	2 00 2 25
Quinces, per basket.....	7 50 8 00
Cranberries, per bbl.....	5 50 6 00
Almeria grapes, per keg.....	3 00 4 00
Tangerines.....	3 00 4 00

VEGETABLES—Potatoes continue to be the centre of attraction. Everything last week pointed to a break, but prices have been sustained by a steady demand. Shipments from New Brunswick are being held up and this is an important factor in the market. Onions are very scarce and have advanced to \$1.50 per bag. Little business is being trans-

acted in imported vegetables. Some choice carrots, tomatoes and celery are on the market. Prices remain unchanged.

New Brunswick Delawares, per bag	1 11	1 20
New potatoes, Canadian, per bbl.	1 10	1 15
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	3 50
per bag	1 20	1 50
Beets, per bag	0 90	0 95
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches	1 00	
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.	0 35	0 40
Celery, Canadian, per doz.	0 35	0 40
california, per doz.	0 75	0 75
Lettuce, imported	1 15	
Cucumbers, imported, per doz.	2 50	
Tomatoes, imported, per crate	4 50	
Strawberries, per box	0 65	
Mushrooms, per lb.	0 65	
Pineapples, per crate	5 50	

**FISH**—The fish business is picking up well in anticipation of Lent. While some are holding back to watch weather conditions, many are sending in substantial orders. Supplies of sea salmon, halibut and haddie are arriving freely. Prices are firm, but no advances are noted. Oysters are selling briskly.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 12	
Whitefish, winter caught, per lb.	0 10	
Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb.	0 07	0 08
jumbo, per lb.	0 10	
British Columbia salmon, per lb.	0 12	
Quail, per lb.	0 09	
Trout, fresh, per lb.	0 09	
Ciscoes, per basket	1 00	
Labrador herring, fresh, per 100	2 40	
Halibut, fresh caught	0 09	
Shredded cod, per lb.	0 08	
Shredded cod, per doz.	0 90	
Halifax fish cakes, case	2 40	
Acadia tablets, per case	4 80	
Live lobsters	0 30	0 35
Bluefish, small white, per lb.	0 07	
Mackerel mediums, each	0 12	
Large	0 25	
Finnan Haddie, per lb.	0 08	
Flounders, per lb.	0 04	
Bloaters, Yarmouth, per box	1 10	

**MARKET FOR EVAPORATED APPLES.**

Trade Commissioner Summarizes Conditions of Demand in England.

W. A. MacKinnon, Canadian Trade Commissioner in Bristol, Eng., in his last report speaks of a favorable market in England for evaporated apples. He summarizes conditions as follows:

"The demand for evaporated apples depends chiefly on crop conditions as reflected in the values of green fruit. The best trade is done just after Christmas.

"The favorite package appears to be the 25-pound box, put up in California style. The next in demand is a 50-pound box, and finally, the one-pound cardboard package meets a considerable demand for certain markets.

"Grading should be very carefully attended to, it being essential that the fruit should be uniform in quality throughout the package, and throughout all the packages in any given consignment, which bear the same grade mark. Good sized fruit is always in demand; the color should be pale, as nearly white as possible, the fruit being so treated as to retain its color after being exposed to the air.

"In certain districts price is a small consideration, high quality being essential when as much as 8d. per pound is asked, retail; but the general average price varies from 4d. to 6d. per pound, retail, the bulk of the trade being in-

# LENT BEGINS

**MARCH 4th**

The Greatest of Fish Seasons. Everything good and cheap.

**SEA HERRINGS SMELTS**

**LAKE HERRINGS LABRADOR HERRINGS**

Your orders will receive greatest care. Can supply you from either Toronto or Hamilton.

**FRESH FROZEN**

**Trout, Whitefish, Sea Salmon, Halibut**

**WHITE & CO., Limited**  
**Toronto and Hamilton**

## Tracuzzi Says:—

"You will find I pack my "St. Nicholas" with the quality others use to **TOP** their Boxes."

**A word to the wise—'Nuf sed.**

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

## "GOLDEN ORANGE" Brand NAVEL ORANGES

Grown and Packed at

**Arlington Heights, California**

Stand unrivalled and alone, for **Quality** and **Appearance**. Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

**HUGH WALKER & SON**

**Established 1861**

**Guelph, Ont.**

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



**SHIP TO US**

We pay the highest market price for

**DRIED APPLES**

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

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

Packers and Exporters

7 and 9 Market Street

HAMILTON

**JOHN E. CASSIDY**

Highest Quality Oysters

WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

**JUST RECEIVED**

Canned Mackerel, 1-lb. tins, talls and flats,

No. 1 and Large Green Cod,

No. 1 Labrador Herring,

No. 1 Newfoundland Herring,

No. 1 Gaspé Herring,

Large Frozen Newfoundland Herring,  
Frozen Tomcods, Frozen Flounders.

Choice Stock.

Quality Guaranteed.

Attractive Prices.

**J. & R. McLEA**

WHOLESALE FISH

23 COMMON ST., - MONTREAL

Highest price paid for

**DRIED APPLES****O. E. ROBINSON & CO.**

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

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

**California Navels, Valencia Oranges**

LEMONS, FRESH ARRIVALS

**THE DAWSON COMMISSION CO., - TORONTO**

Butter and Eggs in good demand. Consignments Solicited.

creased as the price is reduced. Rings are most in favor, though there is a considerable demand for whole cored if of good size and color.

"As has been before stated, the market draws most of its supplies from the United States. One firm states that in its experience Canadian fruit has been found considerably superior. In any case, I would repeat that this and other products will always find a sentimental preference in the British market which will be quite sufficient to turn the scale, if in quality and price the Canadian article can hold its own with foreign competitors."

**VALENCIA ORANGE INDUSTRY.**

Conditions in Spanish Fruit Growing Districts Are Very Serious.

Writing from Valencia under date of January 24, United States Consul Chas. S. Winans gives an interesting report of the present condition of the Spanish orange-growing industry, which should be of interest to Canadian fruit dealers.

Speaking of the depression which has been ruling in that country for some time, he says:

"Agricultural depression, especially in fruit growing, continues to increase in this district. The crisis first developed in the wine trade, in which it reached such an acute stage recently that some important wine growers, unable to obtain even the very low price of 6 cents a gallon for their product, rolled their wine casks on the public highways that passers-by might drink gratuitously.

"Now orange growers and exporters have been overtaken by disaster so crushing and complete that foreign markets on which they depend almost exclusively for the consumption of the Valencia crop, have all collapsed. Production has outgrown the requirements of available markets abroad, while home markets, in the interior and northwest coast of Spain, are at present inaccessible to Valencia fruit growers, owing to deficient transportation facilities and high freight rates both by sea and land. In the first two months of the present season—November and December—1,600,000 cases of oranges were exported, or about 240,000,000 pounds, and three-fourths of the crop still remains on the trees.

