

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, MARCH 29, 1907.

NO. 13.



Just now, with Spring close at hand, is the time to suggest to your customers the use of

ROBINSON'S PATENT BARLEY

Ask your jobber for it; if he doesn't carry it in stock, write us.

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

Syrup Time Now!

The finest Corn Table Syrup in Canada is

"Crown"
Brand



Table
Syrup

It is rich, clear, sweet, with no sharp after-taste, beautiful golden color—and healthful.

Interest your customers NOW!

Demand "Crown" Brand from your jobber.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

164 St. James Street
MONTREAL, P.Q.

PUT UP IN TINS	
2-lb. tins—cases 2 doz.	Also in Brs. 1/2-Bris
5 " " " 1 "	Kega and Palls.
10 " " " 1/2 "	
20 " " " 1/4 "	

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

C. & B. Labels

jars and packages are dainty in appearance and look well on your shelves. Buyers are often influenced by the outside appearance of the packages and it is to your benefit to stock only those goods which are contained in dainty and attractive packages, providing of course you can rely upon the quality of the goods inside. With C. & B. goods the superior appearance of the jars, glasses, etc., is merely an indication of the superior quality of what is inside, and you can rely on every consumer finding that the goods in every way come up to their appearance. C. & B. on our wrappers is a guarantee of the quality of the contents.

A special window display of C. & B. goods is sure to attract attention and custom. Why not put one in your window to-day?

CROSSE and BLACKWELL,

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

SPECIAL LINES WORTH STOCKING:

Chutney, Curry Powder and Paste, Capt. White's Oriental Pickles, Olives, Chutney Sauce.

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—*not* from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Thistle" Brand Canned Haddie

Caught, cured and canned right at the water's edge — not re-shipped and re-handled before packing. No bone, dirt nor slime ever gets into the **"Thistle"** Brand. Open a can for yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOES, W. I.

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

CALGARY

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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL.

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

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

REGINA.

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

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

TORONTO.

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

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

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2847

**TOMATOES
AND
CORN**
LOW PRICES
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

**SWIFT'S
"SILVER LEAF"
LARD**
20-lb. Pails
60-lb. Tubs
Anderson, Powis & Co.
Toronto Agents

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

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

VANCOUVER.

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

WINNIPEG.

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

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(Continued on page 4.)

SOMETHING OF INTEREST

to all grocers is the reduction in
the price of our

“ANCHOR” BRAND MAPLE SYRUP

Acknowledged the finest quality
of Syrup on the market.

Our prices are now as low as
the lines of inferior Syrups
on the market, making
“ANCHOR” brand the
**BEST AND LOWEST PRICED
SYRUP ON THE MARKET.**

Wine Pint Tins, cases 24 tins, 2.50 case

“ Quart “	“ 24 “	4.80 “
“ ½ Gal. “	“ 12 “	4.80 “
“ Gal. “	“ 6 “	4.50 “

Imp. Measure, 5 gal. tins, 3.90 tin.

Special freight allowance on
3-case lots.

Our Travellers will make it interesting to buy **NOW**. Wait for them.

DON'T YOU THINK IT GOOD BUYING—

to cover your requirements on Condensed Milks and Cream ?

We have not advanced our quotations on

“ANCHOR” Brand **CONDENSED MILK and EVAPORATED CREAM**

For a limited time only—We offer 1 case free
with every 10-case order.

**WRITE
FOR
QUOTATIONS.**

We Guarantee the Quality. Prices will likely Advance.

Better than most similarly priced Milks and Equal to many Higher Priced Brands.

We are meeting with astonishing success in the sale of our

“ANCHOR” Brand **COCOA** ½ lb. tins only to retail at 25c.

It will pay you a better profit than any line you handle.

WE ARE BUYERS OF DRIED APPLES

Send us samples with quotations f.o.b. your station.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers
TORONTO

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

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

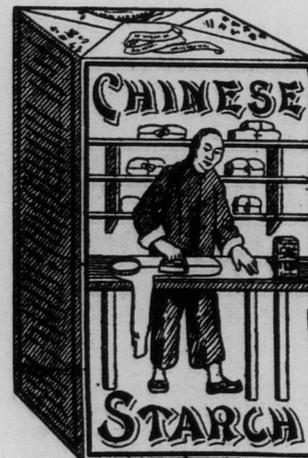
ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Commission
Merchant
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale
grocery trade of this city.
Highest references.

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COM-
MISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on com-
mission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.
GENERAL AGENTS
Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL



More Profit and Better Satisfaction
for your customers than any other
starch.

Write for prices and sample package

CHINESE STARCH
OCEAN MILLS, MONTREAL

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



CANADA PAPER CO.
LIMITED
Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and
the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the
merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no
effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an
authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have
been steadily extended, and it furnishes information concerning mercantile persons throughout the
civilized world.
Subscriptions are based on the service furnished, and are available or ly by reputable wholesale, jobbing
and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations.
Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—
CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.
THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

**ANY BOY CAN OPEN
A BANK ACCOUNT**

Any wide-awake, bright boy can earn enough
money in a few weeks to start a Bank Account.
The work can be done in spare time after
school and on Saturdays; we will provide the
capital to start by sending first supply of our
publications without charge. The sale of these
will furnish money necessary for future copies.
Everybody wants our Magazines or Papers.
If you will try it, we will at once send necessary
help.

**A Watch and Boxing Gloves
and other prizes, in addition
to money, for good work.**

BOY DEPARTMENT
The MacLean Pub. Company
10 Front St. E., TORONTO

THE CANADIAN GROCER

43 TONS MORE

"SALADA"

was sold for the first 11 weeks of this year than was sold during the same 11 weeks of last year in Ontario and Western Canada alone. This means an increase of nearly four tons per week.

Are you getting your share of this increase ?

TORONTO
32 Yonge St.

NEW YORK
198 W. Broadway

BUFFALO
11 Terrace

DETROIT
83 Shelby St.

CHICAGO
34 Wabash

MONTREAL
Cor St. Paul and St. Sulpice S ts

In 1852

the manufacture of

"GILLETT'S GOODS" began in a modest way. A Reputation of over 50 years now stands back of

**Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Perfumed Lye.**



 Merchants should recommend food-products that are produced in clean factories.

IN

"Sterling"

Brand

Pickles

Relishes

Jellies

Marmalades

one finds a line of goods that meets every expectation of the consumers who to-day insist—and insist rightly—on the choicest in "pure foods."

SOLD BY LEADING JOBBERS

The T. A. LYTTLE CO.

Limited

TORONTO, CANADA

THE WANTS OF WOMEN

The Grocer who ignores the wants of women is pursuing a short-sighted business policy.

You need not care who secures the trade of mere man if you can supply **Her Ladyship** with the goods she desires.

The wants of women are pretty numerous, but when it comes to **Canned Goods** the source of supply narrows down to **one brand**—the brand first in the esteem of Canadian women—the famous

OLD HOMESTEAD BRAND

Now, Mr. Grocer! you figure out the reasons for this pronounced preference of the women of Canada in your own way and we'll stand by your decision. Why should women prefer **OLD HOMESTEAD Brand of Canned Goods** over even the first quality goods of our competitors? There are others in **The Canned Goods Industry**, just as shrewd men as ever born, men who recognise the potent leverage of honesty in business. How, then, account for **the seal and warrant of popular approval** so ungrudgingly bestowed on the **Old Homestead Brand of Canned Goods**.

OLD HOMESTEAD BRAND

is something more than mere Canned Goods. The name stands for the people's guarantee of **pure** Canned Goods. To assure purity and the absence of all taint, all fruits and vegetables must undergo the careful scrutiny of no less than three inspectors before reaching our canning factory.

Wholesome, pure, first-quality fruit and vegetables can only be canned in our factory. These alone are pure enough. Then **our process of canning assures lasting purity and goodness**.

Just figure it out in your own way, Mr. Grocer, and we'll be quite satisfied with your verdict—your reasons for the Canadian woman's preference for Old Homestead Brand will **satisfy** us and **pay** you.

This is a good time to send off that order.

The Old Homestead Canning Co.
PICTON, ONTARIO

TO MANUFACTURERS !

This is going to be a **BANNER YEAR** for **BRITISH COLUMBIA**. The terrific winter experienced throughout Manitoba and the Northwest will bring thousands of families to our beautiful climate. This will mean a very much bigger demand for all **GROCERY COMMODITIES**.

Do you wish to participate in the **GOOD TIMES**? If so place your agency in our hands.

During last month we introduced **THREE NEW LINES**, placing them in **EVERY RETAIL STORE** on his market. We can do the same for **YOU**.

Our travellers cover the entire province of British Columbia.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

VANCOUVER, B.C.

**ARE YOU AFRAID OF COMPETITION?
WILL YOUR PRODUCT STAND COMPARISON?**

WESTERN CANADA'S BIG PURE FOOD SHOW

Winnipeg, July 1 to 13, '07.

offers you the opportunity to show to

Sixty Thousand Consumers and Two Thousand Dealers

from all over Western Canada that

YOU KNOW YOUR GOODS WILL STAND THE TEST.

Address:

W. A. COULSON, Secretary

Retail Merchants' Association of Western Canada

53 Scott Block, - Winnipeg, Man.



National Licorice Co.
Brooklyn, N Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

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

Put up solely by

Dominion Molasses Co.,
LIMITED

Hallifax, - Nova Scotia
Agents

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

When Ordering

Valencia Raisins

Remember these Marks—

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

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

Agents: ROSE & LAFLAMME
Montreal and Toronto.

The
Cunningham & DeFourier Co., Ltd.

LONDON, ENG.



PACKERS OF
HIGH CLASS GOODS

Pickles
Soups (in glass)
Clear Jellies
Dried English Herbs
Flavoring Vinegars
English Canned Meats
Parmesan Cheese
Preserved Ginger
Fish Pastes
Chutnies
Capers
Sauces, Etc., Etc.



Agents
ROSE & LAFLAMME
Montreal - Toronto

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

Muscateles, from Malaga	Raisins, from Valentia
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	Carlics, from Italy
Shallots, from Channel Islands	Soy, from India
	Lemons, from Messina
	Virgin Malt Vinegar

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.

Gerry Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

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

FARD DATES

Extra Fine Quality. Attractive Price.

Thomas Kinnear & Co.

Wholesale Grocers, TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

CALENDAR ADS CATCH AND HOLD ATTENTION

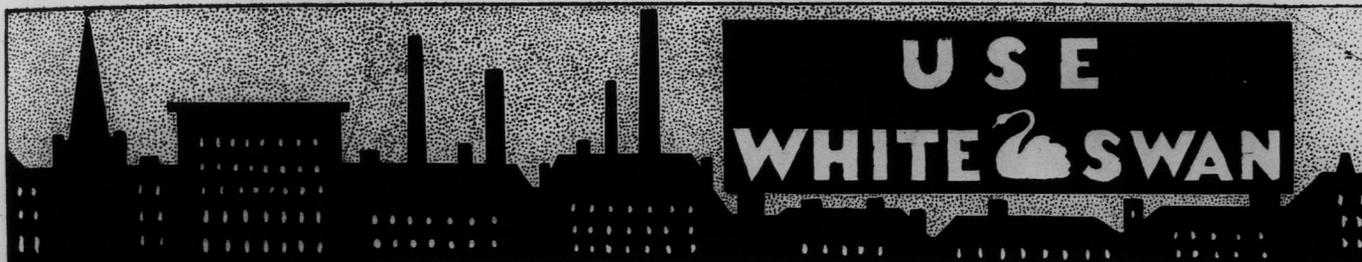


That Calendar Advertising produces the best results has been proven beyond doubt by the evidence of the most experienced advertisers.

Let us show you our superb line for 1908.
A request will insure a call by one of our men.

The London Printing and Lithographing Co., Ltd.

Box 508, LONDON, Ont.



There is no item on a grocer's shelf that more readily stamps the class of goods he sells than **FLAVORING EXTRACTS**. In the mistaken idea that it is more profitable for them, many grocers will sell inferior grades of flavorings, but the **housekeeper** soon finds it out—and then **says things**.

It never pays to handle inferior grades—the **best** is always **cheapest** and most profitable in the end. That is why **GREIG'S FLAVORS** have enjoyed the confidence of thousands of housewives for so many years. They are made so pure and strong that a little goes a long way. This fact, together with our long and successful experience in manufacturing, enables us to state with absolute assurance that the **WHITE SWAN** flavors will satisfy the most exacting. It is not possible to make better goods. Samples and quotations will be cheerfully sent on request. We want your Extract trade.

The Robert Greig Co., Limited
White Swan Mills TORONTO

GREIG'S White Swan BRAND W

**It Pays to Have Proper Connections in
THE WEST**

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

Consign your cars to us and please your customers.

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

*Charges Reasonable.
Satisfaction Guaranteed.*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne
Avenue East

Winnipeg, Man.

2 in 1

To sell a thing as good as **2 in 1** and as well advertised for you saves talking your customers into a sale.

What's the inference?

Always buy

2 in 1

For sale by all
jobbers.



When ordering mention The Canadian Grocer.

The F. F. Dalley Co.
LIMITED
Hamilton, Ont.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.



BANNATYNE ST. EAST
TRANSFER TRACK.

No. 3 *Winnipeg*



CALGARY BRANCH NICHOLSON & BAIN

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

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

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

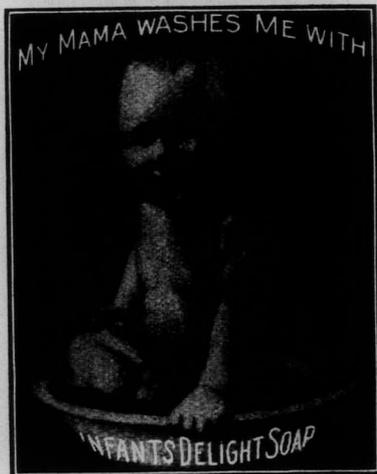
CALGARY

WINNIPEG

EDMONTON

INFANTS' DELIGHT SOAP

Is the very best soap made.



BEST
FOR
LITTLE
FOLKS.

BEST
FOR
BIG
FOLKS.

YOU make a GOOD PROFIT and please your customers.

John Taylor & Company
Toronto
Canada's Largest Soap Makers

The C.P.R. Has Chosen Royal Crown Witch-Hazel Toilet Soap

for use on their trains and steamships
and in their palatial hotels—
Chateau Frontenac and the rest.

It is a soap selected by the best people
everywhere, once it's known.
Your customers will prefer it.
It will pay you to always have it
on hand.

The ROYAL CROWN, Limited
Winnipeg, Man.

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

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

21



Established Over 50 Years

DARLING & BRADY

Manufacturers of

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

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles
Borromee Street.

- Montreal

MR. GROCER!

We want to tell you a profit
story in connection with

Wonderful Soap

Write to-day for particulars.
A post-card brings them.

The Guelph Soap Co.
GUELPH, ONT.

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

**Raw and Refined
Sugars
Molasses**

**Walnuts
Almonds
Filberts**

**Raisins
Currants
Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.



YOU SIMPLY MUST

satisfy the housewife, and this you can do only
by giving her ABSOLUTELY THE BEST
when she asks for Cocoa. You may succeed
in pleasing her with substitutes, but that lasting
satisfaction which means regular custom is
gained only by selling the real, genuine
leader in the market.

SUCHARD'S COCOA

has a reputation behind it, and has time and
again been proved the acme of perfection in
Cocoa. It has led all other brands for years.

The proof lies in our enormous sales—over
25 tons a day—and in the millions of satisfied
customers daily buying SUCHARD'S COCOA
from grocers all over the world.

You cannot afford to be without
SUCHARD'S, because every day you lack it
you stand to lose customers and profits.

ADDRESS US ON THE MATTER

FRANK L. BENEDICT & CO.

MONTREAL

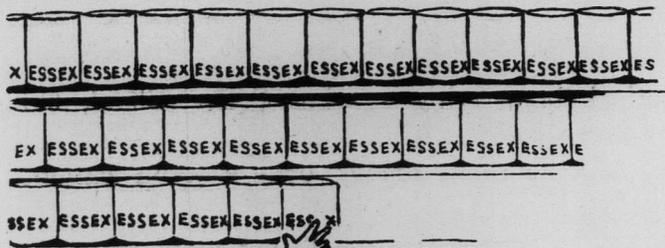
"E"



Our
gives w
delicious
Rec
outings.

The

Agen
Agen



Stocking Up With Essex Goods

The rush of orders for fruit and vegetables has encouraged us to add to the **Essex** assortment such quick-selling lines as

ESSEX PORK AND BEANS
(Plain and with Tomato Sauce)

ESSEX TOMATO KETCHUP

ESSEX APPLE BUTTER

ESSEX APPLE JELLIES

together with Jams, etc. The rapidity with which **Essex** goods have forged their way to the front comes of unusual care and cleanliness in the canning, and such perfection in quality and flavor as puts these in a class by themselves.

The Essex Canning and Preserving Co.
LIMITED

8 Wellington St. E. - - TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's
"Edinburgh"

Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

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

Mr. Grocer!

If you keep on selling any old kind of starch you are doing something to diminish the effectiveness of shrewd buying and enterprise. Let

IVORINE

do some talking for you. It does talk strong and effectively for others. You sell an article which saves a woman trouble — of course you see the point. She'll trade at your store, certainly.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.

Diamond E. Blend Coffee

**DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE**

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—You cannot **make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"Diamond E." will put **new life** into your **Coffee trade**—Try it—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Settled
in Camp.

Possess yourself of a stock of

'CAMP'
COFFEE

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

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME**
MONTREAL.

Want Anything?

Your interests are best served when you buy your special lines from us. We purchase in large quantities and in consequence can give you good prices. If your stocks are low in

Sardines, Evaporated and Dried Fruits, Sultana Raisins, Tarragona Almonds, Currants

or any such lines, write us. Stocks guaranteed absolutely the best quality.

Will give you any further information you may require.

C. A. CHOUILLOU & CO.
14 Place Royale
MONTREAL



Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN

BROWN'S NURSERIES P.O., ONT.