"Farmers have been forced to sell their oranges to packers as low as 10 cents an arroba of 25 pounds, and exporters have been receiving average prices of \$1.25 per case of 150 pounds of fruit, which, after deducting packing expenses, freight, and sale charges, leaves practically nothing for the oranges.

"Among the causes assigned for the threatened ruin of the Valencia orange trade, with exports valued at \$12,000,000, appear to be lack of intelligent organization of growers and packers for

the distribution of exports in proportion to the consuming capacity of markets, excessive production, and deterioration of quality of fruit, and dependence of farmers and merchants on foreign capital.

"British fruit brokers and merchants finance the greater part of the Valencia fruit trade, advancing one-half to two-thirds the prospective value of consignments, their commission profits being increased by excessive shipments. Oranges this season colored eight days earlier than usual, the shipments in the first two weeks of November exceeding by 260,000 cases the totals exported up to the same date last season. At that early date British and German markets still well supplied with apples, Almeria grapes, and other autumn fruits, were not prepared for such heavy imports of oranges, and have not yet recovered from the collapse at the very opening of the season.

"Moreover, Valencia orange growers, in their anxiety in recent years to increase production by intensive cultivation and high fertilization have succeeded to some extent, at the expense of quality, flavor, and keeping condition of the fruit, which has acquired a coarser skin and texture and more acidity, while Jamaica and Jaffa oranges, now competing with Valencias on British markets, have steadily gained in favor. A box of Jaffa oranges containing 144 to 152 oranges, or about one-third the number in a Valencia case, realizes at present on British markets one shilling (24 cents) more than the latter."

**A TRIP THROUGH THE FACTORY.**

The Grocer Representative Visits the Home of St. George's Baking Powder and Sovereign Lime Juice.

The Grocer took a hurry-trip through the N. D. & C. Co.'s Toronto manufactory this week, on invitation of Frank C. Simson, manager Sovereign Mills, Beverley street and learned a lot. He was shown how the baking powder was made from the cream tartar crystal to the finished and labeled and boxed tin. He was initiated also into the mysteries of the refining of Sovereign lime juice, after wandering around through a basement filled with casks of the raw lime juice. Mr. Simson's knowledge of his subject impressed The Grocer very strongly, and his enthusiasm in his work is a guide to the success he has made of his lines. An old Haligonian, known throughout Canada and the principal centres of the United States, as an enthusiastic grocery and drug specialty man, Mr. Simson's translation to the management of the Toronto factory must augur well for the success of the trade. His guidance through the plant, and explanations to The Grocer were important and interesting. Many improvements have been made in the plant and with modern machinery installed, under capable workmen, with clean, bright rooms for the help, St. George's baking powder, Sovereign lime juice and the other grocery specialties, spices, etc., are being carefully and well prepared for the market. The journey through the plant, though a rapid one, was interesting, and Mr. Simson's optimism as to the success of St. George's baking powder and Sovereign lime juice left a pleasant impression.

# Now For a Big Fish Trade!

Lent is just at hand and we hope you are ready for a big trade in our brands of fish.

Anything that bears this trade mark will surely please your most particular customers. Consult our agents, if you want to learn about the fast selling lines for next month. Do it to-day.



## Atlantic Fish Companies Limited

LUNENBURG, N.S.

Selling Agents: Winnipeg, Stewart, Watson & Co.  
Vancouver, Milne & Gunn.  
Montreal, A. H. Brittain & Co.

Buy  
Brunswick  
Brand  
Canned  
Goods



- 1/4 Oil Sardines (Sanitary)
- 1/4 Oil Sardines (Hand Made)
- 1/4 Mustard Sardines (Sanitary)
- 1/4 Tomato Sardines (Hand)
- 3/4 Mustard Sardines (Sanitary)
- 1-lb. Clams
- 1-lb. Scallops
- Herring in Tomato Sauce
- Kipper Herring
- Finnan Haddies
- Fresh Herring

**Connors Bros., Limited**

Black's Harbor, N.B.

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

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

## "King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand "King Oscar" brand from your jobber.

**J. W. Bickle & Greening**

(J. A. HENDERSON)

Canadian Agents, HAMILTON

# Frozen Sea Herring

## Large, Bright Fish, Very Choice

■ We also have

a full assortment of fish you will require for Lent, such as

**Salmon, Cod, Haddock, Halibut, Pike, Whitefish,  
Pickerel, Smelts.**

Now is the time to order. Send to-day for our price list.

Prompt Shipment. Fair Treatment.

**CANADA'S LARGEST FISH AND OYSTER DEPOT**

P. O. Box 639.  
FIVE  
LONG  
DISTANCE  
TELEPHONES

# LEONARD BROS.

20, 22, 24 and 26 Youville Square,  
Near Customs House  
MONTREAL

Branches :  
ST. JOHN, N.B.  
MONTREAL  
GRAND RIVER  
GASPE, QUE.

# LENT LENT LENT

COMMENCES ASH WEDNESDAY, MARCH 4th.

Salt Trout	Fresh Frozen White	Salmon
Cod	Lake Herrings	Flounders
Bloaters	Ciscoes	Tom Cods
Oysters	Pike	Labrador Herrings
Trout	Halibut	Haddock
Smelts	Sea Herrings	Finnan Haddie
Mackerel	Goldeyes	Perch
Yellow Pickerel		

**All kinds Boneless Cod in packages. We carry a larger supply and variety of fish than any house in Canada.**

PROMPT SHIPMENTS. WRITE, TELEGRAPH OR MAIL YOUR ORDERS.

# The F. T. James Co., Limited

## Toronto

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## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each per line.

Contractions count as one word, but five figures (as \$1.00) are allowed as one word.

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

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

### Yearly Contract Rates.

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

### BUSINESS CHANCES.

**JOHN NEW**, Real Estate and Business Broker  
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.

### BUSINESS CHANCES.

GENERAL store with stock, direct line Grand Trunk railway survey, point of heaviest construction work; genuine proposition for energetic young man, and worthy of investigation. For particulars address Box 179, CANADIAN GROCER, Toronto. (9)

### ARTICLES FOR SALE.

**MAPLE SUGAR**—Guaranteed pure. Woodman & McKee, Coatcook, Que. (15)

### SITUATIONS WANTED.

**YOUNG** man with several years' experience in city grain office wants position in country store with chance to learn business, Box 17, CANADIAN GROCER, Union Bank Building, Winnipeg. (9)

**A SUCCESSFUL** advertising and specialty salesman in grocery lines, favorably known to the wholesale and retail trade throughout Ontario is open for engagement. Box 180, CANADIAN GROCER, Toronto. (9)

### AGENCY WANTED.

**MANUFACTURERS**, millers and exporters seeking a market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

### TRAVELERS WANTED.

**WANTED**—Traveler calling on grocers and druggists in Ontario to handle line of Swiss milk chocolate on commission. Apply Box 181, CANADIAN GROCER, Toronto. (8)

**WE** have an opening for an experienced grocery traveler, must be good salesman, otherwise, don't apply. W. H. Gillard & Co., Hamilton. (9)

### BOOKS FOR THE GROCER.

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

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

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

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

### FOR SALE

**FOR SALE**—Prosperous business, that pays every week in the year, established six years, best business corner in town. Open to good man at invoice price plus freight. Stock carried, \$2000.00, rent \$35 00 per month. Apply Robinson & Greenwood, New Liskeard, Ont.