Tartan
BRAND
 SIGN OF PURITY

Tartan
Fruits

If you have not handled **TARTAN** Fruits send us a sample order or phone for quotations. Once tried you will never be without them. There are others but they have not the flavor of **TARTAN** Brand which are just as good as home-made, packed in all sized tins, 2s, 2½s, 3s and gallons. We have Peaches, Pears, Plums, Strawberries, Raspberries, Lawtonberries, Cherries and Blueberries. We do not charge more for these goods than other well-known brands and they are the finest. Ring us up on No. 596. Free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

The Public are Getting Wise

The public are beginning to get wise as to the purity or otherwise of



**Maple Syrups
 and Sugars**

They demand something with a guarantee of purity.

Our "Pride of Canada" Syrups have the guarantee on every can or bottle.

It would be criminal for us to put this on if it were not true.

Ask for samples and prices.

THE MAPLE TREE PRODUCERS ASSOCIATION
 WATERLOO, P.Q.

**There's Money
 in a Cough**

—if the other fellow has it and you have Mathieu's Syrup of Tar and Cod Liver Oil in stock to meet his demand for a cure.

Mathieu's Syrup
 of Tar and Cod Liver Oil

—is a fine seller this weather. No trouble to sell it, and good profit. People who cough **will have it**. They know of its fine curative properties. It is well known and pretty extensively advertised throughout the country. Better send a renewal order now while you think of it.

There's never a headache but Mathieu's Nervine Powders will cure it. That's why it is such a big seller and profit maker.

J. L. MATHIEU CO.,
 Proprietors **SHERBROOKE, P.Q.**

For sale at all druggists
 and general stores.

PICKLES

Should sell fast nowadays,
and make you a profit, if
you have the right quality.

We have it in all lines---bulk sour and sweet
mixed, in pails of 1 gal. to 5 gals., as well as fine
bottle goods to sell retail from 10 cents up.

Order now and have goods when they are
needed.

HAVE YOU TRIED

“Anti’s” Horseradish?

This is the Simon-pure article.

W. H. GILLARD & CO.

Wholesale Grocers and Tea Importers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.

LIMITED

Montreal

It's in the very nature of the soil of Japan
to produce distinctly the best flavored
teas—This natural advantage combined
with the highest art in the prepara-
tion of the tea leaf for the market
has made

Japan Teas

inimitable---They are in a
distinct class of their own.

The Selection of Coffees should not be based on price alone. The main point to consider is **quality.** Chase & Sanborn's High-Grade Coffees are first in quality.

Chase & Sanborn,
The Importers, Montreal

THE TRADE TO WIN



Shrewd grocers declare that the only trade worth winning is the permanent, high-class sure-paying trade.

Many grocers say: "Push

**Southwell's Jams
and Marmalades**

and you're sure to corner your share of that trade." The goodness of Southwell's Jams and

Marmalades is too well known to be commented on.

**This is a good time to send
off that order.**

Frank Magor & Co.
MONTREAL

Canadian Agents for Southwell's Jams
and Marmalades.



**Pure Food is Essential
to Good Health**

Grocers Buy

**Wagstaffe's Fine
Old English**

Pure Orange Marmalade, Jams, Jellies,
Sealed Fruits, etc., your jobber has them
in stock, every pound guaranteed pure.

Wagstaffe, Limited
PURE FRUIT PRESERVERS
HAMILTON, ONT.

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

YOU CAN BANK ON

"MELAGAMA"

MOTHER'S FAVORITE TEA EVERY TIME

No matter how high the market goes—the blend is always composed of A. 1 Teas
For prices see back of this issue.

BULK TEAS are a specialty with us—we can supply your wants—write us—we will be pleased to send you samples and prices.

MINTO BROS., Importers and Blenders, TORONTO

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday"

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU**

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

Vinegar—White, Cottell's

The Vinegar that makes Trade, and keeps it

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

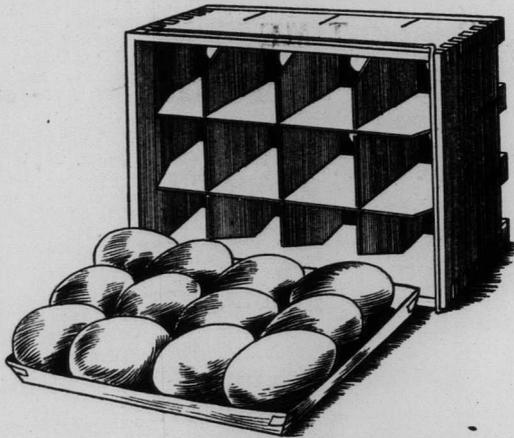
Pure Malt,

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

OUR ADDRESS:

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

YOU DON'T BREAK EGGS?



when delivering by waggon? You think you don't, or you don't know, but your eggs are broken just the same. Perhaps the boy who drives your waggon knows, but forgets to tell you.

Eggs are fragile—nothing more fragile—and in the handling of hundreds of dozens from store to customer's house, more are broken than you can keep track of. The remedy is to adopt the modern system of egg delivery.

THE STAR EGG CARRIER and TRAY

Mr. Grocer, we like you to be on the defensive, we want you to use every argument you can think of why you should not use the **Star Egg Carrier**. Why? Because any argument against its use is easily refuted; all you have to do is to order one dozen of the carriers and 1,000 trays to be convinced.

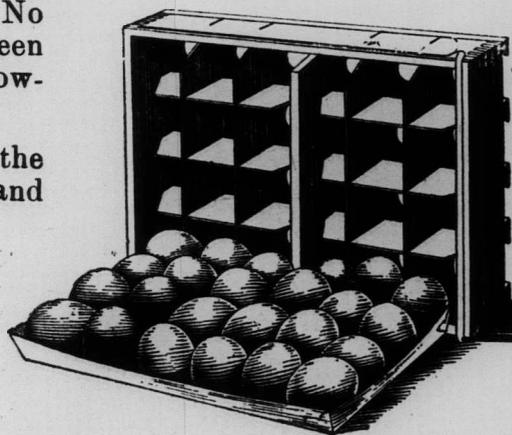
The **Star Egg Carrier** is absolutely safe; it is quick—far quicker than any other. When using it, the eggs are handled once, and only once, and there is no waiting for a dish to place the eggs in at the customer's house.

The **Star Egg Carrier** is automatic. When delivery is made of the eggs, the carrier itself never leaves the hands of the delivery boy—there is no chance of losing it, no necessity to leave it and call (or forget to call) for it again.

The **Star Egg Carrier** saves money, it soon pays for itself twice over in time and broken eggs. No Grocer who has ever adopted this system has been known to discard it, rather he will frankly acknowledge that he could not get along without it.

Do you think you can afford to be without the means of placing your egg business on a sure and profitable basis?

Now is the time eggs are selling; now is the time to order. Ask your jobber to send you one dozen of each size **Star Egg Carriers** to hold one and two dozen eggs and 1,000 each size of trays,—or if he does not stock them, write to the general agents:



THE MACLAREN IMPERIAL CHEESE CO., Limited
TORONTO.

SEE PRICES BELOW

**Pure Fruit
Marmalade**

1-lb. net, 2 doz. to case.

SEVILLE ORANGE

\$1.50 doz.

BLOOD ORANGE

\$1.50 doz.

LEMON

\$1.50 doz.

GRAPE FRUIT

\$1.80 doz.

Ass't. case 4 kinds, \$1.50 doz.



**Pure Fruit
Jam**

1-lb. net, 2 doz. to case.

RASPBERRY

\$2.00 doz.

STRAWBERRY

\$2.00 doz.

PEACH

\$1.80 doz.

PLUM

\$1.80 doz.

BLACKBERRY

\$2.00 doz. Ass't. case, \$1.90 doz.

CRAB APPLE JELLY

\$1.50 doz.

GRAPE JELLY

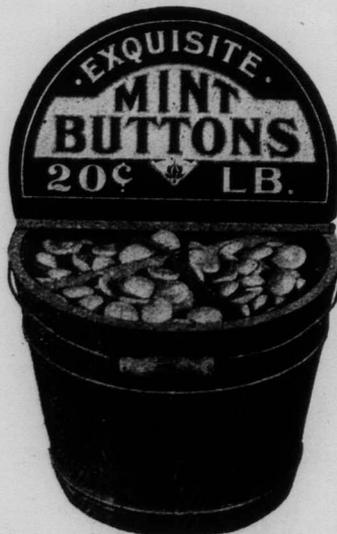
\$1.50 doz. Ass't. case, \$1.50 doz.

Above cut represents exact style of our 1-lb jar

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.



Nut'y Creams



Mint Buttons



Fruit'y Creams

The above are three rapid sellers. Cost to retailer 12 cents per lb., \$2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

For Sale by Wholesale Grocers Everywhere.

Sugars Limited,

DIAMOND BRAND MAPLE SYRUP

NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—**DIAMOND BRAND.**



PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	\$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50

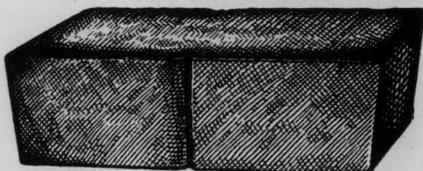
IMPERIAL MEASURE.

Five Gallon Tins, 1 to case	\$4 00
In 5 case lots (25 gals.) per case	3 90

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s,** and **10s** at same price as you are paying for blackstrap.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer \$3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb. Cost to retailer 12 cents lb., \$2.16 per pail of 18 lbs.



BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb. Cost to retailer 12 cents lb., \$1.50 per pail of 12½ lbs.



Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.

Sold by jobbers everywhere

Montreal

THE CANADIAN GROCER

IN STOCK — MORTON'S 2½ lb. WHOLE

PINEAPPLE

THE DAVIDSON & HAY, LIMITED,
Wholesale Grocers, TORONTO



Our Factory now boasts the making Catsup in Canada. We Cooks on the continent.

Last fall we bought tons and tons have been washed, scalded, peeled through the process of making Catsup. Nothing of the delicious taken away, and our chef's blend has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED, MONTREAL

most up-to-date equipment for also have one of the best Catsup

of the finest Rose Tomatoes. These and seeded, then have gone them into Crest Brand Tomato flavor of the ripe tomato has been ing of the spices and condiments

BLACK LEAD

There will be a good demand for Stove Polish at this Season—House Cleaning, etc. Sort up your Stock and send in your order for

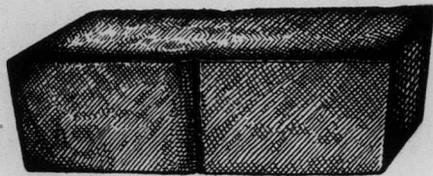
JAMES DOME

BLACK LEAD, the most satisfactory Stove Polish you can handle.

Works Well. Sells Well. Pays Well.

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

Our Twin Block Pure Maple Sugar



PURITY

This Sugar has stood the test of Government analysis for years.

PRODUCTION

The enormous sale and high reputation this Sugar has attained has led others to imitate it.

THE LAW

We have taken legal proceedings against our competitors for infringing our registered trade mark "Twin," and have obtained an injunction restraining them from using or in any way offering for sale Maple Sugar under the name of "Twin Block."

WARNING

We caution the trade not to be imposed upon by unscrupulous imitators who offer you inferior goods represented to be our famous Twin Block.

Sugars Limited - - Montreal

STOCK UP NOW

GREENBANK LYE, 1-lb. tin solid.

RED HEART LYE, 8-oz., 12-oz. and 10-lb. tins.

CHLORIDE OF LIME, tins $\frac{1}{8}$ s, $\frac{1}{2}$ s.

THE PUREST—THE BEST

Manufactured by

The United Alkali Co., Liverpool, England

L. Chaput Fils & Cie., DISTRIBUTORS

WHOLESALE IMPORTERS

2, 4, 6, 8 De Bresoles Street, MONTREAL.

REMOVAL NOTICE

We beg to notify our numerous customers and friends that we will occupy our new premises.

58 MCGILL ST.
on April 1st.



If you are interested in Canned Goods write for our price for "Old Homestead."

S. J. CARTER & CO.

Wholesale Grocers and Tea Importers
MONTREAL

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBERs

$\frac{5}{8}$ -lb. tins—8 doz. in case.



DON'T GROPE AROUND IN THE DARK

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

One Cent. Per Word

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

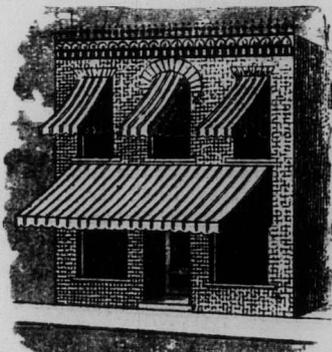


CLEARING OUT SALE

We are continuing our great Tea Clearing sale of Black and Green Teas.

See our travellers for samples and quotations. If they don't call, phone or write us.

James Turner & Co., Limited, Hamilton, Ont.



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

OLIVE OIL — THE PUREST

*Cultivate your trade by stocking the best
The only Castile Laundry Soap on the market
A distinctly Olive Oil Soap*

Mnfd. by The CANADIAN CASTILE SOAP CO., Limited
Berlin, - Canada

THE
BEST

LAUNDRY SOAP

—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.

TENTS

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

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

Independent Organization for Retailers

Progress of the Movement—President Beckett Taking Steps to Rouse Guild Members to Forward the Undertaking—
"Believer in Organization" and The Canadian Grocer Peterboro Correspondent Discuss the Proposal
to Make Retail Grocers a Part of the Retail Merchants' Association.

Every retail grocer throughout Canada should be keenly interested in the movement which seems now well started, for the organization of the retail grocery trade. The Canadian Grocer would like to have the views of retailers everywhere on this movement, believing that their publication would materially assist the agitation so well begun. A post card message would be encouraging if a letter looks too formidable.

President H. C. Beckett of the wholesale guild has adopted a plan in use across the border and is sending out to members of the guild from time to time printed sheets containing matter he deems of interest and profit to guild members. The first of these contained a couple of interesting addresses from the proceedings of the Wholesale Grocers' Association of Pennsylvania. This week he is sending out a sheet containing some of the letters and editorials which appeared recently in The Canadian Grocer relative to retail organization. Mr. Beckett is not himself attempting to organize the retail trade. He recognizes the great benefit to the retail grocery trade that would result through organization and he is trying to stir up the wholesalers everywhere to take an interest in the matter and make an effort to stimulate interest among the particular section of the retail trade with which his house through the travelers comes in contact. In other words Mr. Beckett is using the guild organization to arouse the interest of the retailers.

In last week's Canadian Grocer a new feature was introduced into the discussion regarding organization by Mr. Ellis' letter suggesting that the grocers organize as a section of the Retail Merchants' Association. "Believer in Organization," who is a leading grocer in a large city, has something to say about this and we have also an article gathered by our Peterboro correspondent from the retail merchants there.

GROCERS MUST HAVE THEIR OWN ASSOCIATION.

To the Editor of The Canadian Grocer:

Having read carefully the letter from our Peterborough friend, I have come to the conclusion that, for some unexplained reason, he and his friends are very much prejudiced against the wholesale grocers. Now I think that the retail men all over are beginning to wake up to the fact that the interests of the wholesale and retail men are very closely allied and that no one feels that position more than the wholesale people. Note the kindly letter from their president—where he offers to spend both his valuable time and assistance in pro-

moting a retail organization. I quite agree with our Peterborough friend as well as yourself that we should be entirely independent from a financial standpoint but that we should avail ourselves of all the advice and suggestions that such an able organizer as Mr. Beckett is, can give. I think the trade are now in a position to accept the idea of organization and the next question is the proper method to start the ball rolling. It seems to me that wherever there are retail grocers' associations, in our towns and cities, that this question should be taken up and thoroughly discussed and that they should get in touch with one another, either by appointing delegates or by correspondence, or by sending a circular letter from your office to every retail grocer in the province. I maintain that there is no person in the country so well qualified as the grocer to speak in regard to the regulation of the law in regard to foodstuffs. He stands between the manufacturer and the consumer and understands the conditions better than the consumers themselves.

As to Mr. Ellis and the Retail Merchants' Association, while we concede them that their association deserves every credit for the grand work which they have done and are doing, I don't think for one moment that they could possibly do the work required by the retail grocers of Ontario. We want a thoroughly independent body with the one aim for the betterment of our business not only in relation to the wholesalers and manufacturers but with the consumer as well, and this can only be reached by a thoroughly independent body with united front, not with some spasmodic action by a body of men who are not entirely in sympathy with our cause. Mr. Ellis wants to know some of their weak points. Well, one of them is that in no place that I have heard of are the grocers' sections doing the work that organized trade should do. They seem to have no initiative, but depend entirely on the main body to do the work for them, and in most places the membership of grocers is so small that they cut no figure in the make up of the general membership. There is no question that Mr. Trowern, their able secretary, has made heroic efforts to fill up the gap, but so far from a grocer's standpoint, with very poor results.

The grocers want a thoroughly independent trade organization that will make a showing worth while and, in my opinion, with the aid of the Wholesale Guild and their energetic president, the thing may be in good shape before the end of this year. Grocers everywhere in Ontario are in line to join and better their business conditions. Now is the time for them to assert themselves and make this movement a grand success, and I say once more, by all means it must be an independent body—for retail grocers only.

BELIEVER IN ORGANIZATION.

GREATER TRADE ORGANIZATION LIKE A GREATER BRITAIN.

(Special correspondence of Canadian Grocer.)

Peterboro, March 26, 1907.

In discussing the proposal to organize a Retail Grocers' Association one merchant took up the arguments produced by the president of the Retail Merchants' Association of Canada. In Mr. Ellis' remarks, he said, there is much that is worthy of serious consideration. The Retail Merchants' Association have a splendid organization. They have come through the trying days. They are no longer a straggling body. They have numbers and they have capital and system. Connection with them would be an excellent thing. But, continued the merchant, there must be a divisional point. The Retail Merchants' Association cannot take up the particular questions which are of immediate interest to the grocery trade. Neither can they deal satisfactorily with the problems which any particular trade is concerned about.

There is a branch of the Retail Merchants' Association now in the city, but it is nearly dead and very seldom heard of. The membership is very small and practically no interest is taken in the work. Even a meeting is seldom called, and when it is, hardly a quorum turns out. That will not do for the grocers' association.

The merchant who discussed the matter made the following suggestion:—That the retail grocers go ahead with their organization. (He would like to see it started right in the city of Peterboro.) Let it spread out and encircle the whole province, including the small towns as well as the cities and large towns. The grocers should be an entirely separate and independent body, governing their own internal affairs. The grocers can do this better than any other line of trade for the simple reason that they are stronger and are found in every nook and corner of the Dominion.

At the same time, however, the merchant referred to would not like to be altogether a stranger to the Retail Merchants' Association. So far as grocery interests are concerned, he advocates separation, but when it comes to such matters as stamping out the trading stamp traffic, peddlars and hawkers, and matters of legislation which affect all lines of trade, he would say, join with the Retail Merchants' Association.

In this way, Mr. Ellis' ambition of seeing the Retail Merchants' Association the strongest organization in the country would be easily accomplished. The retail grocers, as members of the Grocers' Association, would belong to the Retail Merchants' Association, the same as Canadians belong to the British Empire. The idea he has in mind is along the same lines as the British Government's relation to the colonies.

If Kingston will supply the land, Crandall & Scott, of Picton, will establish a canning factory there.

WITH GROCERS IN EASTERN TOWNSHIPS

Preparing for the Dominion Fair at Sherbrooke—Sherbrooke Has a Grocery Without Counters—Some Changes—St. John's Grocer a Believer in Dominion Organization.

Last week one of the representatives of The Canadian Grocer, feeling that spring was coming on and that the Montreal streets were becoming too unbearable, even for a newspaperman, tripped out to the Eastern Townships for a few days in the hopes of experiencing the sensations of spring as they are handed out to the multitude in that peaceful but industrious portion of Quebec Province.

Direct to Sherbrooke did he go, eyes open for the first robin and for signs of activity on the part of those engaged in the maple industry, for which the E. T. district is famous. It was rather a surprise upon striking Sherbrooke, to find that there was a foot of snow on the ground. Reliable Sherbrooke merchants earnestly informed The Grocer that the town had been practically free from snow until a few days since, when they were granted a heavy but somewhat untimely fall of the beautiful. Business men were thankful rather than otherwise for the same snow, as it made possible the lengthening of the sleighing season for farmers.

Sherbrooke may not be a large city, but there is always something going on in a grocery way. Business was reported good for the season, although collections might be better.

All Sherbrookers are talking fair with a capital "F." This year the Dominion Exhibition will be held in that city and preparations for the event are even now being made. It is thought the accommodation question will cause some trouble, and necessary arrangements are under way in this matter. The fair opens September 2, continuing to September 14. Quite a few men known in the grocery trade are actively engaged in the management of the fair, Louis H. Oliver, the retail grocer; W. R. Webster, cigar manufacturer, S. L. Clough, flour and provisions, and Alex. Ames, pork packer, being among them.

One of the first stores The Grocer dropped into was that of Dean, Roe & Lacey, on Dufferin Ave. It was but recently that this firm's name appeared on the grocery horizon, in fact the sign is not yet up. In former days R. Johnson carried on business at this stand. He is now connected with the Modern Bedstead people, of Sherbrooke. R. I. Dean, senior partner of the firm, worked in the store for Mr. Johnson for nearly fifteen years, and knows a whole lot about the grocery business. His two partners are also experienced, Mr. Roe having been in the past a member of the Roe & Roe firm in Waterville. Mr. Lacey spent some nine years with R. Johnson. Between the three of them they are determined to make things hum, and they will. Improvements are already being made, new silent sales-

men, new shelves, new departments and other things.

May & Houlahan are still doing business opposite the post office. The only difference between the present and the past lies in the volume of business being transacted, the trade now being materially larger. Both partners were out hustling for business when The Grocer first went in but later they gave The Grocer man a great welcome. This firm believes in carrying first-class groceries, and giving satisfaction in every instance. Perhaps that's why they're prospering.

A busy store is that of Bray Bros. on Wellington St. It is not as large as it might be, rather too long for the width, but the stock is arranged very neatly and conveniently. There are two good windows which the firm keeps dressed at all times, being strong in the belief that a good window sells goods. So it does.

In D. W. Stenson's store on King Hill, The Grocer ran across A. G. Snowdon, of Snowdon, Forbes & Co., Montreal. Mr. Snowdon is introducing on the market a patent can opener which he is now pushing. It's a corker and will surely take.

Further up on King St. McLeod & Andrews carry on a nice business, while Louis Oliver occupies one of the neatest stores in the city, corner of Wellington and King Sts.

There is one grocery store in Sherbrooke which is a near approach to the package store in New York, that is, the store occupied by A. A. Thornton—a store without a counter. Mr. Thornton says that the only way to profitably carry on a grocery business in our day is to dispense with the counters of our forefathers. There is a lot in what Mr. Thornton says, and one of these days The Grocer will give its readers an idea of the manner in which this particular store is conducted.

E. Brooks, who has been clerking with May & Houlahan, is leaving to accept a similar position in Haverhill, Mass.

Alex. Ames, the pork packer, is going to erect a new establishment, 50 feet by 100 feet, on the Lennoxville Road. It will be equipped with all modern conveniences.

T. A. Bourque, known throughout the Eastern Townships as a wholesale grocer, who died recently, was buried while The Grocer was in Sherbrooke. Although not actively engaged in the grocery business, the late Mr. Bourque, up to the time of his death, took great interest in all grocery questions. He was born at Wotton, in 1860, and receiving a commercial education at St. Charles College, he entered the employ of Mr. Villeneuve, East Sherbrooke, later joining the staff of Wm. Murray.

Entering the wholesale field he won success, building up a large business in the Townships. A year ago he sold out to Poulin & Robitaille, the business being continued under the old firm name, T. A. Bourque & Co.

St. Johns, Que.

The grocery business in St. Johns is demoralized at present to a certain extent, owing to the fact that there is considerable selling under cost by some firms. This is not a large place, but grocers are numerous—too numerous, as is proved by the fact that more than one retail grocery store will close up business in the near future.

F. J. Bourassa & Co. have advertised their goods for sale, announcing that they are going out of the grocery business. Mr. Bourassa, it is understood, will go west for his health.

E. Lord, the Richelieu St. grocer, is closing on May 1, while it is rumored that N. Cusson will close one of his two stores, probably that situated on Champlain St., in the near future.

N. Gibeault is giving up his business about May 1. He conducted a store on St. James St.

O. Peladeau, corner St. James and Champlain Sts., intends removing May 1 to the other end of Champlain St., where he has secured a better stand.

One of St. Johns most progressive grocers is R. Goold, on Richelieu St. He is strong on organization in the grocery trade. He expressed his approval of The Grocer's idea of forming a federal association of retail grocers, one that should be made up from branch associations in all parts of the Dominion. In his opinion such an association, properly conducted, would result in untold benefit for the trade.

A STORY OF COMPETITION.

A somewhat curious story comes from Toronto. The council of that city has set apart a number of districts as "residential," which means that no more stores may be located therein. In one of these there are three stores, two of which, so the tale runs, are supported by a wholesale house. Some time ago the other grocer was approached by a young man, who wanted to buy him out. The young man was so eager that the grocer got his price and took it. A few days after the purchaser turned his bargain over to one of the other grocers, whose store was just across the street. The new purchaser removed the stock to his own place and closed the store.

The original owner, with little delay, purchased a store not far beyond the bounds of the district and when he saw his old business closed out, considered that any obligation he was under to keep away removed, and started in to canvass his former customers for business. His old opposition objected, and entered suit to restrain him from canvassing for orders in the district. The publicity thus given the matter drew the attention of a number of grocers, and the canvassing within the "residential" district has become so keen that the last stage of opposition for the two remaining stores is worse than the first.

AN EXPENSIVE WINDOW TRIM

Probably the Handsomest Christmas Window Dressing in Canada Last Year—
Put Up by Bain & Adams, Hamilton.

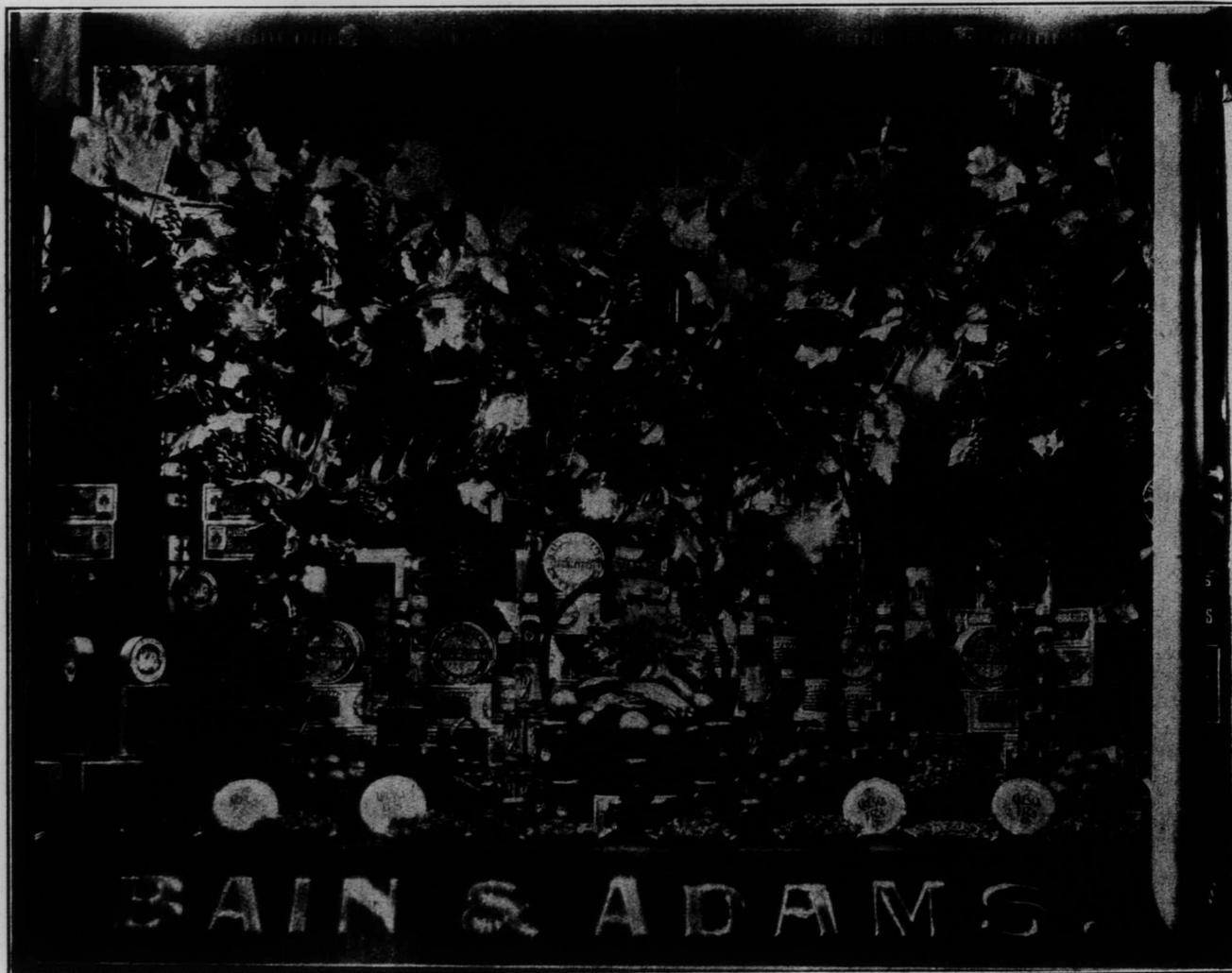
The Canadian Grocer was at considerable pains to secure the photograph from which the accompanying picture was made. It shows one of the Christmas windows of Bain & Adams, Hamilton. There was another similarly dressed, and they were probably the most expensively trimmed grocery windows in Canada during the last Yuletide season. The grape vines and grapes were ordered from Germany early in the year, and cost \$150. Then there was the electrical il-

by night it was striking and wonderfully attractive. Into many of the bunches of grapes was inserted a small incandescent lamp, and the effect may in a slight degree be imagined. The white blurs in the picture show where some of the lights are located.

Nothing has been said of the display of high-class groceries and confections. The picture shows it pretty well and it is highly effective. So unique was the window display that practically all

ventilating buildings, in answer to a request for information regarding the prevention of frost on show windows, writes as follows for The Canadian Grocer:

"The physical conditions which create frost on window panes are exactly the same as those which create moisture on cold water pipes in summer time, viz., warm air carrying its extreme complement of moisture comes in contact with a cold body and is reduced in temperature, rendering it incapable of carrying the same percentage of moisture, and what is more natural than that the excess of the latter should be deposited where the chilly process takes place, viz., in this case, on the window pane. We anticipate that some considerable difficulty will be experienced in making a window space sufficiently tight from the inner store to render impossible the



A Triumph of Window Dressing.

lumination, which was a very important part of the display, and was proportionately expensive.

As can be seen by a careful survey of the picture, the vines were hung on uprights and cross pieces of natural cedar, just as in the Niagara vineyards. But no printed description can convey an adequate expression of the naturalness of those grape vines. The bunches of grapes rivalled the natural fruit in appearance, even to the delicate bloom which characterizes the grapes on the vine. By day the effect was beautiful,

the leading grocers of Hamilton felt impelled to congratulate Bain & Adams upon the success of their efforts. Mr. Bain, the senior partner, takes charge of the window dressing, and he conceived and carried out the display here shown.

PREVENTING FROST ON SHOW WINDOWS.

M. J. Quinn, ventilating expert with Cluff Bros., Toronto, Canadian agents for the Thomas Acme Air Washer for

circulation of warm air from the latter. In this connection we would emphasize that, if absolutely still air can be obtained between the inner and outer glass, very little difficulty will be experienced from frost even on the coldest days, and in this connection it has been found that double glass set in the same sash, leaving a space of say 1½ or 2 inches between the panes, and having the joints all around the four sides made as tight as possible, has given very good satisfaction, and apart from this construction we are not by any means sure that good results can be obtained under other circumstances.

FR

Jas. H. ...
mour & C...
ville, ret...
spending...
ern Calif...
and evid...
him.

John S...
Eckardt...
days in...
Gaffney, ...
J. A. W...
anges lan...
last, and...
day noon...
prices wer...

Our ma...
attended...
being ne...
The price...
gether to...
for this bu...
still dema...
as high a...

I notice...
Kingston...
by-law pr...
the marke...
in sympat...
that some...
matter, a...
able mone...
cities that...
supplies w...
stead of g...
is somethi...
to take in...
councils of...
J. H. G...
Co., of To...
ports busin...
country.

The cold...
grocers are...
vanced ano...
ing of the...
gar, the el...
member of...
make enq...
construction...
old storag...
was highl...
stated that...
this distric...
in the que...
storage pla...
by three p...
established...
by the year...
are twenty-f...
to Ingersoll...
ten of this...
patriotize a...
would amou...
iously ment...
is very fav...
tailers, and...
much benefi...
A committe...
ther enquir...

FROM GROCER CORRESPONDENTS

BROCKVILLE.

Jas. H. Gilmour, of the firm of Gilmour & Co., wholesale grocers of Brockville, returned home last week after spending about two months in Southern California. Genial Jim looks fine and evidently California agrees with him.

John Shouldice, formerly of H. P. Eckardt & Co., Toronto, spent several days in our town, the guest of J. H. Gaffney, of Mayell & Co.'s, Toronto.

J. A. Washburn had a carload of oranges landed at Brockville on Monday last, and had all disposed of by Tuesday noon. They were very choice, and prices were right.

Our markets have not been very well attended by the farmers as yet, there being neither wheeling nor sleighing. The prices asked for articles are altogether too high, and no one to blame for this but the buyers themselves. Eggs still demand 28c., butter 27c., and fowl as high as \$1.25 per pair.

I noticed in last week's Grocer your Kingston correspondent speaks of the by-law prohibiting merchants buying on the market before 10 a.m. I feel quite in sympathy with him in this and think that something ought to be done in the matter, as it certainly takes considerable money away from the towns and cities that would otherwise be spent for supplies while farmers are in town, instead of going to country stores. This is something the retail merchants ought to take in hand and bring before the councils of their towns and cities.

J. H. Gaffney, representing Mayell & Co., of Toronto, in Eastern Ontario, reports business very good throughout the country.

INGERSOLL.

The cold storage project, in which the grocers are vitally interested, was advanced another notch at a special meeting of the Board of Trade. W. A. Edgar, the cheese exporter, who was a member of the committee appointed to make enquiries in connection with the construction and cost of maintaining a cold storage plant, gave a report that was highly encouraging. Mr. Edgar stated that the cheese factory men of this district were very much interested in the question of establishing a cold storage plant here. He had been told by three parties that if the plant was established they would rent apartments by the year. He pointed out that there are twenty-five cheese factories tributary to Ingersoll, and he believed that if fifteen of this number could be induced to patronize a cold-curing room the revenue would amount to about \$6,000. As previously mentioned the scheme is one that is very favorably received by the retailers, and if carried out would be of much benefit to the grocers and butchers. A committee was appointed to make further enquiries and the matter will be

taken up again at an early date when some definite action is probable.

Ingersoll is fortunate in possessing a real live board of trade. This organization, which is very representative of the business interests, has done considerable to promote the advancement of the town. When conditions are at all favorable it believes in taking action that should create greater trade, not only in the town, but throughout the Dominion. At the last meeting a resolution passed to the effect that the Dominion Government and the Legislature grant generous assistance to the Canadian Northern Railway to extend their system easterly from Port Arthur.

Jacques & McPherson, grocers, who had their stock seriously damaged by fire last week, had their loss adjusted on Friday, and with characteristic enterprise they announced that their store would be opened on Saturday morning. Much stress was laid upon "Big Bargains," and as they lived up to their display cards and newspaper advertising, their store was soon crowded until it was necessary to close their doors. It is the way of humanity to be alert for bargains, and in this particular it was possible for the firm to cope with the bargain-hunters. The "fire sale" has been going on merrily ever since, and the entire stock has about been cleared out. It is the intention of the firm to place a new stock in their store as soon as the necessary repairs and improvements have been made.