### MISCELLANEOUS.

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

### WANTED.

**WANTED**—An experienced cannery foreman for fruit cannery in British Columbia; must be thoroughly posted in all branches of the trade, well up in processing fruits, jams, vegetables. Apply with references as to ability and character, stating salary expected to M. H. Nelems, Chilliwack, B.C. (11)

### TRADE NOTES.

Wm. Wilson, grocer, of Winnipeg, has made an assignment.

Chipperfield & Johnston, grocers, of Winnipeg, have assigned.

Durand & Precourt, Three Rivers, Que., are starting a grocery.

Stonehouse & Bourbonnais, Lachine, Que., have started a grocery.

J. B. Madden & Bro. grocers, of Napanee, Ont., have assigned.

Callaghan & Collins, Montreal, are starting in the grocery business.

Murdock Bros., grocers, of Calgary, Alta., have made an assignment.

R. Walsh, Claresholm, Alta., has taken over the general store of W. Holmes.

Louis Bilodeau, general merchant, of Trotter, Que., has made an assignment.

H. J. Borget, general merchant, of McCrossan Township, Ont., has assigned.

The grocery store of G. S. McClary, Athens, Ont., was destroyed by fire last week.

Carscadden Bros., general merchants, of Lenore, Man., are dissolving partnership.

Craig & Co., general merchants, of Eagle Hill, Alta., have sold to P. Sands.

Proulx & Dumoulin, Ottawa, have taken over the grocery business of L. Morin.

Lillie & Hopper, Chilliwack, B.C., have taken over the general store of D. B. Hall.

The general stock of Wm. Klingbeil, Beausejour, Man., has been sold to J. Shaw & Co.

The grocery firm of McAllan and Tremblay, Fort William, Ont., has made an assignment.

The grocery store of J. A. & M. Down, Edmonton, Alta., was destroyed by fire last week.

A. Henderson & Son, grocers, of London, Ont., have been succeeded by Henderson & Graham.

Thos. Chapdelaine, St. Alphonse Man., has sold his general store business to Octave Deliclie.

Miller & Schneider, general merchants, of Marchwell Siding, Sask., have sold to Jacob Schneider.

M. A. Wilkinson, Yellow Grass, Sask., has taken over the general store business of F. B. Elliott & Co.

The Magrath Trading Co., Magrath, Alta., has taken over the general store of the Hauker Trading Co.

Louis Poulin, a well-known Quebec grocer, was found dead in a woodshed on his premises, St. Ursule St., last week. Heart failure was the cause of death.

A. D. MacArthur, H. H. Dewar, K.C., G. S. Hodgson, H. W. Maw and E. C. Paterson have received letters of incorporation under the name of MacArthur, Limited, to carry on an agency and commission business, and to buy, sell and deal in merchandise. The capital will be \$40,000 with Toronto as the head office.

Letters of incorporation have been granted to Young-Winfield, Limited, to manufacture and deal in baking powder, jelly powder, coffees, spices, etc. The provisional directors of the company are: R. McD. Young, Harry Winfield, W. C. Plater, A. Sharp and F. E. Winfield. The company is capitalized at \$40,000. The head office will be located in Hamilton.

Thomas W. Duffield has engaged with the Horton-Cato Mfg. Co., of Detroit, to represent them in Canada. Mr. Duffield has had about twenty years' experience on the road in the wholesale grocery and provision trade in England. He will see the trade in Canada from coast to coast on Royal Salad Dressing and other special lines packed by the company. Mr. Duffield's headquarters will be in Toronto.

Letters patent have been granted by the Provincial Secretary to G. A. McGowan, L. L. Henderson, J. H. Bell, E. Walsh, L. C. Robinson, J. W. Edwards and D. H. Robinson "to carry on the business of canners and preservers of fruit, vegetables and meats" under the corporate name of the "Crystal Bay Canning Co." The new company is capitalized at \$50,000, with head office in Kingston, Ont.

# NOVA SCOTIA GROCERY NEWS

**Open Roads and Navigation in Local Parts Has Brightened Business—Large Apple Shipments to Britain—Eggs Plentiful—Some Grocer Hockeyists.**

(Special Correspondence to The Canadian Grocer)

Halifax, N.S. Feb. 24.—Trade continues favorable throughout the province. The country roads are in fairly good condition and open navigation, at the coast ports helps business very materially. Collections are reported to be fully up to the average. Prices generally are steady and there is no immediate prospect of any change.

There is a considerable movement of apples at the present time and some heavy shipments are being made to the London market to catch the Easter trade.

As a result of the recent mild weather the receipts of fresh laid eggs have been very heavy and the market at the present time is practically over-stocked, something unusual at this season of the year. The price for fresh laid stock has dropped to 25 cents per dozen, and there is little or no sale for storage eggs. Many of the dealers have large stocks of limed eggs on hand, and if the mild weather continues they stand to lose heavily. Some of the dealers are shipping the fresh laid eggs to the Montreal

market where they command a good price at the present time, and they are holding back the storage stock for better prices. Open navigation between the mainland and Prince Edward Island has also helped to keep prices down, as stock can be shipped from the Island with little or no interruption.

The price of fresh hogs has been advanced. They are now quoted at 8½ cents. At the present time the dealers have good stocks on hand, but it is expected that the receipts will soon show a falling off.

The annual meeting of the Stanley Bridge Dairying Company, of Prince Edward Island, was held last week. The business of the cheese season amounted to \$16,771.33. The patrons got \$13,500 for milk, an average of \$100 each. The butter factory, which is operated by the same company, made about 110,000 pounds of milk into butter during November, December and January. The directors elected were: Walter Simpson, W. H. Hogan, J. H. Simpson, W. Taylor, Murray Robertson,

Alexander Buntain and Miller Tyfe. Walter Simpson was elected president.

C. W. Anderson's grocery business is being transferred from George St. to Barrington St., at the corner of Prince St. The firm's new location is on the main business thoroughfare of the city.

The Dartmouth grocers have taken to hockey and last week they battled with the employes of the hardware firm of J. Simmons & Co. and the grocers won out by a score of three to two.

## WILL MANAGE TEA DEPARTMENT

**D. L. Grant Succeeds W. H. Halford With S. H. Ewing & Sons, Montreal.**

D. L. Grant has been appointed manager of the tea department of S. H. Ewing & Sons, Montreal, succeeding W. H. Halford.

Mr. Grant is widely known in Montreal grocery circles, and also among tea brokers in London and Edinburgh. Altogether, he has spent twenty-three years of his life in the business, and S. H. Ewing & Sons feel that in picking him to look after their tea business they have secured one of the best men obtainable. He has already begun his duties, having called upon the Montreal trade during the past week.