The output of maple syrup in this section thus far this season is below that of former years. The first lot was offered over a week ago and met with ready sale at \$1.25 per gallon. Those who were looking for a somewhat large supply on Saturday were greatly disappointed. The farmers stated that they had only a few good "runs" of sap, consequently the supply of syrup was limited, and the price remained firm at \$1.25. The fact that the frost is practically out of the ground and the weather very warm are indications that warrant the belief that the syrup season is about at an end.

Another of Ingersoll's old residents passed away on Wednesday last in the person of Geo. Tune, who upwards of forty years ago engaged in the confectionery business here with James Tune, now of London.

For the first time in many months Ingersoll is now getting comparatively cheap eggs. For months the price for

new laid eggs was firm at 25 cents, but on Saturday last the price dropped to 16 cents. The offerings were very large and a further reduction is anticipated before Easter, as the large buyers have not yet commenced their rounds in the country.

Butter is still very scarce. Very little of the dairy product is to be had, owing to the fact that operations have been resumed at several of the cheese factories. With the immense amount of milk that is daily taken to the St. Charles condensing factory here, and to the different cheese factories in the surrounding districts, the proportion that is used for butter-making is decidedly small. Dairy butter ranges in price from 25 to 28 cents, while first-class creamery brought 32 cents per pound last week.

John S. Smith, for the past three years with Metcalf Bros., grocers, of Berlin, has succeeded J. J. MacLeod as manager of Beattie & Co.'s store here. S. Hendry, of St. Mary's, and Harry Cook, for some time with I. W. Kingswood, have also accepted positions with Beattie & Co.

GODERICH.

Dull times here at present. All the merchants in every line of business are complaining; the only solace is that it is supposed to be seasonable for this time of year.

The canning factory proposition has taken a new lease of life, and may yet come to something.

W. J. Morrow, for many years on Hamilton Street, and previous to that in Dungannon, has sold out to Tom Pringle, of the Imperial Cafe, and may go West. W. J. was well liked by the local trade and everyone else who knows him, and will be greatly missed.

Edward Graham, East Street, is reported to have sold his business to A. T. Bean, who had a general store some years ago in Auburn.

Fred Morgan, Elgin Avenue, who has been advertising his grocery business for sale, has now parted with it, and will probably leave town, as his intention some time ago was to go West.

A. B. Davison, who will be remembered by commercial men who call at Goderich as being with G. M. Elliott on Hamilton Street for many years, has given up his position as head clerk with C. C. Lee, and is also among those with the "western fever."

HAMILTON.

Grocers here are now getting returns from the recently organized collecting department of the association, and are highly pleased with the way the system is working out. They next propose enforcing the law respecting pedlars and hawkers, as enacted by the Ontario Legislature at the last session.

A great deal of complaint comes from the grocers, and justly too, in reference to the handling and sale of fruit by Italians. They sell from door to door all over the city and mostly to the better class of people, who, if they saw the conditions in which these people live

and store their fruit, would be shocked, even though they thought they were buying at a bargain. The sanitary conditions in these fruit stores are revolting. And although we always have one or two grocers on the Board of Health, this evil escapes their notice. It seems to me that dirty, filthy human habitations deserve looking after as much as unclean pigsties, etc.

As grocers have now become large handlers of fruit, this question should undoubtedly be a live issue; right here is a place where organized effort would be useful. No doubt these same conditions in the fruit trade exist in all the cities and towns—Why not get together and either wipe them out or correct them?

The trade here are very much pleased with the stand taken by H. C. Beckett in regard to the manufacturers' prices on cereals.

A circular has been issued by one of the refiners asking the opinion of the retail men in regard to putting up bag-sugar. They propose making the present 100-lb. bag larger so as to contain 125 lbs. In the event of their doing this the bag would become useful for holding a bag of potatoes or other produce. A great many grocers are of the opinion that the 100-lb. bag is preferable. One of the reasons advanced is that a grocer or his assistant who are not built exactly after the style of Samson may take in and pile up 25 bags of 100 lbs. each, while they would not have a look at the 125-lb. one.

Speaking about a bag of potatoes in Hamilton, according to law, it must weigh net 90 lbs., in Toronto under the same law it must weigh 80 lbs. Can you kindly explain this?

The Toronto wholesale buyer makes a profit of 10 lbs. on each bag. I think the weight all over Canada should be the same.

Hamilton grocers as yet do not seem to have taken much stock in the talk of a provincial association; the situation here is possibly worse than in many other places. We have three department stores, who use their grocery business strictly as a bait to lure customers into their other departments. We have also a large co-operative concern which has sown its five dollar shares all over the neighboring country. The farmers imagine they are striking it rich and go there to buy their groceries. The Italians have the fruit trade and the Greeks the confectionery business, so there's lots of room for an energetic movement in Hamilton if the retail men would only wake up.

KINGSTON.

Kingston is in a state of excitement just now. Property is booming and sales are the cause of so many people leaving their comfortable homes. One lady who occupied a house for the last twenty years was asked to get out to make room for another corner grocery to be occupied by Mr. Parkins, who has to vacate his present place as his landlady is going to start up on her own account. Chas. Pickering has to leave his present store and has bought out Mr. Williams, corner Princess and Univer-

sity Ave. Mr. Williams intends moving to Manitoba.

W. G. Craig, wholesale grocer, president of the Wholesale Grocers' Guild here and past vice-president of the Dominion Wholesalers' Guild, has secured the large and imposing premises on the corner of Princess and Ontario Sts., which has been a piano factory for many years. It will make a fine place for his wholesale business. He has also leased a large building across the street which was at one time a medical college. Mr. Craig is enthusiastic over Kingston's present and future prospects and as an alderman, is working to advance the city's interests in every way he can.

Mr. Tuthill, representing The Morse Soap Co., was in town and made good sales. He has a big proposition on hand. He is going to put a stop to race suicide by sending a full size cake of Infant's Delight soap to every baby born in Canada this year. Such generosity should bring good results.



President Roosevelt what think
You of this!
Hundreds of homes and no
Baby to Kiss
Ruler of National
Progress and pride
Raise up your voice
Against 'Race Suicide'

Laundry soaps are likely to advance, owing to increased price of material. The Brown Family has also increased.

Harry Newbury, who ran a grocery at Barrie and Earl Sts., has gone to Peterboro. He is going to take up window-dressing and ad. writing. He is experienced in the dry goods trade and has a sterling character and will succeed. His health has not been A1 for some time. We hope the change will do him good.

It is reported that Knox & Co., of Toronto, are going to open up a 5 and 10 cent store shortly in the premises lately occupied by Geo. Mills & Co., furriers. It is centrally located and they should do a good lively trade.

Mr. Farnworth, Dalley's popular representative, called on the trade this week. He is always sure of a bunch of orders. Why? Because he is one of the few who do not look for orders outside of the trade from small side shows, hotels and boarding-houses. Houses

catering for such are being spotted by the trade and the sooner reliable firms look into this matter the better.

PERTH.

Wednesday of last week, John Conway, who has been clerking with G. E. Armstrong for a number of years, opened up for himself. He is in the stand lately occupied by R. E. Hicks. This store has not been occupied for two years and it looks much better to see it open again.

Norman Miller, "the West End Grocer," has changed his place of business from Wilson street west to quarters in the new Rogers & Stewart block, on Foster street. He opened up in his new premises on Saturday, and he expects increased business.

Lloyd Jackson expects to open a grocery in the building lately occupied by Mr. Miller. This will give us twenty groceries in town. Pretty good for a town of under 4,000 people.

I noticed in your paper some weeks ago an article on putting goods on the sidewalk for display. This is a thing, I am glad to say, is almost unknown in Perth. We have a by-law in town prohibiting the blocking of the sidewalk, but I think even if we had no such by-law it would not be done, because people would not buy fruit exposed to the dust.

The agent for the Computing Scale Company of Canada was in town last week and succeeded in placing several scales.

MONTREAL.

D. J. Munro, Montreal Junction, has built himself a fine store and will move into it in a few weeks. The fittings, counters, wall cases and all will be put in new by the Walker Bin Co.

A. Girouard, St. Catherine St. East, who some time ago retired from the grocery business, intending to take his ease, has concluded that there's more fun working and is going back into business again. He has built a fine block of business stores on St. Catherine St. and will occupy one of them. He is going to have something pretty fine, and has placed his order with the Walker Bin Fixture Co. for shelving, wall cases, display counters and plate glass silent salesmen.

Currie Bros., 59 Bleury St., will remove a little higher up that thoroughfare on May 1, the premises they now occupy having been sold. Their new number will be 113.

Walter Paul has just returned from a business trip to New York.

Raymond & Freres, a firm carrying on a retail business on the Main street, above St. Catherine, has been taken over by F. X. St. Charles & Co., the newly incorporated concern. The names mentioned in the new firm's charter are:—F. X. St. Charles, Chas. Raymond, A. de Rouselle, A. Germain and E. Doray. According to the powers granted them the firm will be enabled to carry on business as wholesale and retail grocers, wine and spirit dealers, etc. They are capitalized at \$200,000.

HALIFAX.

W. J. Hopgood, Spring Garden Road, is going to build a new store this spring. The contracts are let and orders are placed with the Walker Bin and Store Fixture Company, of Berlin, for a portion of the fixtures. Mr. Hopgood's aim is to have one of the most

attractive stores in the Atlantic capital.

J. L. Archibald & Co., Spring Garden Road, are also on improvement bent. They are refitting their store throughout with Walker bin fixtures, counters, wall cases and bins. One side will have the usual grocery fixtures, the other is to be fitted with a biscuit department and green fruit cases.

CHATHAM.

N. H. Stevens, president of the Canada Flour Mills Co., was an Ottawa visitor last week.

J. A. Wilson, the Queen St. grocer, is mourning the loss of a fine new chewing gum slot machine. The article in question was only recently purchased. Last week it was left standing in front of Mr. Wilson's store when, toward dusk, a passer-by annexed it. The machine has not been seen since, nor, though the matter was promptly reported to the police, has the thief been located.

Edward Campbell, employed in Reid's grocery store at Northwood, had an exciting experience in the 22nd. In some way two kegs of gunpowder upon a shelf became ignited. In the explosion which followed Mr. Campbell was badly burned about the face and hands, and considerable damage was done to the interior of the store.

Indications are that Blenheim will shortly have a canning factory. A public meeting was held on the 21st at which the promoters of the enterprise announced their proposition. They ask a ten years' loan of \$10,000, and a 3-acre free site, and agree to erect a \$30,000 factory and employ at least 100 hands. The meeting expressed itself favorably toward the proposition, which will now come before the town council.

J. F. Holden, Western Ontario representative of E. W. Gillett & Co., Limited, Toronto, has been in the city for a few days calling on the trade. He reports business very satisfactory. From here he proceeds west.

ST. CATHARINES.

Speaking with the inspector of trees and noxious vermin, that official informs me that he has made an inspection of some thousands of trees and where the San Jose scale has affected trees he has acted on instructions for their destruction. The inspector informs me, also, that the frosts of the past winter have in no way, injured the buds of the peach trees and that the outlook for an abundant crop is most promising unless unforeseen adverse circumstances crop up. The inspector has, in some cases, ordered the destruction of mountain ash trees affected with the scale. He says there is a bright prospect of abundant crops in pears and plums and that small fruits promise well. The recent mild weather has taken the frost from the ground and the ice has completely gone from this section of the Welland canal. The harbor of Port Dalhousie is clear of ice so that navigation from that port can be opened at any time.

The water will be drawn from the old Welland canal next week from Thorold,

northward, to make repairs and remove any obstacles and will remain unwatered for ten days or two weeks. This annual unwatering will stop all the manufacturing along its banks which have water for their motive power and it will enable owners or lessees of these properties to make necessary repairs in flumes, etc.

Building operations have started and painters, carpenters, masons, laborers are busily engaged in their respective lines.

PETERBOROUGH.

A. W. Lockhart, who has had charge of R. A. Dutton's grocery department for the past two and a half years, makes the announcement that he will enter the commercial world for himself. He has secured the lease of Porter Bros. upper store on George St., and will open with a full line of groceries and provisions. He will leave Mr. Dutton on the ninth of April, and will open his own store on the 13th. Mr. Lockhart is a first-class grocer and has a very large business connection in the city. For eight years before going with Mr. Dutton he was with E. F. Mason & Co. and received there an excellent training. He will be succeeded at Mr. Dutton's by T. Lancaster of Hastings, where he was connected with J. J. English for sixteen years. Thomas Wamsley has also been added to Mr. Dutton's grocery department.

At this time when there is so much talk of the retail merchants organizing for the protection and improvement of the trade it might be of interest to mention a man who claims he needs no protection. It is J. C. Sullivan, who has for thirty years conducted a retail grocery and liquor business. He does a strictly cash business in both lines and he is proud of the success he has made of it. He states that he does not carry a dollar on his books and every dollar's worth of goods he buys he pays cash for and takes all the discounts. He started business that way the first day he opened his store and has not varied from it. He has never joined the Retail Victuallers' Association and he says he would not join a retail grocers' association or any other association. He claims he does not need any assistance from anyone. He has cash in the bank and he says that is the best friend he or anyone else can have.

Mr. Sullivan, however, is the only man in the city who is doing a strictly cash business. It is possible for him to do it that way because he started and built his business up that way. But under existing conditions it would be a very difficult proposition for other merchants to face who have always done a credit business. But there are several who would like to try it, in fact one or two have stated that they intend in a short time to only sell and buy for cash.

LONDON.

George Loveless, who for a number of years has conducted a grocery business on Richmond Street North, has sold out to George Knight, formerly a restaurant keeper here. Mr. Loveless goes into the crockery business with his brother Thomas, succeeding Bert Barbour as a member of the London Crockery Co., Dundas Street.

Gorman, Eckert & Co., spice manufacturers of this city, have purchased the extensive premises of the Bennet Furniture Co., in the east end, and will shortly remove their plant thither. Their fine premises on Clarence Street have been purchased by Lind, Kerrigan & Co., wholesale grocers, which firm though but a comparatively short time in business, have so extended their operations as to demand the considerably enlarged accommodation they will now have. The price paid is understood to be \$30,000.

The local bakers and the Real Estate Owners' Protective Association are at loggerheads. Recently the latter passed a resolution which, after a lengthy preamble, calls the attention of the Legislature and the city council to the need of an act regulating the weight and sale of bread, wherein at least a standard loaf should be placed within reach of the consumer. The resolution further declares that the necessity for a standard loaf is most apparent from the fact that the variations in the weight of bread as at present leave the door open for the undue oppression of the people in so essential a commodity. The bakers answer this by declaring it to be impossible to sell a two-pound loaf for five cents unless at a loss, and that as it is no one in the trade is making money. One baker, in a letter to the local press, hints that unless the real estate owners mind their own business and let other people's alone, the bakers may be under the necessity of taking steps to prevent the landlords oppressing the poor by raising the rents, as is said to be in contemplation.

Seasonable quiet pervades the wholesale grocery lines, but a brightening up is looked for at the opening of the month. Prices as a rule remain unchanged. The advance in teas—fifty to seventy-five per cent. in the last three months—has made it almost impossible for brokers to sell. A large amount of teas which had been purchased before the advance have been sold at good prices, but the supply is now about exhausted.

A movement is on foot amongst retail grocers looking to the employment by the association of a permanent secretary, whose duties would consist of collecting membership fees, getting and keeping track of dead beats and looking after the interests of the trade generally. There undoubtedly is need of such an official who, if the right sort of man, would be of inestimable value to the grocers of London.

Friends of W. H. Escott, who has been connected as a traveler for seventeen years with the firm of T. B. Escott & Co., met yesterday at his place of business and presented him with a handsome traveling bag and address, on the occasion of his near departure for Winnipeg. Mr. Escott is widely known and esteemed in social and business circles.

THE CANADIAN GROCER

Established 1896

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - - *President*

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

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 2701

WINNIPEG - - - 511 Union Bank Bldg
Telephone 3726

VANCOUVER - - - F. R. Munro

ST. JOHN, N.B. - - - Geo. S. B. Perry

7 Market Wharf

J. Hunter White

UNITED STATES—

CHICAGO, ILL - - - 1001 Teutonic Bldg.
J. Roland Kay

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.

Telephone Central 12960

J. Meredith McKim

92 Market Street

H. S. Ashburner

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - Louis Wolf

Orell Fussli & Co.

Subscription, Canada and United States, \$2.00

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

Published every Friday.

Cable Address { Adscript, London.

Adscript, Canada.

ORGANIZATION.

What the movement for retail grocery organization needs now is free and general discussion. That is something everyone can assist at. Everyone can write to *The Canadian Grocer* stating his views, if only a couple of sentences on a post card; it would add interest.

The statement was made to *The Canadian Grocer* this week, that if all retailers did business on a strictly cash basis, both buying and selling, there would be no need for an association. The statement indicated an extremely inadequate conception of the purposes and possibilities of organization. It is such narrow views that form the principal obstacle to the immediate progress of the organization movement. Some think the main reason for organization is to present a united front to the wholesalers and manufacturers. Others think it is to secure legislation favorable to the retailer. Others again view only the advantages of local organization. These phases of the work and results of organization are all important, but none of them, nor all of them, is the essence of organization.

Organization is the way to progress of the grocery trade as a whole. Only thereby can the retail trade, which

EDITORIAL

The Canadian Grocer

stands next to the consumer exert its proper influence in the settlement of problems constantly arising in relation to foodstuffs. Personal association, the social intercourse created by bringing together men from all parts of the country, is of the very first importance. A virile organization, concerning itself in a large way with foodstuff and trade problems would immediately raise the whole trade in the estimation of the public. The effectiveness of local association would be increased a hundred fold by provincial and national organization.

DISCUSS TIMELY TOPICS.

In England they have Grocers' Associations in all parts of the country and each separate association has a large membership, composed of the very best grocers in the business. Everybody takes an interest in the work of the organization and all are on the lookout for new ideas which will promote the general welfare of the trade. One of the means in vogue for the education of grocers is the holding of frequent meetings at which some man prominent in his particular branch of the trade delivers an address on the article with which he is particularly familiar through his perhaps lifelong experience in the business. For instance, recently before one of the associations an excellent address on tea was delivered by an expert in that branch of the grocery business. It was not a long, technical oration, but a short, concise and educative talk which could not fail to interest and instruct the grocers in attendance.