# T. & B.

is a pipe tobacco which contains every element desired by the discriminating smoker. You can go from here to Timbuctoo and you'll not discover a brand of pipe tobacco which can beat it in flavor and purity. There is absolutely no "dope" in T. & B.—just pure leaf tobacco, properly cured and cut. It is handled only by clean people in a model factory. It is mild and fragrant and moderate in price; and you can handle it with an assurance of good profits and continuous sales.

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

**HAMILTON, CANADA**

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**CANADIAN MACARONI FACTORY.**

**New Firm in Montreal Will Supply the Canadian Trade.**

If present plans are carried out Montreal will have a vermicelli and macaroni factory capable of supplying the wants of the entire Canadian trade. C. H. Catelli, who has for many years operated a factory on Barclay St., has purchased the building on William St., at the head of King, at present occupied by A. McCullough & Co., A. D. McGillis and other produce men. These tenants will be forced to move in May, when the building will be remodelled to suit the needs of a factory which will turn out 6,000,000 pounds of macaroni and vermicelli a year, which is the present consumption in Canada.

Mr. Catelli left recently on a trip for Italy where he will purchase all the necessary machinery, securing only the most modern patterns. It is expected that the factory will be ready to operate on June 1.

Speaking of the intended output, Mr. Catelli said that there was no reason why Canada should not be supplied by Canadian manufacturers. He said that most of our present outside competition was from Italy, France and the United States. Last year 60,000 tons of wheat had been exported to Italy and a great percentage of this had come back in the form of macaroni, vermicelli and other alimentary products.

H. Laporte, head of Laporte, Martin & Co., is one of the directors of the newly-incorporated firm, C. H. Catelli & Co., which is capitalized at \$250,000.

**BRIBED—NEED NOT PAY.**

Rather a novel decision was that handed down recently by a court in New York City. In New York State there is a law making it a misdemeanor to bribe a purchasing agent, or other employe of a firm making purchases of goods from the person who offers the bribe. The penalty is a fine of \$500 or a year in prison, or both.

It appears that one firm sold a large retail store a \$1,555 bill of goods, paying the purchasing agent a 5 per cent. commission on the transaction. The agent's firm learned of this and refused to pay for the goods, and further refused to return them. The matter was brought into court with the result that the retail firm was upheld. The court decided that since the goods were placed with them in a criminal manner, the contract need not be carried out by the purchasers.

**AN OLD TRAVELER'S DEATH.**

**A. H. Fuller Passes Away in Toronto Under Peculiar Circumstances.**

On Sunday, Feb. 16, at noon, Alex. Henry Fuller, an ex-commercial traveler, was found dead in his bed with the gas turned on, at a hotel on Queen street east, Toronto. He had retired the night before, apparently in his usual spirits. At breakfast time he did not appear, and a few hours later one of the attendants smelt gas and summoned the

proprietor. He found the door unlocked, but the deceased was dead in bed, life having been extinct for some hours.

The deceased had been on the road representing S. Davis & Co., tobacco manufacturers, Montreal. He lost his position when the company was taken over by the American tobacco trust, and since then had been unable to obtain any steady employment.

He was about fifty years of age, and lived in Woodstock before coming to Toronto. His wife and two sons live at Markham. Deceased had suffered a great deal of trouble, no less than four members of his family having died from lung diseases. He was a member of the Commercial Travelers' Benefit Society, the Order of United Workmen, and the Woodmen of the World.

**PERSONAL.**

Wm. Pratt, of the Acme Can Co., Montreal, was in Toronto this week.

O. Lefebvre, of the Ocean Mills, Montreal, was in Three Rivers last week.

Robt. Allan, of the Lakeside Canning Co., Wellington, was a caller at The Grocer office last week.

Alphonse Raymond, proprietor of J. A. Pennault & Co., Montreal, was in Ottawa last week on business.

H. E. Thomas, of Thomas & Lonsbury, Wyndham Centre, was in Toronto last week on a business trip and called on The Grocer.

J. Albert McLean, of the Canadian Coconut Co., has returned to Montreal after a two weeks' trip to New York, Philadelphia, and some other American centres.

Henri Jonas, Montreal, sails for Europe on La Provence March 12. While away for two or three months he will visit France, Italy, Austria and Switzerland, among other countries.

Handle

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

It's a Trade Bringer

**CLAY PIPES**

The best in the world are made by

**McDOUGALLS**

Insist upon this make

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

20 years of progress of the firm of

**JOS. COTE**

Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.

Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.

We have 6 travellers who are continually on the road at the disposal of our customers.  
Branch: 179 St. Joseph St. Phone 1272, 209

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

**BLACK WATCH**

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



# TRADE QUIET IN NEW BRUNSWICK

Provincial Politics Arousing Great Interest—Two Grocerymen Running in St. John—Winter Port Business Increased—Local Hockey Games.

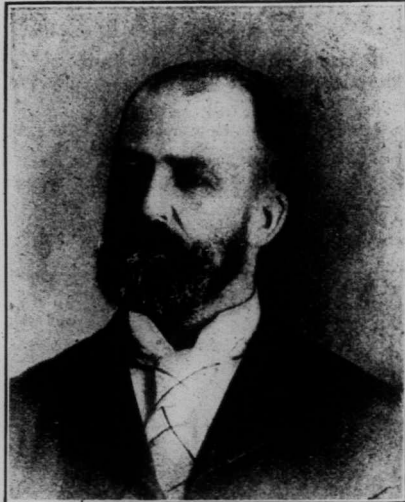
(By The Canadian Grocer's Special Correspondent.)

St. John, N.B., Feb. 24.—Business has been rather quiet of late. There have been no changes in quotations and nearly all lines are reported firm. People here seem to be more interested in provincial politics than anything else just at present, as the elections are to be held March 3. There are two grocerymen in the fight in St. John. Hon. D. J. Purdy on the Government ticket and W. Frank Hotheway on the opposition ticket.

\*\*\*

A statement of the value of exports to Great Britain in winter port steamers from this port up to Feb. 17 shows: Value of Canadian goods, . . . \$7,680,273 Value of foreign goods, . . . 3,367,144

Total . . . . . \$11,047,317 This is an increase of \$1,757,855 over last season to the same date. The



D. J. PURDY,

A St. John Grocer, Who is a Candidate in the Provincial Elections.

amount of grain gone forward in these steamers is 3,218,871 bushels, which is within 500,000 bushels of the total sent forward the previous season.

\*\*\*

J. W. McAlary, Margaret McAlary, William J. McAlary and F. P. Elkin, of St. John, and H. Ashley Estabrooks, of Upper Georgetown, have applied for incorporation under the name of McAlary & Company, to carry on a general mercantile business. They are capitalized at \$20,000.