Here is a suggestion for Canadian associations. There are plenty of men who are specialists in their line willing to give a little talk before a gathering of grocers that a better knowledge of this or that may be obtained by the trade. Grocers know a lot about their own business, more than anyone can tell them, but they cannot be expected to know all about each line, and timely addresses once in a while would be invaluable.

THE SIN OF OMISSION.

The Merchandise Marks Act has of late come in for considerable discussion relative to its amendment in order to meet and frustrate the merely negative compliance at present conceded to it by some of the British Columbia salmon jobbers. As it stands at present the Act does not cover the "sin of omission" of which these jobbers are guilty, since it does not compel the place of origin to be printed on the label at all, and

imposes a penalty only for naming a fake one.

The cans, of course, are shipped to England without labels, and when the Alaskan tins reach him, the jobber gives them a highly-colored label with a big fish, a mountain and a river and an adjective or two over the word salmon. But you will look in vain for the words British Columbia or the letters "B.C.," for these would render him liable to prosecution.

So it is easy for the careless British public which does not take the trouble to look for "the place of origin," to get the dry, hard, pink Alaska salmon when it asks for or thinks it is getting the moist, red, highly flavored salmon from the Fraser.

What the British purchaser should do is to ask for the kind he wants and see that he gets it. If there is a false label he has his man; but if there is that ingenious omission, he would, if he were to prosecute the importer, have the pleasure of paying the costs of his unsuccessful legal venture with the risk of a suit for damages. In the interest of the Canadian salmon industry, the Government and canners should cooperate in insuring that the place of origin be stamped into the can.

NEEDED REFORM.

Every Board of Trade in Ontario should follow the example of the Board of Trade of Orillia and approve and forward to the Provincial Government and the leader of the Opposition in the Legislature the following petition:

"That whereas in the opinion of your petitioners the present system of civil service appointments by political patronage is unsound in principle and deleterious in its results, it being obviously illogical and unbusinesslike to appoint men to responsible positions for other reasons than their fitness to perform the duties involved;

"And whereas evils arising from patronage have been largely overcome in Great Britain by adopting a system of competitive examinations as the only means of entrance to the civil service, and by placing the service under the control of an independent commission;

"And whereas such a system, if adopted in Ontario, would, your petitioners believe, insure increased efficiency in the administration of the affairs of our Province;

"Your petitioners therefore pray that the Legislature will take measures at an early date for placing the civil service of Ontario on a strictly non-partisan basis by eliminating entirely the principle of

patronage, and by making merit and capacity the sole tests for entering the public service and for promotion therein."

This is important, far more important than most people have any idea of. That's because they don't stop to think of it. This province and every province is supporting a heterogeneous mob of political camp followers, appointed to responsible positions "for other reasons than their fitness to perform the duties involved." The petition would be just as applicable at Ottawa.

THE NARROW PATH IN TRADE.

One often hears the phrase "Trade Morality" treated in an apologetic tone, if not sometimes as a byword of contempt; but why should there not be morality in business as well as in social life and conduct? Surely it is not impossible to carry on any business on the strictest lines of commercial morality. While it may be the case that many of the world's millionaires have leaped to fame through methods often tortuous; on the other hand thousands of instances may be given to show that the successful merchant is not necessarily, or indeed often, a scheming trickster in trade. On the contrary, he is usually a man of the highest integrity in his business dealings. One may even go further and assert that morality in business is an essential element of success. The unscrupulous merchant in course of time is sure to be found out and distrusted alike by his customers and fellow traders, while the merchant who conducts his business on strictly honest lines will assuredly establish a reputation which eventually will lead to prosperity. The late Mr. Whitely, the eminent merchant, in an advice to young men said: "Once let a firm get a bad reputation in whatever respect and its business is bound to suffer. The biggest disaster that could happen to a firm is to acquire a reputation for dishonesty."

Further, dishonest trading in the long run does not pay. After all, the public are not such fools as they sometimes are taken for and the saying "once bitten, twice shy," holds here as in ordinary life.

What has been said on the subject of honesty in business holds good of the employe as well as the employer. The man who scamps his work and so cheats his employer of his time and labor will eventually be distrusted by all and treated accordingly. Our most successful business men have been those who in early life, as ordinary workmen, were noted for genuine workmanship. Sir William Arrol, the eminent engineer who

built the Tay bridge, a monument of stability as well as of engineering, was noted in his early days for the care he displayed in every detail of work. The same quality characterized him as an employer, and earned for him the reputation for sound workmanship which, combined with his mechanical genius, gained for him in after life a name in the roll of the world's great engineers and laid the foundation of the firm of Sir William Arrol & Company, Limited, now celebrated throughout the world. After the disaster to the Tay bridge in 1882 the opinion was generally expressed that no bridge could be built across such a stretch of water to be secure against nature's forces of wind and tide; but they who expressed such a fear little knew the practical and thorough going powers of the man who was called upon to undertake the work—plain Mr. William Arrol, as he then was and unknown to fame. After revolving the scheme in his mind, he set to work to frame a structure which not only in engineering adaptability to the requirements of the case, but in stability, strength and sound workmanship, would be proof against the violence of any storm which blew. Those who have seen the massive nature of the structure will be best able to judge as to the measure of success.

What has been said regarding the value of integrity in business should appeal particularly to a young man, beginning life. Owing to the strong competition in commercial life he will probably often be tempted to stray from the strict rules of fair dealing, but his safety, and eventually his success, will depend upon the degree to which he has adhered to the timeworn but enduring maxim that honesty is the best policy. He has examples on every hand to emulate and guide him, not only in the biographies which abound in English literature, but in the examples which exist around him in ordinary commercial life and with which everyone is familiar.

RIGHT PACKING TO SAVE SICILY LEMON TRADE.

A well-known New York fruit broker recently sailed for Italy with the special purpose of inaugurating a campaign for the betterment of the Sicily lemon trade. He hopes to accomplish this by two months' work among the growers of the island. By measuring by American measure what are considered standard-size boxes of 300s, 360s, and 504s, he will endeavor to establish a standard-size box in each of these sizes, and eventually have every box shipped labeled with its exact size.

A number of prominent shippers are in favor of the reforms and will assist in carrying them out. How necessary action in the matter is may be gathered from the broker's own words:

"Californian competition has driven the Sicily lemon business to its last corner. As matters stand, unless we who are interested in Sicily lemon importation—either as brokers, importers or shippers—meet this Californian competition along sensible and upright lines, we shall soon be forced to the wall and the Californian product will soon entirely control the situation, even in these markets where the Sicily fruit still has a foothold.

"What has made Californian competition so dangerous to Sicily is that the Californian shipper has had the business sense to see that honesty is indeed the best policy. He has graded and selected his fruit properly and then has shipped it honestly packed in standard-size boxes. The curse of the Sicily business has been that the shippers on the other side have pursued just the contrary tactics and have persisted in shipping irregularly and dishonestly packed fruit in undersized boxes. As a result, all dealers seeking good fruit, properly graded and selected and honestly packed, have practically been forced to taboo the Sicily fruit except during the very brief season of the year when scarcity of the California product forces them to take hold of the Sicily article.

"Never let it be thought, however, that I have for one instant lost one iota of my implicit faith in the Sicily lemon as a lemon. It is the finest lemon in the world; the best keeper, by long odds, and by just as long odds, the possessor of all those attributes that go to make a lemon. But the men who ship it have never given it a fair show. I am firmly convinced that there is a good chance to reinstate the Sicily lemon business on its former basis of success and to restore it to the prestige that it once possessed. But to do this and to make this fighting chance effective, there is one course and one course only to be pursued. And that is to meet California's competition on the common ground of the square deal such as California is giving and has given the lemon buyer for years; abolish the so-called 'pony' boxes, and, no matter what the season of the year, pack the fruit, so graded as to be of uniform quality and size, in standard-size boxes; so that buyers instead of having to put their hands into a 'grab bag,' may, in the future buy Sicily lemons in full confidence that they are getting what they are after and that the fruit they buy will turn out as it is represented."

Markets and Market Notes

QUEBEC MARKETS

Pointers—

- Fish—Revised.
- Evaporated Apples—Easier.

Montreal, Thursday, March 28, 1907.

Since the temporary rush for the Easter requirements of grocers finished there has not been a great deal of activity in the trade. Business is of a hand to mouth character, retailers buying but for immediate requirements. The business transacted for Easter, however, was very satisfactory. Collections seem to be improving very much.

Sugar this week is strong, although the market is no higher than last week. An advance is expected shortly. Syrups are selling freely. Molasses is moving out slowly. Stocks of this line held locally are very light. Canned goods are in fair request. Considerable salmon is changing hands, the talk of an advance in next fall's pack having the effect of inducing purchases before what is now on the market advances. Teas are very firm and still advancing. Coffees and spices are rather quiet. In the latter the scarcity of many lines is having the effect of stiffening prices. Raisins on the coast are practically cleaned up and higher quotations are looked for. Peels are strong, spot stocks being light. An easier feeling is noticeable in evaporated apples this week.

SUGAR.—Although there has been no actual advance there is a very strong feeling in the sugar market and it is within the range of possibilities that prices will be advanced in the near future. Considerable buying is reported, which is another proof of the firm feeling. It is understood that quite a lot of Mexican sugars have been bought by refining companies recently at prices fully 20c. a hundred above what is asked for the sugar grown in British possessions. Naturally the refined article manufactured from this raw sugar cannot very well be sold at prices lower than cost, and consequently it would seem that quotations are bound to go up.

Granulated, bbls	\$4 30
" 4-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" half-barrels	4 95
" boxes, 100 lbs	4 85
" boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" 50-lb. boxes	4 83
" 25-lb. boxes	4 90
Powdered, bbls	4 50
" 5-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.—Corn syrups are selling well at figures quoted. Business in this line for the past two months has been unprecedented. Molasses is quiet. Island quotations remain about the same, 18c. Spot stocks are very light, practically nothing being obtainable.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40

Corn syrups, bbls	0 02 1/2
" 4-bbls	0 03
" 2-bbls	0 03
" 25 lb pails	1 40
" 25 lbails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz.	2 40
" 10-lb. " 1/2 doz.	2 35
" 20-lb. " 1/4 doz.	2 25

TEAS.—The surprising manner in which teas of every description are holding firm is common talk in the trade. Each day brings new developments in some line or other—generally news of higher prices and lower stocks. More or less trade is being transacted, but operations cannot help being hindered by the high ruling prices and scanty supplies of even the lowest grades.

Japans—Fine	0 25	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 15	0 17
Ceylon—1 rok. n Orange Pekoe	0 20	0 35
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Punguey gunpowder, low grade	0 11	0 19
" pea leaf	0 19	0 22
" pinhead	0 30	0 35

COFFEES.—In coffees the market is rather firm. Owing to the valorization scheme, by which the Brazilian Govern-

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 28, 1907.

- BUTTER.**—Feeling in market about steady. Prices have not changed materially.
- CHEESE.**—Market quiet.
- EGGS.**—Demand strong. Receipts continue large. Prices about the same.
- PROVISIONS.**—No new developments in smoked meats or lard. Abattoir dressed hogs to-day quoted \$10 to \$10.25 per 100 lbs.

ment is taking up all the good coffees in that country, it is likely that a firm feeling will be felt for a considerable time. Mochas are very strong locally.

Jamaica	0 12	0 21
Java	0 18	0 30
Mocha	0 19 1/2	0 25
Rio, No. 7	0 09 1/2	0 10
Santos	0 10 1/2	0 11
Maracaibo	0 11	0 13
Roasted and ground 20 per cent. additional.		

SPICES.—Ginger is advancing, being very scarce. Supplies of mace are not large either, while stocks of cloves might be greater. White pepper is reported one penny higher in primary markets.

Peppers, black	Per lb.	0 16	0 20
white	0 23	0 30	
Ginger, whole	0 16	0 20	
Cochin	0 17	0 20	
Cloves, whole	0 20	0 30	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 18	
Nutmegs	0 30	0 55	

FOREIGN DRIED FRUITS.—According to reports from the California coast stocks of raisins are very nearly cleaned up and the market is consequently firm. A big advance is anticipated by some in the trade in that part of the country. Valentias are still scarce locally and the market for them is firm. There

has been no change in the current situation since last report. Jobbers are gradually selling out at fair figures. Figs are cheaper and dates are also selling at better buying prices. Lower figures in the latter are probable. Nuts are unchanged.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08 1/2	0 09
Selected, per lb.	0 09	0 10
Layers,		0 10
Dates—		
Hallowees, per lb.	0 04 1/2	0 05
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches,		0 18
Pears,		0 16
Malaga Raisins—		
London 'ayers	2 25	
" Connoisseur Clusters	3 00	
" 1-box	1 10	
Royal Buckingham Clusters, 1/2-boxes	1 37 1/2	
" boxes	4 50	
" Excelsior Window Clusters "	5 50	
" 1/2's	1 50	

Californian Raisins—		
Fancy seeded, 1-lb. pkgs	0 11	
Choice seed, d, 1-lb. pkgs	0 10 1/2	
Loose Muscatels 3 crown	0 09 1/2	
" 4 crown	0 10	
Prunes —	per lb.	
30-40s	0 09 1/2	
40-50s	0 09	
50-60s	0 08 1/2	
60-70s	0 08	
70-80s	0 07 1/2	
80-90s	0 07	
90-100s	0 06 1/2	
Oregon prunes (Italian style), 40-50s	0 08 1/2	
" 60-60s	0 0 1/2	
Oregon prunes (French style), 60-70s	0 07 1/2	
" 90-100s	0 06	
" 100-120s	0 05	

Currants—		
Filiatras, uncleaned, barrels	0 07 1/2	0 08 1/2
Fine Filiatras, per lb., in cases	0 08	
" cleaned	0 08	
" in 1-lb cartons	0 09	
Finest Vostizzas "	0 03 1/2	0 09
Amalias "	0 0 1/2	0 07 1/2
Sultana Raisins—		
Sultana raisins, per lb.	0 13 1/2	0 15
1-lb carton	0 15	
Elem Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	0 15
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown	0 10	0 10
Glove boxes, fine quality, per box	0 0	
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

PEELS.—Business in peels is limited. Prices continue firm, however.

Citron peel, per lb.	0 10	0 11
Lemon peel, per lb.	0 11	0 12
Orange peel, per lb.	0 11	0 12

BEANS.—Beans are rather firmer this week, prices being higher.

MAPLE PRODUCTS.—Dealers are anxiously awaiting receipt of first new goods, in which they expect to do considerable business. Meanwhile quotations remain same as last week.

Pure maple syrup, bulk, per lb.	0 13	0 09
Compound maple syrup, per lb.	0 04 1/2	0 06 1/2
Pure Townships sugar, per lb.	0 08 1/2	0 09
Pure Beauce sugar, per lb.	0 09	0 10

EVAPORATED APPLES.—An easier feeling is noticeable in evaporated apples this week, but the market is not necessarily weak. Prices asked are around 11c. and 11 1/2c., generally the former figure is accepted.

RICE AND TAPIOCA.—Rice, for which there is a good demand, is strong at figures quoted. Tapioca is very firm and higher prices would not be a surprise. Prices for forward shipment are higher than they have been for years.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07 1/2

RAW FURS.—Prices remain :

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	5 50
Weasels	0 10	0 50
Skunk	0 00	0 50

CANNED GOODS

MONTREAL—A fair trade in canned goods is reported by jobbers. Grocers have not yet exhausted their fall supply and are not ordering very heavily, their demands being of a hand-to-mouth character. There seems to be more activity in salmon than in any other line. Talk of an advance of 15 per cent. in the pack of next fall has had the effect of firming up the present market, and much buying is being done in fear of a sudden advance. Corn and peas are quiet. Tomatoes are selling fairly well. Since no great scarcity has been noticeable during the present month it is not thought that there will be any lack of stocks to carry the trade through until the next pack. No advance in prices is anticipated.

TORONTO—The tomato situation in this market has not yet developed, but at any rate there are no indications of weakness. Most wholesalers think they will not have more than enough and at least one is talking of buying. Consumption continues steadily. The high price does not seem to have been a deterrent at all. In fact, some retailers assert that tomatoes at two for a quarter go faster than at 10 cents, because when people buy two at a time they use more. It's a little early, however, to take the bull side of the market.

Salmon is the strongest feature of the market at present. Stocks of all grades in wholesalers' hands are very considerably reduced. Practically nothing is held at the coast and preferred brands, such as Horse Shoe, are very nearly cleaned up here. One pound talls of this brand are specially scarce and probably a hundred cases would be the limit of the largest stock. As a result jobbers are more anxious to sell single cases than they are 5-case lots. The price has advanced to \$1.90, though the advance as yet is not uniform. Other brands of Fraser River sockeye are very light, and with the season of heaviest consumption just ahead, salmon would appear to be a sure buy.

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

FRUITS.

Apples, standard, 3's	1 07	1 05
" preserved, 3's	1 32	1 30
" standard, gal.	2 92	2 90
Blueberries—		
2's, standard	0 95	0 92
2's, preserved	1 45	1 42
Gals., standard		4 65

Cherries—

2's, red, pitted	2 27	2 25
2's, " not pitted	1 77	1 75
Gals., red pitted		3 90
" " not pitted		7 40
2's, black, pitted	2 27	2 25
2's, " not pitted	1 77	1 75
2's, white, pitted	2 42	2 40
2's, " not pitted	1 92	1 90

Currants—

2's, red, H.S.	1 82	1 80
Gals., red, solid pack		7 40
2's, red, standard		5 15
2's, preserved	2 02	2 00
2's, black, H.S.	1 92	1 90
2's, preserved	2 15	2 12
Gals., black, standard		6 65
Gals., " solid pack		8 15

Gooseberries—

2's, H. S.	2 17	2 15
2's, preserved	2 40	2 37
Gals., standard		6 50
Gals., solid pack		8 50

Lawtonberries—

2's, H.S.	1 80	1 77
2's, preserved	1 97	1 95
Gals., standard		5 50

Peaches—

1 1/2's, yellow (flats)	1 72	1 70
2's, yellow	1 92	1 90
2 1/2's, yellow	2 65	2 62
3's, yellow	2 90	2 87
3's, yellow (whole)	2 42	2 40
2's, white	1 77	1 75
2 1/2's, white	2 55	2 52
3's, white	2 75	2 72
3's, pie, not peeled	1 32	1 30
Gal., pie, peeled	4 67	4 65
Gal., pie, not peeled	3 72	3 70

Pears—

2's, Flemish Beauty	1 67	1 65
2 1/2's, Flemish Beauty	2 02	2 00
3's, Flemish Beauty	2 17	2 15
2's, Bartlett	1 82	1 80
2 1/2's, Bartlett	2 22	2 20
3's, Bartlett	2 37	2 35
3's, pie, not peeled	1 32	1 30
Gal., pie, peeled	4 02	4 00
Gal., pie, not peeled	3 42	3 40

Pineapple—

2's, sliced	2 02	2 00
2's, graded	2 12	2 10
2 1/2's, whole	2 82	2 80
Florida 2's, sliced or graded		2 60
Singapore, 1 1/2's, sliced		1 50
" 2 1/2's, whole		2 30

Plums, Damsen—

2's, light syrup	1 20	1 17
3's, light syrup	1 72	1 70
2's, heavy syrup	1 35	1 32
3's, heavy syrup	1 67	1 65
Gal., standard	3 37	3 35

Plums, Lombard—

2's, light syrup	1 25	1 22
3's, light syrup	1 75	1 72
2's, heavy syrup	1 40	1 37
3's, heavy syrup	1 72	1 70
3's, heavy syrup	1 97	1 95
Gal., standard	3 57	3 55

Plums, greengage—

2's, light syrup	1 30	1 27
2's, heavy syrup	1 45	1 42
3's, heavy syrup	1 72	1 70
3's, heavy syrup	2 00	1 97
Gal., standard	3 87	3 85

Plums, egg—

2's, heavy syrup	1 72	1 70
3's, heavy syrup	2 00	1 97
3's, heavy syrup	2 32	2 30

Raspberries, Red—

2's, L. S. (Shafterberries)	1 55	1 52
2's, H. S.	1 72	1 70
2's, preserved	1 97	1 95
Gals., standard		5 65
" solid pack		8 65

Raspberries, Black—

2's, black, H. S.	1 77	1 75
2's, preserved	1 92	1 90
Gals., standard		5 40
" solid pack		8 40

Strawberries—

2's, heavy syrup		2 50
2's, " preserved	2 17	2 15
Gals., " standard	6 42	6 40
Gals., " solid pack	9 17	9 15

VEGETABLES.

Asparagus—

2 1/2's, tips, California		3 90
2's, Canadian	2 80	2 77

Beets—

2's, sliced, sugar and blood red		1 02
2's, whole, " "		0 92
3's, sliced, " "		1 25
3's, whole, " "		1 15

Beans—

Fancy brands		
2's, golden wax	0 87	0 85
3's, " "	1 35	1 32
Gals., " "	3 92	3 90
2's, refugee or valentine (green)	0 87	0 85
Gals., " "		
2's, crystal wax	0 97	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27

Corn—

2's	0 95	0 92
Gal., on cob		4 65

Carrots—

2's	0 97	0 95
3's	1 07	1 05

Cabbage—

3's	0 92	0 90
-----	------	------

Cauliflower—

2's	1 47	1 45
3's	1 87	1 85

Parsnips—

2's	0 97	0 95
3's	1 07	1 05

Peas—

1's, extra fine sifted	1 02	1 00
2's, standard	0 87	0 85
2's, early June	0 97	0 95
2's, sweet wrinkled	1 02	1 00
2's extra fine sifted	1 27	1 25
Gals., No. 4	3 92	3 90
Pumpkins, 3's	0 95	0 92
" Gal.	3 02	3 00

Rhubarb—

2's, preserved	1 20	1 17
3's	1 97	1 95
Gal., standard	2 77	2 75

Spinach—

2's	1 45	1 42
3's	1 87	1 85
Gals.	5 17	5 17

Squash—

3's	1 20	1 17
Gal.	3 52	3 50

Tomatoes—

2's	1 00	0 97
3's, all kinds	1 20	1 17
Gals., all kinds	3 62	3 60

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's		0 80 0 83
" " 3's		1 00
Chili sauce same as tomato sauce		
Cateups, tins, 2's		0 75 0 90
" gal.		4 50
" jug		7 70 12 00

FISH.

Lobster, talls		4 00
1-lb. flats		4 30
1-lb. flats		2 25
Maokrel		1 40
" Scotch		1 45

Salmon, Fraser River Sockeyes—

1-lb. Talls, per doz	1 60	1 90
1-lb. Flat, " "		1 85
1-lb. " "		1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoos, per doz		1 35

Humpbacks, "

" "	1 00	1
Sardines, French 1/2's	0 12	0
" " "		0 25
" Portuguese 1/2's	0 08	0 10
" P. & C., 1/2's	0 25	0 27
" F. & C., 1/2's	0 35	0 38
" Domestic, 1/2's	0 03	0 03

Haddies, per doz

Mustard, 1/2 size, cases 50 tins, per 100		4 00
Kipped herrings, domestic		1 10 1 20
" imported		1 35 1 60
Herrings in tomato sauce, domestic		1 00
" imported		1 30 1 40

MEATS, ETC.

Beef, corned 1s, per doz		1 40
" 2s, " "		2 50
" 6s, " "		7 50
" 14s, " "		17 50

Per dozen tins.

Chicken, 1's, boneless		3 00
Turkey, 1's		3 00
Duck, 1's		2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet		1 95
" 2's, tomato	1 00	
" 3's, " "	1 45	
Pig's feet, 1's, boneless		1 40
" 1 1/2's		2 50

HERRING AND SARDINES.

The United States packers of sardines have about made up their minds to take a chance on the label question and go ahead as heretofore with their pack under the name of "sardine" which has for some time been a question of doubt. All efforts to persuade Dr. Wiley, administrator of the Pure Food Law, to state definitely whether the canning of the American herring under the name of "sardine"—the custom for many years past—is legal or not have been unavailing, the authorities having carefully refrained from settling the knotty problem.

According to American nomenclature, the little fish which is packed so extensively along the Maine coast and elsewhere is a "herring," but when he is prepared in oil and canned he sells as a

THE SUGAR INDUSTRY
IN ISLAND OF TRINIDAD

Depending Upon Canada

(From the Mirror.)

A very significant circumstance took place last year in connection with the output of sugar from this colony. It was that not a single pound of that product went to the United States. Indeed, since 1898 when the States took £383,528 in value of sugar—the bulk of the output—the exports to that country have been diminishing until they reached the vanishing point in 1905-06. Canada, on the other hand, has been steadily increasing her imports of Trinidad sugar and last year took close on half the total quantity shipped abroad—in value £206,614—the other half having been despatched to Great Britain. The reasons for this are not far to seek.

Canada has given the West Indies preferential treatment and although it has been claimed on this side of the water that the islands have been despoiled by Canadian refiners of the full benefits accruing from the preference, nevertheless the certain effect has been that the Dominion has been attracting larger and larger supplies of cane sugar. Exports to the United States have fallen off on account of the increasing outputs from Puerto Rico and Cuba, which stand in the same relation to the States as regards preferential treatment as do the British West Indies to Canada. So that while the exports of our sugar to the States have reached the irriducible minimum, those to Canada show a remarkable and welcome tendency to increase. It must not be forgotten either that they grow their own canes in the Southern States and cane-growers' associations exist in Louisiana, Kansas, Texas and other provinces. This combination of circumstances, associated with the enormous industrial activity everywhere conspicuous in the United States of America, and the presence there of an unprecedented number of capitalists ready to devote their energies and wealth to the fullest development of scientific agriculture, could have but one result so far as British West Indian sugar is concerned. That result was achieved at least in Trinidad last year when no sugar of any kind was shipped to the States.

Owing to the action of the English confectioners who have had to pay a little more for their sugar because of the effect of the Brussels Convention, the Liberal Government is virtually pledged to the rescission of the convention. That previously unlooked for denouement is promised for the later months of the year and then beet sugars will again swamp out cane sugars in the British market and the hearts of jam makers in Great Britain will be made glad. In some of the smaller islands, the sugar industry is doomed to extinction. They will be unable to com-

pete with the beet growing countries of Europe, as was fully exemplified during the period between the beginning of the sugar crisis and the coming into operation of the Brussels Convention. Fortunately a rival industry has sprung up in St. Vincent, Antigua and St. Kitts-Nevis, where the output of raw cotton bids fair to grow to considerable proportions, and where the lands are admirably suited to the production of that indispensable commodity.

Whether Trinidad, Demerara and Barbadoes will be able to persevere with sugar will, we fear, depend entirely on the attitude of Canada, to which country wistful eyes must soon be turned by the sugar producers of those three colonies. Fortunately, emigration to the Dominion is increasing by leaps and bounds, thanks to the splendid encouragement given to it by the wide-awake Government at Ottawa and, further, we would point to the desire that has most consistently been shown on the part of both that Government and Canadian merchants to improve their commercial relations with the West Indies. It is proposed that shortly commercial delegates from Canada should visit these islands and so find out for themselves how trade can be fostered between the Dominion and these British Colonies. A great deal of good is anticipated as the outcome of the visit, and if it also results in giving a fillip to what seems to be a perishing industry, hope will be revived in the breast of many a sugar grower, not only in Trinidad, but also in those other colonies largely dependent on that branch of agriculture.

Of course it is no great secret that several growers here intend to put some portions of their sugar lands in fruit cultivation, and that whether or no the sugar industry survives is a question, the answer to which must be looked for from the cane-farmers principally. While we are most anxious to see the creation of a large fruit trade, believing as we do that it is a paying business, we should, however, witness with profound regret the passing away altogether from local activities of an industry which affords employment for so many thousands of our people. One issue stands out as a dead certainty. Whether cane-farming (which is to-day the generally accepted means of saving the sugar industry) spreads, as it is fondly hoped it will, or whether the industry perishes, either eventuality will mark the death of our costly East Indian immigration. Such a circumstance is to be viewed with calmness, if not with pleasure. It must have a buoyant effect on general revenue and ultimately remove some of those social and economic problems which exist to-day in our midst.

the total supply of merchantable rice is certainly 200,000 bags less than last. On account of improved trade conditions in Porto Rico that market is not buying screenings and in consequence these are being used for brewers' rice. A very large proportion of the rice in the hands of millers, about 65 per cent. of the total supply, is still in the rough and there will be no pressure on the part of the mills to sell to avoid weevil damage, as weevils do very little damage to rough rice. The demand for all qualities of good rice is active and at good figures and if the demand from now until August 1, beginning of the new season, is no better than last year it will mean that this entire crop will be consumed and we will go into the new crop with the market bare of rice.

	Per lb.	Per 100
Size, stand. B.....	0 03	0 03
Bangkok.....	0 03	0 03
Paina.....	0 05	0 05
Japan.....	0 06	0 07
Java.....	0 06	0 07
Sago.....	0 07	0 07
Carolina rice.....	0 07	0 10
Tapioca, medium pearl.....	0 07	
" double goat.....		0 07

SFEDS—Fancy red clover has advanced 25c. to \$8.75 to \$9. The high prices have brought out the remaining supplies pretty well. The farmers are evidently not going to wait for the slump that over took the market in April last year. Trade in timothy and alsike is about over.

Alsike Clover—

Fancy lots, per bush.....	6 75	7 00
No. 1.....	6 00	6 25
No. 2.....	5 75	6 00
No. 3.....	4 35	5 10

Red Clover—

Fancy.....	8 75	9 00
No. 1.....	7 40	7 80
No. 2.....	6 35	6 25

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed.....	1 65	1 85
Flail threshed, bright unhusk ed.....	2 35	2 50

Lots containing seeds bring from 1 1/2c to 2 1/4c a lb.

HIDES, WOOL AND RAW FURS — Business is very quiet. Prices are unchanged.

Hides, inspected, cows and steers, No. 1.....	0 10	0 10
" No. 2.....	0 09	0 09
Country hides, flat, per lb., cured.....	0 03	
" green.....	0 08	
Calf skins, No. 1, city.....	0 13	
" No. 1, country.....	0 11	0 12
Sheep skins.....	1 50	1 65
Horse hides, No. 1.....	3 50	3 75
Rendered tallow, per lb.....	0 05	0 06
Wool, super, per lb.....	0 25	
" extra.....	0 27	

FURS.

	No. 1, Prime
Raccoon.....	1 50
Mink, dark.....	5 00
" pale.....	2 50
" cross.....	3 70
" cross.....	2 00
Lynx.....	5 00
Bear, black.....	12 00
" cubs and yearlings.....	5 00
Wolf, timber.....	1 00
" prairie.....	1 00
Weasel, white.....	0 10
Badger.....	0 75
Fisher, dark.....	6 00
Skunk, No. 1.....	1 20
Marten.....	3 50
Muskat., No. 1.....	0 25
" " 2.....	0 30
" " 3.....	0 25
" " 4 and kits.....	0 18
" " 4 and kits.....	0 05

Thos. Montgomery, of Thos. Montgomery & Son, Montreal, has left for New York to make arrangements for the fall shipments of their special lines.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March 28, 1907.)

With the opening of spring weather business is becoming very active again and the only drawback is the inability of the railways to make prompt deliveries. Complaints are general among the retail trade in the country and the wholesale trade in the city of delays in delivery of freight.

CANNED GOODS—Since the revision of price in a few items under the canned meats heading noted last week, there have been no other changes. There is a steady demand for all lines of canned goods. We quote:

FRUITS.		
	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz.	1 29½	1 27
gallons, per doz.	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz.	1 96½	1 94
2's black	2 06½	2 04
Gooseberries—		
2's, heavy syrup	2 31½	2 29
Lawtonberries—		
2's heavy syrup	1 94	1 91½
Peaches—		
2's yellow flats	2 06½	2 04
3's	3 12	3 09½
Pears—		
2's, F.B.	1 81½	1 79
3's	2 39½	2 37
2's Bartlett's	1 96½	1 94
3's	2 59½	2 57
2's Globe, light syrup	1 51½	1 49
Plums—		
2's Damsen, l.s.	1 34	1 31½
2's Lombard, l.s.	1 39	1 37½
2's Greengage, l.s.	1 44	1 41½
2's Egg, heavy syrup	1 86½	1 84
Raspberries—		
2's red, light syrup	1 69	1 66½
2's black, heavy syrup	1 91½	1 89
VEGETABLES.		
Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
crystal wax, "	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's	1 98	1 93
(No. 3) 2's	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's	2 63	2 58
Beets—		
whole, "	2 08	2 08
sliced, "	2 28	2 28
whole, 3-lb., "	2 64	2 64
sliced, "	2 84	2 84
Spinach—		
2's, per doz.	3 13	3 08
3's	4 09	4 04
gallon, per doz.	11 10	11 10
Asparagus, per doz.	2 89	2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax, "	1 98	1 93
refugee, "	1 98	1 93
MEATS.		
Pork and beans 1's, per doz.	1 25	1 25
2's, "	1 90	1 90
3's, "	2 60	2 60
Clark's 1 lb. plain, per case	2 25	2 25
" 2 " " "	1 80	1 80
" 3 " " "	2 25	2 25
" 1 " tomato sauce, per case	2 25	2 25
" 2 " " "	1 80	1 80
" 3 " " "	2 25	2 25
" 1 " Chili " "	2 25	2 25
" 2 " " "	1 90	1 90
" 3 " " "	2 25	2 25
Soups, per doz.	1 25	1 25
Canned chicken (Man. Can. Co.) per doz	3 25	3 25
" turkey	3 25	3 25
" chicken, per doz	3 30	3 30
" turkey	3 30	3 30
" duck	3 30	3 30
Corned beef " 1's "	2 80	2 80
" " 2's "	1 60	1 60
" Man. Can. Co. 2's per doz.	2 50	2 50
Roast beef (Man. Can. Co.), 2's, per doz	2 50	2 50
" 1's "	1 35	1 35
" (Clark's), 1's, per doz	1 55	1 55
" 2's "	2 65	2 65
Potted meats, 1's, per doz.	0 55	0 55
Veal loaf 1 lb., per doz.	1 25	1 25
Ham loaf 1 lb., "	1 25	1 25
" 1 lb., "	2 50	2 50
Chicken loaf 1 lb., "	1 85	1 85
" 1 lb., "	3 50	3 50
Lunchonque 1's, "	3 65	3 65

THE MARKETS

Sliced smoked beef 1-lb. tins, per doz.	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " 1-lb. tins, "	1 45
" 1-lb. tins, "	2 50
" 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25
Corned beef 1-lb. tins, per doz.	1 55
" 2-lb. " " "	2 75
FISH.	
Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, " "	4 00
" cohoes, " "	5 75
Lobsters (new), 1-lb. flats, per case	16 50
" 1-lb. tails, per case	10 50
" 1-lb. tails, per case	15 00
" flats, per case	15 50

SUGAR—The sugar market is firm with an upward tendency. Prices are quoted as follows, f.o.b., Winnipeg:

Montreal granulated, in bbls.	5 00
" in sacks	4 95
" yellow, in bbls.	4 60
" in sacks	4 55
Wallaceburg, in bbls.	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" in sacks	4 85
Icing sugar in bbls.	5 60
" in boxes	5 80
" in small quantities.	6 20
Powdered sugar, in bbls.	5 40
" in boxes	5 60
" in small quantities.	5 65
Lump, hard, in bbls.	5 70
" in 1-bbls.	5 70
" in 100-lb. cases.	5 70
Raw sugar.	4 40

SYRUPS AND MOLASSES—A reduction in the price of "Crown" brand syrup will be noted in quotations below. Corn syrups continue to be in very active demand. We quote:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" 5-lb. tins, per 1 "	2 65
" 10-lb. tins, per 1 "	2 45
" 20-lb. tins, per 1 "	2 50
" barrel, per lb.	0 03½
" Sugar syrup, per lb.	0 03½
Beaver Brand, 2-lb. tins, per 2 doz. case	3 10
" 5 " " "	3 60
" 10 " " "	3 30
" 20 " " "	3 29
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03½
Porto Rico molasses in 1-bbls, per lb.	0 04½
Blackstrap, in bbls, per gal.	0 31
" 5 gal. bts., each	0 33
" "	2 25

COFFEE—Quotations are as follows:

Whole green Rio, per lb.	0 10
" roasted " per lb.	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32
" 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb "	0 24

MINCE MEAT—

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

PICKLES—Local brands are quoted as follows:

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

The Canadian Grocer

FOREIGN DRIED FRUITS—Muscatel raisins have been advanced sharply. Quotations now are:

Sultana raisins, bulk, per lb.	0 13½
" cleaned, "	0 14½
" 1 lb pkgs. "	0 16
Table raisins, Connoisseur clusters, per case.	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian, "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 35
" Connoisseur clusters, boxes (5 1/2 lbsl.)	0 80
Valencia raisins, f. o. s.	1 75
" selected	1 85
" layers	2 10
Trenor's Valencia raisins, f. o. s., per case	2 70
" selects	2 85
" layers	2 96
California raisins, muscatels, 2 crown, per lb.	0 10½
" " 3 "	0 10½
" " 4 "	0 10½
" " choice seeded in 1-lb. packages	0 10½
" " per package	0 10½
" " fancy seeded in 1-lb. packages	0 10½
" " per package	0 10½
" " choice seeded in 1-lb. packages	0 12½
" " per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb.	0 04½
" 90-100 "	0 05½
" 87-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb.	0 07½
" dry cleaned, Filiatras, per lb.	0 07½
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb.	0 06
" in packages, per lb.	0 07½
Figs, cooking, in topnets, per lb.	0 05½
" in sacks	0 05½
" table, 1 crown "	0 10
" " 3 "	0 11
" " 5 "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 24
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 17
Peaches	0 16½
Pears, choice (halves), per lb.	0 14½
" standard	0 14
Plums, choice (dark pitted) per lb.	0 14
Nectarines, choice.	0 16

EVAPORATED AND DRIED-APPLES—In steady demand. The dried are quoted at 9¼c per lb. and the evaporated at 10¾c and 11c per lb.