\*\*\*

Several very interesting hockey games have been played here lately by teams composed of clerks in the various mercantile establishments. The septette from T. H. Estabrook's tea house, known

as the Red Rose team, have been playing several games and as victory has always perched on their banner, they are commencing to look upon themselves as invincible. About a fortnight ago they administered a crushing defeat to the National Drug Co. septette and on Thursday, Feb. 20, they downed the doughty "shoe shippers" from J. M. Humphrey & Co. by a score of 2 to 1.

## PRESENTATION TO H. T. WILSON.

Who Has Severed His Connection With the Canada Brokerage Co., Toronto.

H. T. Wilson ("Tom" Wilson as he is better known to the trade) has severed his connection with the Canada Brokerage Co., Toronto. Mr. Wilson, who is the son of the late Col. A. N. Wilson, of the Rifle Brigade, has been closely connected with the wholesale grocery trade of Toronto ever since 1885, when as a boy in knickerbockers he started in with Williamson & Lambe, grocery brokers and commission merchants. From this firm he went to Watt & Scott with whom he spent several years and then went to take the management of the Trading Agency. While with this concern he in 1900 visited the principal foreign countries growing, producing and shipping grocery and food stuffs; namely, Spain, France, Greece, Germany, Switzerland, Austria, Sicily, Italy and Holland. This trip put him into close touch with the trade in those countries and gave him exceptional advantages with the Canadian buyers. In 1903 he associated himself with W. F. Morley and F. W. Hudson in the formation of the Canada Brokerage Co., holding the position of secretary-treasurer. His knowledge of both foreign and domestic trade conditions was of the greatest value to his company and assisted materially toward making the concern a factor in trade circles.

Besides being a good, clear-headed business man, Mr. Wilson possesses a genial disposition and is a good companion. As a salesman he needs no words of praise. He has sold enough goods to stand as a record. Socially, he is popular and as a curler he is an enthusiast. This popularity with his fellow-directors, travelers and other employes was manifest in a very striking manner by the presentations made last Saturday. W. F. Morley, vice-president of the Canada Brokerage Co., on behalf of the directors, presented Mr. Wilson with a very handsome and valuable gold watch and chain. In well-chosen words he expressed his personal regrets at Mr. Wilson's severance from the firm, and officially presented an illuminated address in book form, worded as follows:

Toronto, Feb. 22nd, 1908.

Dear Mr. Wilson—The directors and staff sincerely regret the occasion has arisen for the presentation we are now making, caused by your resignation as director and secretary-treasurer of the Canada Brokerage Co., Limited, and we feel that we cannot let this opportunity pass without asking you to accept a slight token of the respect and esteem in which you are held.

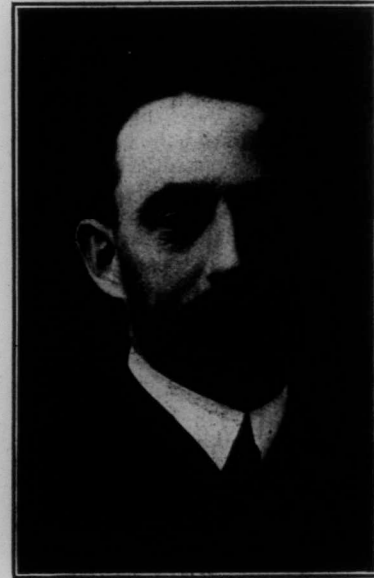
During the years you have been connected with us, your high character and unflinching courtesy have endeared you to all with whom you have been associated, and while we regret the separation we feel sure that in your new sphere you will meet with that success which your ability and integrity so richly deserve.

Yours very truly,

Canada Brokerage Co., Limited,

W. F. Morley, vice-pres.

The warehouse staff presented, through J. Dinwoody, head warehouseman, a handsome traveling bag. Mr. Wilson was much affected by the kind words of regret and appreciation so aptly expressed and thanked Mr. Morley,



H. T. WILSON.

the directors and staff for their generous opinion and cordial good-bye treatment and hoped that the many good wishes for success in his new field would be realized.

## CONTEMPORARY ADDS DEPARTMENTS.

The New England Grocer, one of our esteemed American contemporaries, which is published at Boston, has metamorphosed itself into a more general form, and now, under the name "New England Grocer and Tradesman," will include departments treating hardware, paints and oils, boots and shoes and dry goods as well as groceries. The idea, as expressed in a comment regarding the new features, is to keep pace with the tendency of the old-time grocery to become departmental in character so that the paper may find a place in every store in New England.

WHEREVER THERE ARE

DOGS, CAGE BIRDS, POULTRY

# SPRATT'S PATENT

**Dog Cakes, Bird Seeds,  
Parrot Food, Poultry Foods**

**SHOULD BE STOCKED.**

GOOD ADVERTISING MATTER.

ATTRACTIVELY PACKED.

EASILY HANDLED.

PROFITABLE.

**KNOWN.**

Write us: **24-25 Fenchurch St., London, ENGLAND**

for illustrated trade list. We will then correspond with you and use our best efforts to assist in the development of trade.

Small stocks carried at our store:

**13 St. Theresa St., St. Gabriel, Montreal.**

## COUNTER CHECK BOOKS CASH SALE SLIPS SHIPPING TAGS

Delivery made on shortest notice.  
Write for samples and prices.

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

**TORONTO - MONTREAL  
Canada**

—BUY—

## Star Brand

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

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

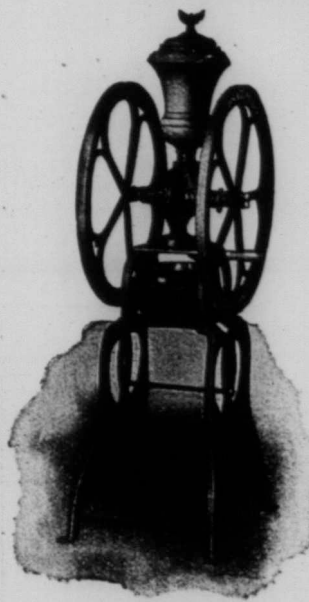
For Sale by All Wholesale Dealers.

**SEE THAT YOU GET THEM.**

## COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . .  
**Excellence**



Price \$25.00

- 1—Ease in running.
- 2—Rapidity in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

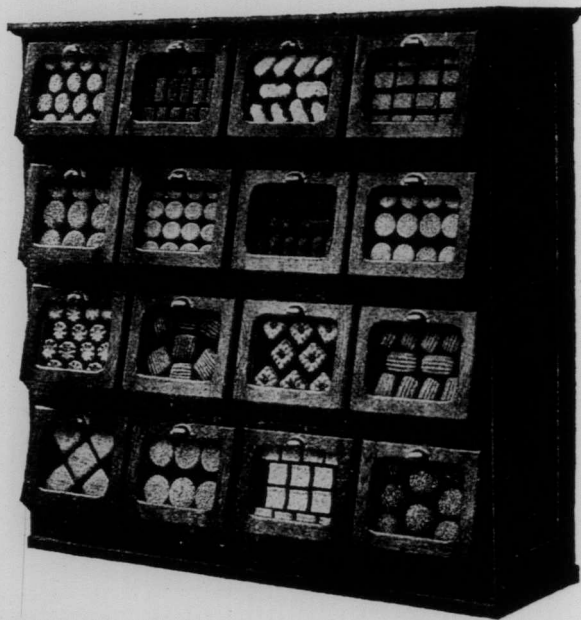
Todhunter Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London Ont.