CANDIED PEELS—

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

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

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" 5-lb. tins, 1-doz. case	8 40
" 10-lb. " 2-doz.	10 50
" 60-lb. " per lb.	0 11

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" 50-lb. lots	0 05
Rangoon rice, per lb.	0 04
Patna " "	0 04½
Tapioca, per cwt.	7 50
Sago, per lb.	0 04½

NUTS—

Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" in small lots, per lb.	0 11½
Filberts	0 13½
Peanuts	0 14
Jumbos	0 14
Walnuts, new, Grenobles, per lb.	0 1
" Marbots "	0 1
" shelled, "	0 20
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 20
Brazils, per lb.	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 25
" 40 " "	0 85
" 20 " "	0 65
" 8 " "	0 25½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 80

See a well-dressed window, and you will see people looking in it.

FOOD STUFF TRADE NEWS
IN THE ATLANTIC PROVINCE

Halifax, N.S., March 26.

The grocery and provision markets are in a very healthy condition and the volume of business passing is most satisfactory, considering the successive storms during the present month. Fruit growers in the Annapolis Valley continue to send shipments to the British market. During the past week 15,000 barrels of apples were sent forward via Halifax for London, and further shipments will be made next week. The owners of this fruit held it until they thought that the markets on the other side were more favorable. The stock of apples on the home market is very limited and the quality is of the poorest, all the good fruit having been bought up. Pork has been reduced fifty cents per barrel. Beef is very firm, and lard is high.

A small shipment of Bermuda onions was placed on the market this week. With the passing of the winter season the stocks of vegetables are becoming very light, and there has been a general advance in prices all round.

FISH—The scarcity of fresh fish on the local market has sent the price up during the past week. Halibut has reached a record figure, being quoted at 20 cents per pound and scarce at that. There was less fresh halibut marketed this Lent than there has been for years. Fresh cod and haddock have also been advanced one cent per pound, and fresh lobsters are at a premium, it being impossible to get them at any price. The last shipment of Nova Scotia lobsters to Boston sold for \$40 per crate, and in New York lobsters are selling at 40 cents per pound for large and 30 cents per pound for small. Nova Scotia smelts are selling in the American market for 20 cents per pound. The weather is so extremely bad that it is impossible for the fishermen to get out to the grounds and in consequence the shortage of fresh fish is greater than has been.

The Pickford and Black Liner Ocamo which arrived here from the West Indies last week, landed 2,342 bags, and 150 barrels of sugar to be transhipped to Montreal.

Michael Dwyer, of the wholesale grocery house of John Tobin & Co., has returned from a trip to England.

C. E. Choate is about again after a severe attack of la grippe.

William P. Crosby, a hustling grocer of Yarmouth, is getting into line, and his new store on Main St., opposite the foot of King St., is one of the most complete and attractive business stands in that town. The hardwood floor and counter tops, white shelving, the metallic ceiling, nicely tinted, give the shop an appearance of elegance and cleanliness that is very pleasing to the eye. There are three large counters and an abundance

of bins, drawers and shelves, and barrel-swings which make it possible to handle goods with neatness and despatch. The shop is lighted by two large show windows. In the northwest corner is a snug office, and a meat room fitted with enamelled sink and other conveniences. In rear of the shop is a large store room. There is ample room for storage in the fine cellar and on the second floor of the building. A freight elevator will be installed to lift heavy goods to the main and upper floors. The new store which seems to be perfectly adapted to the grocery business was designed by Mr. Crosby, who has had about 15 years' experience and knows all the requirements of the trade. He will open the new stand for business with a full stock of groceries and a line of crockeryware on March 30th.

Robert T. Forristall, a prominent merchant of Birmingham St., died last week after a brief illness. Mr. Forristall conducted a large grocery business on Birmingham St. for the past quarter of a century, and had a wide acquaintance throughout the city. He was a native of the city and always took an active interest in the affairs of the community. The premises which he had for the grocery were the most modern in the district and his business career was very successful. He paid strict attention to the business and as a result he amassed a considerable fortune. He was 53 years of age and unmarried.

William Forristall, the Maritime representative of the Taylor Soap Works of Toronto, is a brother of the deceased.

The firm of G. M. Graham & Company, Ltd., of North Sydney, N.B., has been incorporated with letters patent to handle a big fishing fleet. It is stated that thirty French steam trawlers will come out from France this season and will fit out with the above company, which has associated with it a French capitalist. The firm will be the agents and fitters of this big fleet, with North Sydney as its headquarters. The largest shareholders are G. M. Graham, of North Sydney; John Carry, of Florence; John McGibbon, of Scotland, and Edward Lacroix, of St. Pierre.

The latter gentleman is now special representative of a large fish concern with headquarters in Paris, said to be the largest organization of fish dealers in the world. Previously they made St. Pierre the fitting-out station for their fleet, but realizing the many advantages to be gained by coming to North Sydney they decided to increase their fleet of trawlers and other fishing craft, and make this place their port of call.

This coming season, therefore, it is expected the big French Union of Fishing Concerns will send no less than twenty trawlers to prosecute the fishing in these waters, and the immense benefit to be derived by the merchants and

others will mean much for North Sydney.

The object of the new company is described as that of ship chandlers and brokers, and they will carry on a general fishing and fish-curing business in conjunction with their brokerage business.

The company have also purchased several small fishing vessels and are now negotiating for the purchase of a clipper auxiliary schooner, which will be used in prosecuting the fisheries off the Cape Breton coast.

F. F. Morrow, dairy inspector for Prince Edward Island, has left for Sussex, N.B., to attend the dairy school there.

The retail grocery business situated at the corner of Spring Garden Road and Queen street, which has been conducted by the firm of Major & Son for the past twenty years, has been dissolved, both retiring from the grocery business, which is now offered for sale.

Mr. C. E. Choate, the well known Gottingen street grocer, is confined to his residence by a severe attack of la grippe.

W. H. Rennie, a prominent business man, of Truro, N.S., has just returned from a business trip to the British markets.

Messrs. Gillespie & McQuarrie, of Parrsboro, N.S., have greatly improved the appearance of their grocery by rearranging the interior and giving it two coats of paint. The spring goods are now arriving, and the shop presents a brighter and more attractive appearance.

Several parties in the Cornwallis Valley are pressing hay and shipping it to Halifax and Bermuda markets. These shipments threaten to create a scarcity in the county, where it is bringing from eleven and a half to eleven dollars and seventy-five cents per ton.

NEW CIGAR COMPANY.

The United Quebec Cigar Company is the name of a new concern which has been incorporated. Headquarters of the concern are in Quebec city, the incorporators being: N. Lechasseur, A. Lechasseur, F. Lavoie, O. Lacroix and C. J. Laberge. The company is capitalized at \$20,000.

QUEBEC CLERKS ORGANIZE.

The grocery clerks of Quebec have formed an association and have a membership of about one hundred. The following officers were elected: President, Adj. Pouliot; vice-president, J. Rochette; secretary, W. Cantin; assistant secretary, A. Gagnon; treasurer, G. Gignas; assistant-treasurer, V. U. Fiset; committee, W. Lachance, J. Drolet, I. Fiset, G. Paquet, E. L. Jean, A. Rousseau, G. Dube, M. Talbot.

GROCERY TRADE NEWS OF NEW BRUNSWICK

(Special Correspondence of The Canadian Grocer)

St. John, N.B., Mar. 25, 1907.

The local markets continue very quiet and there have been practically no changes during the past week. Business continues fairly good, considering that this is the lenten season. The fresh fish market is still bare of offerings. Finnan haddies are also scarce and the end of the fresh salmon season till the harbor salmon commence to run is in sight. In the produce line butter is still scarce and owing to the severe storm there are no stocks of eggs on hand. Case eggs are a cent higher than last week and the probability is that there will be no change until after Easter. Potatoes are selling retail at from \$1.75 to \$2 per barrel. All pork products remain high.

The apple exports through this port have shown a marked increase over last year. During the past week St. John exported 4,053 barrels as compared with 293 barrels for the same week one year ago. For the season St. John has forwarded 40,378 barrels to all ports as compared with 20,763 barrels for the same period last season. St. John sent 1,914 barrels to Liverpool, 193 barrels to London, 1,345 barrels to Glasgow, and 601 barrels to various ports last week. Liverpool imported last week 25,312 barrels of apples as compared with 8,343 barrels for the same week one year ago. For the season Liverpool has received 1,007,528 barrels as compared with 914,163 barrels for the same period one year ago.

To date eighty-four winter port steamers have filed papers at the customs house for their outward cargoes, showing a valuation as follows:

Canadian goods	\$9,520,887
Foreign goods	4,791,343

A total of \$14,312,230

This statement still shows a falling off in value as compared with last year owing to the tie-up of freight by storms and car shortage in the West. The number of sailings is still in advance of last season.

Frank White, confectioner; A. O. Skinner, carpet dealer; J. Fraser Gregory, millowner; Herbert J. Smith, lawyer and David Connell, all of St. John, are seeking incorporation as the Frank White Catering Company, Limited, with a capital stock of \$49,000, divided in 490 shares. The object of the company is to acquire and take over as a going concern the undertaking of Frank White as a general confectioner and caterer. One of the objects of the company will be to boom Rockwood Park as an attraction for visitors and tourists during the summer months and also to provide winter attractions. Mr. White will leave shortly for Atlantic City and a general tour of the southern resorts in order to get in touch with the most modern amusement schemes which he will apply as far as practicable to Rockwood Park.

Frank White has been asked by a large number of his friends to offer himself as a candidate for Sydney ward in the coming civic elections, but Mr. White, while appreciating the honor, feels that all his attention will be needed for his rapidly growing business.

Ald. John W. Vanwart has decided to offer again for representative of Duke's

ward in the coming elections. He had some thought of retiring from the civic arena this year, on account of his business requiring his attention, but at the earnest solicitation of his friends he has consented to offer again.

The wholesale grocery of Charles A. Morgan on Water Street, was visited by fire last Wednesday night. The damage done was slight, being mainly from water. The loss was covered by insurance.

The Two Barkers, Limited, of this city, last week added a most important business to their already long string of enterprises, in a big departmental establishment at Amherst, N.S. An orchestra furnished music for the opening day. "The Barkers" have now branches in nearly all the larger towns of the Maritime Provinces.

IS IT TIME FOR RETRENCHMENT?

In view of the present speculative tendency in Canada as elsewhere and the scarcity of money indicated by more or less difficulty in making collections some comment by American bankers upon the recent great decline in the value of stocks is suggestive and instructive.

Hamilton & Co., Baltimore, says:

"The railroads and municipalities of this country have been immense borrowers of money, as have also the industrial concerns and individuals. It is true that this demand for money has been based upon what may be called natural or legitimate causes; that is, there has been a demand upon the railroads, upon cities and towns, and upon the manufacturing industries for the enlargement of their activities. But is it not also true that the causes which have produced the demand for this immense employment of new capital may themselves be called somewhat unnatural or speculative.

Pause Must Come in Business.

"We have been steaming ahead in this country regardless of cost or of consequences; we have been spending hundreds of millions of dollars upon our transportation lines; our manufactories have been engaged in producing immense outputs, while, at the same time, they have been compelled to pay excessive prices for raw material; our merchants have been loading up with commodities purchased at a very high cost, and the people generally have been indulging in extravagances and in a largely increased cost of living; all predicated upon the period of great prosperity and business activity.

"The stock market may be taken as the barometer of trade. Those who imagine that what is known as Wall Street can be inflicted with the experience of the past ten days with the immense shrinkage in values—amounting to hundreds of millions of dollars—which has taken place, and the whole country not be affected, will find that they are very much mistaken. The

The provincial dairy school at Sussex closed on Friday last. The attendance included four pupils for the butter course and nine for the cheese course. The registration would have been larger had it not been for the failure of the P.E.I. pupils to make connections. The demoralization of the service between the island and mainland prevented the intending pupils from reaching the classes in time.

Elmore & Mullin, wholesale grocers, 21 and 22 South Wharf, have bought the business and goodwill of H. S. Wallace, who was agent here for the International Stock Food Co., the Harry Webb Company chocolates and the Meadow Sweet Cheese Co. Mr. Wallace is going with the Canadian Bank Note Company of this city.

Mr. Wilson, representing S. H. & A. S. Ewing Company, Montreal, has been calling upon the trade in the interests of his firm. He reports business very good for this season of the year.

money market and the stock market both being exceedingly sensitive to influences, either good or bad, are always the first to feel such effects.

"The railroads are the great consumers of materials and labor, and it goes without saying that under present conditions, the railroads not being able to borrow money except for their temporary imperative demands, must naturally begin to retrench and economize. This retrenchment will be felt first in such industries as supply the railroads with material. Later on this curtailment of expenditures must be felt by the manufacturers and the merchants, and, lastly, by labor and the people generally.

"As we view it, there is only one remedy for the present unfavorable conditions; that is a pause in the business world, in economizing and in the lessening of activities, and, possibly liquidation, and a period of digestion. However, our country is so great and our resources so immense that it will be necessary only to pass through a limited period of retrenchment to again place us upon a solid foundation."

A Critical Year.

Henry Clew, New York, says: "It is too early to calculate the effect upon general business of the stock market decline. Our railroads are already starting a policy of retrenchment which must react upon the iron trade and upon labor. Many of our rich men also who are accustomed to take the initiative will either through necessity or caution follow on the same lines. With a check to enterprise generally and a lessened demand for labor, it is inevitable that business will in time feel these movements. They may not show themselves immediately, for much of the work projected must be finished, but later on it need cause no surprise if there should be a moderate slackening in the headlong pace at which business has been going on for the past few years. If such reaction can be kept within

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

FOR SALE.

THE stock of Broddy & Porter, Uxbridge, is for sale.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

WANTED—Traveller calling on grocery and drug trade in Maritime Provinces; also one for Manitoba and Northwest. Address Box Q, CANADIAN GROCER, Toronto.

WANTED—Wholesale tea traveller; must have good connection and understand teas thoroughly; best references required. Minto Bros., 55 Front St. E., Toronto.

SITUATION WANTED.

ENERGETIC, capable English grocer (36) married, desires situation in the Northwest or British Columbia; sailing May 3. W. G., 411 Market Place, Weaste, Manchester, England.

WANTED.

WANTED—Grocery business with annual turnover of at least fifteen thousand. Write giving full particulars to Box 140, CANADIAN GROCER.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

moderate bounds and the country brought back gradually from abnormal conditions to those which are more normal, the result would really be beneficial, inasmuch as our situation will be stronger and sounder. This is going to be a critical year. If we have another good harvest, serious reaction may be deferred. If the harvest should not be satisfactory, then we must look for further contraction in all departments of industry and finance."

Trade Conditions Too Strained.

Charles Head & Co., New York say: "Railroads are announcing the curtailment of contemplated expenditures for new construction, equipment and like betterments, the Erie cancelling improvements aggregating \$20,000,000 because of inability to sell securities and on account of proposed legislation. Not only has the construction of 8,700 miles of contemplated new extensions been postponed by the railroads, according to competent authorities, but a part even of the 12,000 miles under way may be held up for a change in sentiment. Already several thousand men have been laid off and the army of unemployed (Continued on page 47.)

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

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

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

Expert Bookkeeping

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

Davenport, Pickup & Co.
622 McIntyre Block and 422 Ashdown Block
WINNIPEG, MAN.

Square your accounts

EVEN THOUGH YOUR TRADE DOES NOT DEMAND THE BEST—YOU SHOULD SELL

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE"

BECAUSE IT WILL BRING NEW COFFEE CUSTOMERS TO YOUR STORE. TRY IT.

THE CODVILLE-GEORGESON CO., LTD.
Winnipeg.



Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

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

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

EASTER TRADE

In anticipation of the Easter Trade requirements we have prepared this season a Choice Stock of Mild Cured

Smoked Hams
Breakfast Bacon
Skinned Backs

Made from Selected Young Pea Fed Hogs

To avoid disappointment in shipping, would advise Immediate Booking of your order. Write us to-day,

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

ENGLISH

BREAKFAST

BACON

No finer Bacon made. Goes well with Fresh Eggs for Easter trade. We can supply you promptly both with the Bacon and with the Eggs.