## "WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.



To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

### 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.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."



REFRIGERATORS  
FOR BUTCHERS AND GROCERS.

### Saving at the Spigot And Wasting at the Bung



It takes skill to distinguish between real and make believe economy. Of all mistakes the most unfortunate one is that of the man who would rather save a few dollars than install the

### Allison Coupon System

Every penny invested in these books means dollars saved, time economized, kicking stopped and everybody made happy. Stop the leaks.

#### HERE IS HOW THEY WORK:

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

Allison Coupon Books are recognized everywhere as the best.

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

Manufactured by  
**ALLISON COUPON CO.**

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.  
Canadian Agents

### PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing  
Cheese Cutter

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

**SIMPLE ACCURATE  
ATTRACTIVE**

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

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

**THE AMERICAN COMPUTING CO.,**  
OF CANADA

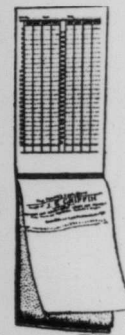
18 and 20 Mary St.,  
HAMILTON, Ont.

### Prevent Misunderstanding!

Keep an accurate and simple record of all goods sold by using our

**"DUPLIX"  
COUNTER CHECK BOOK**

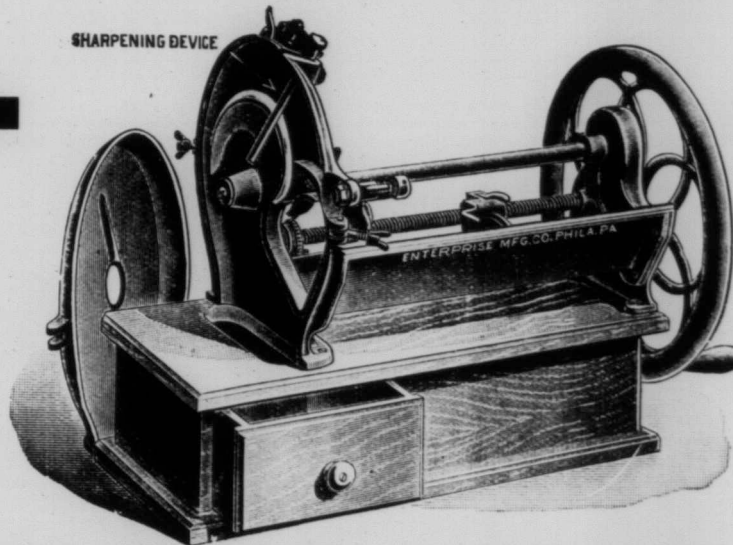
Many grocers have felt the need for a check book that has both white and colored checks—one for originals, the other for duplicates. That's the simplest way of knowing how much is coming to you, from whom and what for. Write and let's tell you all about it!



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

Is your equipment GOOD?  
Then make it BETTER.  
Don't rest till you have the BEST—  
**“ENTERPRISE”**

SHARPENING DEVICE



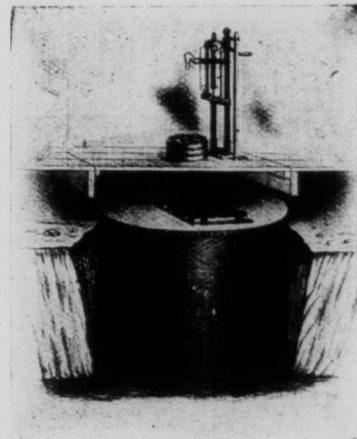
The experience of all users proves that the "Enterprise" Rotary Smoked Beef Shaver greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to 1/8 of an inch.

**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



CUT 6.  
UNDER THE FLOOR OUTFIT.

**Turn Your Losses Into Profits**

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog B. Write to-day.

**S. F. BOWSER & Co., Limited**

66-68 FRASER AVE.,      TORONTO, ONT.

If you have an old Bowser, 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.

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

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

**FRANK H. BARNARD, PRINTER**

246 Spadina Ave. Telephone Main 6357, Toronto

**SPRAGUE**

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

**EXPERIENCED ADVERTISEMENT WRITERS**

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

# IMPERIAL DESSERT JELLY

There is this combination in every package:

Quality  
Value  
Price  
Profit  
Satisfaction



We commend Imperial Dessert Jelly to your attention with the assurance that no effort has been spared that money or skill could suggest to make it without exception the **best and most attractive dessert jelly on the market to-day.**

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Sample Package Mailed to Any Grocer to Test.

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**MacLaren Imperial Cheese Co.,**  
Toronto, - Ontario **Limited**

THE CANADIAN GROCER

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.

Feb. 28, 1918.

**Baking Powder.**  
W. H. GILLARD & CO.

Diamond—		
1 lb. tins, 2 doz. in case	.....	\$1 00
1 lb. tins, 3 " "	.....	1 25
1 lb. tins, 4 " "	.....	0 75
<b>IMPERIAL BAKING POWDER.</b>		
Cases.	Sizes.	Per doz.
10z.	10c.	\$0 85
12z.	8-oz.	1 75
12z.	12-oz.	3 50
12z.	12-oz.	3 40
12z.	2 1/2 lb.	10 50
12z.	5 lb.	19 75

**MAGIC BAKING POWDER**



Cases.	Sizes.	Per doz.
8 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
2 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	16 " "	1 65
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

**ROYAL BAKING POWDER.**

Sizes.	Per Doz.
Royal—Dime	..... \$0 95
1 lb.	..... 1 40
8 oz.	..... 1 95
1 lb.	..... 2 55
12 oz.	..... 3 35
1 lb.	..... 4 90
3 lb.	..... 13 60
5 lb.	..... 23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

**CLEVELAND'S BAKING POWDER.**

Sizes.	Per Doz.
Cleveland—Dime	..... \$0 93
1 lb.	..... 1 33
8 oz.	..... 1 90
1 lb.	..... 2 45
12 oz.	..... 3 70
1 lb.	..... 4 65
3 lb.	..... 13 20
5 lb.	..... 21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

**T. KINNEAR & CO.**

**Brown Brand—**

1 lb. tins, 2 doz. in case	..... \$1 20
1 lb. " " " "	..... 0 80
1 lb. " " " "	..... 0 45

**ST. GEORGE'S BAKING POWDER.**

Per doz.	
Trial size, 6 doz. in case	\$0 90
4-oz.	1 35
6-oz.	1 80
8-oz.	2 35
12-oz.	3 55
16-oz.	4 55
32-oz.	8 50

Terms net 30 days.

**THE ROBERT GREIG CO., LTD.**

**White Swan Baking Powder—**

1 lb. tins, 3-doz. in case, per doz.	..... 2 40
1 lb. " " " "	..... 1 21
1 lb. " " " "	..... 0 80

**Blue.**

Wheat's Oxford, per lb.	..... \$0 17
In 10-lb. lots or cases	..... 0 16
Mellitt's Mammoth, 1/2 gross box	..... 3 00

**WALTER BAKER & CO., LIMITED.**

**Cereals.**

Wheat OS, 2-lb. pkgs., per pkg.	..... 0 08
7-lb. native bags, per bag.	..... 0 08

**RY, BLAIN CO. LTD.**

Wheat of Wheat, per case	..... 4 20
Wheat OS, 16 lb. bags	..... 0 19

**Pickaninney Buck Wheat Flour**

doz.	1 00
Pancake Flour,	1 00
Pastry Flour,	1 00

**THE ROBERT GREIG CO., LIMITED**

**White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.**

**The King's Food, 2-doz. in case, per case, \$3.**

**White Swan Barley (ripped, per doz., \$1)**

**White Swan Self-rising Buckwheat Flour, per doz., \$1.20.**

**White Swan Self-rising Pancake Flour, per doz., \$1.20.**

**White Swan Wheat Kernal, per doz., \$1.40.**

**White Swan Flaked Rice, per doz., \$1.**

**White Swan Flaked Peas, per doz., \$1.**

**Chocolates and Cocoas**  
THE COWAN CO., LIMITED.

**Cocoa—**

Perfection 1-lb. tins per doz.	..... \$4 50
Perfection, 1/2-lb., per doz.	..... 2 40
1 lb.	..... 1 30
10c. size	..... 0 90
5-lb. tins per lb.	..... 0 37
Condensed cocoa cream and sugar, doz	..... 2 35
Soluble, bulk, per lb.	..... 0 15
London Pearl per lb.	..... 0 22

Special quotations for Cocoas in bbls., kegs, etc.

**Unsweetened Chocolate—**

Plain Rock, 1/2-lb. cakes, 12-lb. boxes	..... 0 40
1/2-lb.	..... 0 40

**Sweet Chocolates—**

Queen's Dessert 1/2-lb. cake, 12-lb. boxes, per lb.	..... \$0 38
Queen's Dessert, 6 1/2 12-lb. boxes, \$3 43	.....
Vanilla, 1/2-lb., 12-lb. boxes per lb.	..... \$1 35
Parisian 8c. lb.	..... \$0 30

**Royal Navy 1/2's, 12-lb. boxes per lb.** ..... 0 33

**Diamond, 7's, 12-lb. boxes, per lb.** ..... 0 24

**1/2's** ..... 0 25

**3's** ..... 0 28

**INGERS FOR CAKES—**

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1/2-lb. pkgs., 2-doz. in case.	.....
--	-------

**Chocolate—**

Maple buds, 5-lb. boxes, lb.	..... 0 31
Vanilla wafers, " "	..... 0 35
nonpareils 5-lb. box	..... 0 35
2's, 3-lb. boxes lb.	..... 0 28
2's, nonpareils " "	..... 0 28
Ginger, 5-lb. boxes, lb.	..... 0 30
Milk sticks, box	..... 1 35
Milk cakes, 5c. size, box	..... 1 35

**EPH'S.**

**Agents, C. E. Olson & Son, Montreal.**

**In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.** ..... 0 35

**Smaller quantities** ..... 0 37

**REMSDORF'S COCOA**

**A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.**

10c. tins, 4 doz. to case	..... per doz., \$0 90
1 lb.	..... 2 40
1 lb.	..... 4 70
1 lb.	..... 2 00

**JOHN F. MOTY & CO.'S.**

**R. S. McInnes, Agent, Toronto.**

**Arthur M. Loucks, Ottawa.**

**J. A. Taylor, Montreal.**

**Joe E. Huxley, Winnipeg.**

**R. J. Bedlington & Co., Calgary, Alta.**

**Standard Brokerage Co., Vancouver, B.C.**

**MOTT'S BREAKFAST COCOA, 1/2's** ..... 0 42

**" " " "** ..... 0 42

**" No. 1 chocolate, 1/2's** ..... 0 36

**" Navy " " "** ..... 0 32

**" Vanilla sticks, per gross** ..... 1 03

**" Diamond chocolate, 1/2's** ..... 0 25

**" Plain choice chocol. te liquors** ..... 0 34

**" Sweet Chocolate Coatings** ..... 0 25

**WALTER BAKER & CO., LIMITED.**

**Premium No. 1 chocolate, 1/2 and 1-lb. cakes** ..... \$0 43

**Breakfast cocoa, 1 1/2, 1 and 5-lb. tins** ..... 0 43

**German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes** ..... 0 30

**Caracas Sweet chocolate, 1/2-lb. cakes** ..... 0 35

**6-lb. boxes** ..... 0 35

**Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes** ..... 0 35

**Vanilla Sweet chocolate, 1-6 lb. cakes** ..... 0 47

**6-lb. tins** ..... 0 47

**Soluble cocoa (hot or cold soda)** ..... 0 41

**1-lb. tins** ..... 0 41

**Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags** ..... 0 38

**Caracas tablets, 100 bundles, tied 5s, per box** ..... 3 00

The above quotations are f.o.b. Montreal

**CANADIAN COCOANUT CO., MONTREAL.**

**Packages—**

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	..... 0 25
1 lb. " "	..... 0 27
1 lb. " "	..... 0 27
1 and 1/2 lb. packages assorted	..... 0 25
1/2 lb. b.	..... 0 27
1/2 lb.	..... 0 25
1 lb.	..... 0 29
1 lb.	..... in 5, 10, 15 lb. cases 0 33

**Bulk—**

In 15 boxes.	15 lb. pails and 10, 25 and 50 lb. Pails.	Tins.	Btles.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	.....	0 16
Special Shred	0 17	.....	0 15
Ribbon	0 18	.....	0 17
Macaron	0 17	.....	0 15
Dessicated	0 16	.....	0 14
White Moss in 5 and 10 lb. square tins, 21c.	THE ROBERT GREIG CO., LTD.		
White Swaa Coconut—			
Featherstrip, pails	.....	0 16	
Shredded	.....	0 15	
In packages 2-oz., 4 oz., 8-oz., lb.	.....	0 28	

**CONDENSED MILK.**

**TRURO CONDENSED MILK CO., LIMITED.**

**"Jersey" brand evaporated cream per case (4 doz.)** ..... \$4 65

**"Reindeer" brand per case (4 doz.)** ..... 5 60




**COFFEES.**

**ESY, BLAIN CO. LIMITED.**

**Standard Coffees.**

**Roasted whole or ground. Packed in damp-proof bags and tins.**

Club House	..... \$0 32
Nectar	..... 0 30
Empress	..... 0 28
Duches	..... 0 6
Ambrosia	..... 0 25
Plantation	..... 0 22
Fancy Bourbon	..... 0 20
Bourbon	..... 0 18
Crushed Java and Mocha, whole	..... 0 17
or ground	..... 0 17

**Golden Rio.**

**Package Coffees.**

Gold Medal, 1 and 2 lb. tins, whole or ground	..... 0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	..... 0 30
German Dandelion, 1 and 1 lb. tins, ground	..... 0 22
English Breakfast, 1 lb. tins, ground	..... 0 18

**THOS. J. LIPTON retail wholesale**

**Lipton's "Special" blend coffee, 1 lb. tins, ground or whole** ..... 0 40

**JAMES TURNER & CO. Per lb**

Mocha	..... \$0 32
Damasco	..... 0 32
Calro	..... 0 30
Sirdar	..... 0 17
Old Dutch Rio	..... 0 14

**PATTERSON'S "CAMP" COFFEE ESSENCE**

**Agents, Rose & Ladlamme, Montreal and Toronto.**

5 oz. bottles, 4 doz. per doz.	..... 1 75
10 " " " "	..... 3 00
Rep. quarta, 1 " "	..... 6 50
Imp.	..... 9 00

**THE ROBERT GREIG CO., LTD.**

**White Swan Blend.**

**1-lb. decorated tins, 32c. lb.**

**Mo. Ja. 1/2-lb. tins** ..... 30c. lb.

**Mo. Ja. 1-lb. tins** ..... 28c. lb.

**Mo. Ja. 2-lb. tins** ..... 28c. lb.

**Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3 00.**

**Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.**

**Presentation (with tumblers), per doz., \$3.**



**THOMAS WOOD & CO.**

**"Gilt Edge" in 1 lb. tins** ..... \$0 33

**"Gilt Edge" in 2 lb. tins** ..... 0 32

**Canadian Souvenir 1 lb. fancy lithographed canisters** ..... 0 3

**Cheese.**


Imperial—	
Large size jars, per doz.	..... \$3 25
Medium size jars,	..... 4 50
Small size jars,	..... 2 40
Individual size jars, per doz.	..... 1 00

**Imperial holder—**

Large size, doz. 18 00	
Med. size " 17 00	
Small size " 12 00	

**Roquefort—**

Large size, doz. 1 40	
Small size, " 2 40	



**Confections**  
THE COWAN CO., LTD.

Cream Bars, 6's, 3-sorted flavors, box	..... 1 80
Milk Chocolate sticks, 36 in box	..... 1 35
10c. cakes, 36 in box	..... 2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	..... 0 33
No. 2 " "	..... 0 25
Maple Buds, 5-lb. boxes, lb.	..... 0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	..... 0 40

These prices are f.o.b. Toronto.

**COUPON BOOKS—ALLISON'S.**

**For sale in Canada by The Eby Blain & Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.**

**\$1, \$2, \$3, \$5, \$10 and \$20 books.**

Un-Covers and num. Coupons bered.	number ed
In lots of less than 100 books, 1 kind assorted.	4c. 4c.
100 to 500 books	3 1/2c. 4c.
100 to 1,000 books	3c. 4c.

**Allison's Coupon Pass Book.**

50 to \$3 00 books	..... 3 cents each
10 00 " "	..... 4 " "
15 00 " "	..... 5 " "
20 00 " "	..... 6 " "
25 00 " "	..... 7 " "
50 00 " "	..... 12 " "

**Cleaner.**

**BRUNSWICK'S EASYBRIGHT**

4-oz. cans	..... \$0 90
6-oz. " "	..... 1 35
10-oz. " "	..... 1 85
Quart " "	..... 3 75
Gallon " "	..... 10 00

**Wholesale Agent.**

**The T's 14son & Hay Limited, Toronto**

**Extract of Beef.**

**LAPORTE, MARTIN & CIE, LTD.**

**"Vita" Pasteurized Extract of Beef. Per case.**

Bottles 1-oz., case of 2 doz	..... \$3 20
" 2 " " 1 " "	..... 3 00
" 4 " " 1 " "	..... 4 50
" 20 " " 1 " "	..... 4 75
" 20 " " 1 " "	..... 9 00

**THOMAS J. LIPTON**

Prices on application.

**Ice Cream Powder**

**GENESE PURE FOOD CO.**

**Jell-O—Ice Cream Powder**

Assorted cases, conta 1/2 doz	..... \$2 50
Chocolate (straight), contains 2 doz	..... 2 10
Vanilla " " " "	..... 2 50
Strawberry " " " "	..... 2 50
Unflavored " " " "	..... 2 50

**Infants' Food.**


Robinson's patent barley 1-lb. tins	..... \$1 25
" " " 1-lb. tins	..... 1 25
" " " 1-lb. tins	..... 1 25
" " " 1-lb. tins	..... 2 25

**Flavoring Extracts.**

**SHIRRIFF'S**

1 oz. (all flavors) doz.	..... 1 00
2 " " " "	..... 1 75
4 " " " "	..... 2 00
8 " " " "	..... 3 00
16 " " " "	..... 3 75
32 " " " "	..... 5 50
64 " " " "	..... 10 00
128 " " " "	..... 18 00

Discounts on application.



**Jams and Jellies.**

**BATGER'S WHOLE FRUIT STRAWBERRY JAM**

**Agents, Rose & Ladlamme, Montreal and Toronto.**

1-lb. glass jar, screw top, 4 doz., per doz	..... 2 20
---	------------

**THOMAS J. LIPTON**

Prices on application.

**T. UPTON & CO.**

**Compound Fruit Jams—**

12-oz. glass jars, 2 doz. in case, per doz	..... \$1 00
2-lb. tins, 2 doz. in case	..... per lb. 0 07 1/2
5 and 7-lb. tin pails, 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, 2 doz. in case, per doz.	..... 1 00
2-lb. tins, 2 doz. in case per lb.	..... 0 07 1/2
7 and 14-lb. wood pails, 8 pails in crate	.....

Last Year We Sold More  
**RISING SUN**  
**SUN**  
**STOVE POLISH**  
 IN CAKES



**SUN**  
**& PASTE**  
**STOVE POLISH**  
 IN TINS

than we sold in 1906, notwithstanding the 1907 business depression. You know what that means. It means that THIS YEAR we will sell a great deal more Stove Polish than ever. If our business increased under adverse conditions of 1907, what will it do in 1908? You want to push the Stove Polish that is selling. You make no mistake when you push RISING SUN and SUN PASTE.

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**Terminal Warehouse**

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

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 Orange  
 Raspberry  
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 Cherry  
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 doz., 90c



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 2-bbls...  
 2-cub. 50 lbs  
 20-lb. Pails  
 20-lb. tins  
 Cases 2-lb.  
 " 5-lb.  
 " 10-lb.





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**Raisins**  
packed by

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