F. W. FEARMAN CO.,
 HAMILTON LIMITED

EASTER

Send us your order early and you will get carefully

SELECTED STOCK



CORONA Brand
 HAMS, BACON, WINDSORS
 BEEF, LAMB, MUTTON, PORK, Etc.

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

The People
 Look for the
 Ryan Brand



when it comes to buying provisions, because that brand is a surety of purity.

Mr. Grocer! It will pay you well to push the Ryan lines of provisions:

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

because the demand for wholesome foods is increasing day by day. Then the RYAN brand of provisions assures a comfortable profit.



The WM. RYAN CO., Limited

70-72 Front St. E.
 TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

All attention is now turned to the new make of cheese which is expected to be on the market within a week or ten days at latest. Next week the majority of the factories will be open and in running order, so that the quantity of cheese being made will show a large increase over the present small turnout of the very few factories operating. Some makers opened earlier than the present date, but were obliged to shut down again until April 1, as it was not possible to obtain milk. The milk supply is not so good this season as it should be, the flow being not as large as it generally is at this time of year. A fortnight will remedy matters in this respect.

Fairly high prices are talked of for the opening markets, but no one can say what figures will rule until the opening actually takes place. It is unlikely that centres such as Montreal will receive large lots during the first week the factories are running, but after that period receipts should be satisfactory. A few fodders are on the market to-day selling at prices which generally please the seller and the buyer but these are of no account.

Dealers find local business brisk, the Easter season being accountable for a large volume of trade. Prices asked are on about the same level as those of last week.

Receipts of returned creamery are smaller each week. The English market is practically bare of Canadian creamery now, having been cleaned up of nearly all stray lots. During the week a few small consignments arrived, but these were shipments which should have arrived the previous week, but which were delayed through missing the boat. It is variously estimated that 18,000 packages of Canadian creamery were returned from England during the season. Some place the figure a little higher, 20,000 packages, and even more. This same returned creamery has saved the butter situation in Canada during the season just over. But for it, prices would have reached a level sufficiently high to relegate butter to the row of luxuries. Most of this amount has gone into consumption. What there is left is keeping the market fairly steady, although prices this week are higher than those which ruled at the time of last report.

There is some new butter on the market for which satisfactory prices are obtainable. Receipts will not begin to be felt before 10th or 15th April, since home districts will take up the first week's turn out of the creameries. Really good butter is very scarce to-day, and those holding choice stock are able

to secure profitable figures. Consumption of butter is heavy, as it usually is at this time of year. This has had the effect of keeping up prices. After the holidays are over, which also finishes Lent, and when the new make begins to

arrive, prices will no doubt show a decline.

Board of Trade reports receipts of cheese during last week 42 boxes, and of butter 1,168 packages, making total receipts of cheese for season 2,349,833 boxes, and total shipments of butter received 611,805 packages.

THE PROVISION SITUATION

From the dealer's point of view the situation has in no way improved this week. Killings last week were 20,000 to 21,000. Prices for live hogs are unchanged, in fact some packers are bidding up 10c., but it is promised that next week there will be a movement downward. A reduction of 25c. is hoped for. The price this week is \$6.65 to \$6.75 f.o.b. country. The large exporters assert that to enable them to break even on their export business, prices of live hogs would have to be down to \$6 to \$6.10. For a year now the Canadian export bacon business has been done at a loss amounting at times to 5s. or 6s. a cwt.

On the Old Country market the quantity of Danish bacon has again increased a little, if anything. Danish receipts of hogs last week were 35,000. The result is that the market is overdone. One of the largest exporters said yesterday, "We had hoped that Easter would be the beginning of a change to steady markets; but the market is on its back with no apparent chance of recovery." The extra quantity of Danish has been selling as low or a little lower than Canadian, a most unusual situation.

They can afford to do that. The Danish farmer is getting about the same for his live hogs as the Canadian. The Danish packer is paying about on the basis of \$9.75 per cwt. for dressed hogs hung up in the packing house. But he gets more for all his by-products than the Canadian packer. Fertilizer, lard, and the edible parts of the animal, such as heart, liver, etc., all bring higher prices in Europe, largely because of the lower standard of living, which means free consumption of what can be disposed of here only at very low prices. They have lower freight rates and cheaper labor. The combined result is that they can put their product on the English market at a cost of 56s. per cwt., when it is costing the Canadian 60s. to 61s. While the Danish farmer is getting the same price for live hogs as the Canadian, his profit is not so great, because having to buy imported corn, the cost of finishing up his hogs is greater than the Canadian's.

The domestic market for hog products remains quiet, but prices are steady. There has been some business in the way of sorting-up orders for Easter but no large movement. The business Ontario packers were doing with the West has fallen off again because of the decline in prices in Chicago, which enables

American packers to practically monopolize the market in Western Canada.

The price of hogs at Chicago has dropped \$1 to \$1.25. The New York Journal of Commerce, reviewing the situation for last week, says:

"The past week has witnessed more active option markets for hog products, at declining prices, under more liberal receipts of hogs and liquidation of longs led by the stockyard contingent, on anticipated continuance of larger receipts. The big packers encouraged the decline, or allowed it to shake out or enable them to buy the holdings of the smaller packers and outsiders at lower prices and also work down the prices of hogs, although they supported the market at the decline. But whenever they ran in the shorts on the rallies they sold it again, indicating little faith in higher prices for the future. Cash trade has been extremely dull, and buyers have held off, except for most immediate wants.

OLD BUT GOING STRONG.

The busy business man, in handling the commercial stationery of houses with whom he is in correspondence, is apt to pass over with indifference the foundation dates, which frequently find a place on letter-headings. One is inclined to attribute more vigorous methods and greater energy to the younger houses rather than to those having a business record of a century or more, but better evidence that vitality is compatible with age could scarcely be produced than the growing business of Purnell, Webb & Co., Limited, a concern that was founded no less than 157 years ago. That this firm not only keeps well in the running, but is advancing notably, is shown by its increasing exports and the numerous new lines that are being added from time to time.

This firm has enjoyed for more years than can be remembered a very high reputation for the purity of its malt vinegar, and the increase in its exports to Canada shows that it is very much to the taste of the Canadian palate. Considerable business is also done in mixed pickles, piccalilli, onions, walnuts, etc., preserved in malt vinegar. The "Imperial Sweet" pickle is an appetizing combination of sweets and sour, and the principal sauces are "P. W.

BUTTER, CHEESE, EGGS
 If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
 218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT
 TABLE, DAIRY and CHEESE SALT
 FINE and COARSE SALT
 Write for prices
Toronto Salt Works
 Agents for
WINDSOR SALT

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

ORDER NOW
Butter
Tubs
Boxes and Paper
 Best Goods, Prompt Shipment
 Prices Right
WALTER WOODS & CO.
 Hamilton and Winnipeg

The March of Progress

Such a little world! Make something really worth while and you can't hide it. Shrewd Buyers everywhere will clamor for it. Consumers will insist upon having it.

This is the reason— Clark's Sliced Smoked Beef

IS SO POPULAR

Imperial," "Devonshire," "Harvey," "Indian Grill," etc. The "B.V." (best value) sauce is compounded of

Oriental fruits, spices and suitable proportion of vinegar, and its name cannot be said to be inappropriate.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS.—Hams and bacon continue to move out freely at quoted prices. Quite a lot of late Easter business has been transacted. Lard, both pure and compound, is going out freely, for the season. Pork is quiet for the time being, but the opening of navigation will bring with it an increase in demand.

Lard, pure tierces	0 11 1/2	0 12 1/2
" " 56-lb. tubs	0 12 1/2	0 12 1/2
" " 20-lb. pails, wood	0 12 1/2	0 13
" " cases, 10-lb. tins, 60 lbs. in case	0 12 1/2	0 13
" " 5-lb.	0 12 1/2	0 13 1/2
" " 3-lb.	0 12 1/2	0 13 1/2
Lard, compound tierces, per lb.	0 0 9 1/2	0 10
" " tubs	0 10	0 1 1/4
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails, tin	1 95	2 00
" " cases, 1-lb. tins, 60 lbs. in case	0 10 1/2	0 1 1/4
" " 5-lb.	0 10 1/2	0 10 1/2
" " 3-lb.	0 10 1/2	0 11
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb.	0 15	0 15 1/2
Hams	0 14	0 16
Hams, extra large		0 13
Extra plate beef, per bbl.	12 50	13 00

BUTTER.—Factories are gradually opening up, and first lots of new butter have arrived. Sales of the fresh article are made at figures which hover around 28c. Large rolls are scarce, while supplies of dairy tub are not large. There are still a few lots of returned cream-

ery on the market, which are going at prices ranging between 24 1/2c. and 25c.

New creamery, choice, boxes	0 28
" " pound prints	0 28 1/2
Medium creamery	0 24 1/2
Western dairy	0 21
Large roll	0 22 1/2

CHEESE.—Except for some local trading, there is nothing going on in the cheese market. Prices range between 14 and 15c.

EGGS.—A strong Easter demand is reported. Prices are lower this week, owing to heavy receipts. Dealers ask anywhere from 21c. to 23c. Lower figures are expected after the passing of the holidays.

HONEY.—Honey is dragging along subject to slight demand. White extracted is in small supply, but there is quite a quantity of buckwheat obtainable. White clover comb, while quoted at 13c. to 13 1/2c., would be sold by some under this figure if the offer were made.

White clover comb honey	0 13	0 15 1/2
White clover, extracted tins	0 09	0 10
Buckwheat	0 08	0 09

TORONTO.

PROVISIONS — Demand continues light, but there is a little more business passing. After Easter some brisk trading is expected. Prices are unchanged. They are expected to hold steady. Packers, however, are pretty well stocked up and if there is a decline in the price of live hogs after the first of the month prices for products might recede somewhat. Packers are all talking firm, however, but they are agreed that an advance on the present high prices would tend to further restrict consumption.

Long clear bacon, per lb.	0 11 1/2	0 11 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15 1/2	0 16
Medium hams, per lb.	0 14 1/2	0 15 1/2
Large hams per lb.	0 14 1/2	0 15
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, plain, per lb.	0 16	0 16 1/2
" pea meal	0 17	0 18
Heavy mess pork, per bbl.		20 00
Short cut, per bbl.	22 50	24 00
Lard, tierces, per lb.	0 12	0 12 1/2
" tubs	0 12 1/2	0 12 1/2
" pails	0 12 1/2	0 12 1/2
" compounds, per lb.	0 10 1/2	0 10 1/2
Plate beef, per 200-lb. bbl.	11 00	12 00

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
 St. George's House
 EASTCHEAP, LONDON, ENG.
 Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
 Head Office, 39 Eastcheap, LONDON.
 PROVISION IMPORTERS
 Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avoching, LONDON.
 Codes: A.B.C. 4th and 5th editions, A1, Western Union.
 Highest References.

HENRY COLBECK
 NEWCASTLE-UPON-TYNE.
 Invite consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 30-mile radius.

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

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

W. C. GREGSON & CO.,
 PROVISIONS CEREALS POULTRY
 LIVERPOOL, Produce Exchange Bldg.

THE CANADIAN GROCER

Beef, hind quarters	8 50	9 50
" front quarters	5 00	6 00
" choice carcases	7 00	8 00
" common	4 50	5 50
Mutton	0 08	0 10
Lamb	0 11 1/2	0 13 1/2
Hogs, street lots	9 00	9 50
Veal	0 09	0 11 1/2

BUTTER—The situation is not much changed though some commission men admit increased supplies. Demand, however, is good and as yet there is not more than enough choice to go round. Increased supplies are, however, looked for almost immediately.

	Per lb.
Creamery prints	0 28 0 29
" solids	0 25 0 26
Dairy prints, choice	0 25 0 26
" ordinary	0 21 0 23
" rolls, large choice	0 23 0 24
" tubs, choice	0 21 0 22
Baker's butter	0 18 0 21

EGGS—Supplies are increasing daily and the usual Easter flood is expected which invariably carries the market down several points. Prices have been up pretty well the past week, however. On Thursday morning 20 cents was quoted.

Eggs (strictly new laid) 0 22

CHEESE—New cheese was offered at the factory this week and 13 cents was asked. Prices for good September remain firm. Stocks held here are very limited and discriminating purchasers will require it up to next fall.

Cheese, large 0 14 1/2 14 1/2
twins 14 1/2

HONEY—Prices are firm.

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

POULTRY—Trade is very quiet. Something more is expected after Easter.

Live Weight.

Old fowl	0 10
Ducks	0 17
Young chickens	0 12

Dressed weight.

Old fowl	0 11
Ducks	0 14
Young chickens	0 13 0 15
Geese	0 10
Tom Turkeys	0 14
Hen	0 18

WINNIPEG.

With a return to milder weather there is more activity in the Winnipeg produce markets. Produce houses are re-

ceiving increasingly large shipments of butter and eggs from the country merchants. Little or no Manitoba cheese has been received yet and stocks on hand are being depleted rapidly.

BUTTER—Fancy creamery prints are selling to the retail trade at 30 cents per lb. Produce houses are paying country dealers 20 cents to 21 cents per lb. for No. 1 dairy in tubs and prints; 17 cents per lb. for No. 2 dairy.

EGGS—Supplies are coming in more freely from country points, the produce houses paying 20 cents to 21 cents f.o.b., country stations.

CHEESE—No Manitoba cheese coming in yet. Ontario is selling at 15 1/2 cents per lb. and the small Manitobas at 12 cents to 12 1/2 cents.

FROM GROCER CORRESPONDENTS

TORONTO.

A phenomenal increase in the number of groceries is going on in the city. On the main streets there is scarcely a vacant store to be seen and the rapid filling-in of population in the outlying sections is encouraging the establishment of new stores at a rate that is remarkable. Like the houses going up the new stores are much more attractive-looking than those of former years. A grocery traveler said to The Grocer this week, "Yes, the stores are increasing very rapidly, much more rapid than the wholesalers appreciate. The new men are of nearly all trades and callings except grocers. Some of them will go on all right, but a good many when the bad times come will be weeded out." He was Scotch and perhaps a little inclined to pessimism.

Harry Hide has one of the new stores, one of the nice ones, and as he has already made a success in the grocery business nearer the centre of the city, he is not of the majority referred to by the Scotch traveler. His new store is at Broadview and Danforth avenues. It has a handsome grained and metal front with large plate glass windows on two streets and chipped glass panels above. The store is 20x25 feet, with dwelling attached. One side is fitted with Walker Bin wall cases and bins, and there is a handsome display counter of the same make. There is shelving on the opposite and rear walls, with bins for fruit below, and a very conveniently fitted biscuit department.

Mr. Hide opened his store on Saturday and is doing a satisfactory business from the start. But he hasn't abandoned his old trade about a mile away. He sent out a hundred orders to his old customers on Saturday. He was in a rented store at Oak and Sackville Sts. and made up his mind to have done with landlords, so bought his new place. Three years ago he left the piano business and started into the grocery trade. To-day he looks happy and is doing well.

IS IT TIME FOR RETRENCHMENT.

(Continued from page 43.)

promises to grow apace unless the situation changes.

"There is no longer any question but that the readjustment in Wall Street will be succeeded by a setback in trade, since conditions are too strained to continue, business being conducted in some cases six months ahead. Provided the reaction only reaches the point where production can catch up with consumption there will be little reason for anxiety, but there is no guarantee of our getting off easily. A falling away of railroad traffic in the face of increased cost of transportation and lower rates would not help earnings, and naturally makes for the possibility of dividends being reduced in the case of the weaker properties. More normal conditions of industry, however, should have one satisfactory result—the removal of monetary stringency which still handicaps the country, despite drastic liquidation in the stock market. And, in fact, the scarcity of money is worldwide, due to active trade and speculation."

F. W. Hutton, a leading grocer, of St. Marys, is in town this week. Mr. Hutton is an old friend and subscriber of The Canadian Grocer, and Busy Man's Magazine.

R. L. Rushton, of Carmose, was introduced on change in Montreal last week by H. J. Stevens.

J. & J. Lonsdale & Co., who are among Great Britain's largest butter and cheese firms, will erect a storage warehouse in Montreal in the Place Viger yards, next to the C.P.R. elevators. It will have a capacity of 300,000 boxes of cheese, 75,000 packages of butter, and will cost \$400,000.

Don't Mortgage Your Profits

Some Grocers doing business in the Eastern Townships certainly do hammer five spots out of their margin of profit. Shrewd fellows too; but they've never given the freight question five minutes serious thought in all their lives.

We're right here in Sherbrooke and we carry a Full-Quality line of Staples and Fancy Groceries, Dried Fruits, Fish, etc. We are direct importers of English and European Groceries. You'll be very favorably impressed with our prices. Why should you slaughter your profits?

We sell our goods at list prices, F.O.B. Sherbrooke. Send off that trial order now.

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

HOW TO FIGURE PROFITS.

Discussion of How it Should be Done—
Some Examples.

By Fred C. Lariviere, Montreal

Technically, the profits must be based on cost and the percentage of profits fixed according to the class, quality and appearance of the goods, and this is the only proper course. In practice, however, the percentage of profit may be computed indifferently on the turnover, either on cost or selling values. Provided the expenses are figured on the same basis, the results in dollars and cents would be the same. This is only a transposition of figures with same results as to the amount involved, for nobody would for a moment doubt that dollars and cents are what is looked for in the final results, consequently it should have the precedence over percentage, which is only an accessory. It is a well known fact that bookkeeping must be made to suit the requirements of business, and not business to book-keeping.

As far as I know it is customary to figure the results of a year's business on the total amount of goods sold at sell-



FRED. C. LARIVIERE.

ing prices; but in using this method it is the business of the merchant, when pricing goods, to apply the following rule: If he wishes to realize a profit of 50 per cent. on selling value he must add 100 per cent. on cash value; if he wishes to realize 40 per cent. he must add 66 2-3; if 33 1-3, he must add 50; add 25; if 16 2-3 he must add 20.

Provision must be made for a percentage of profit to sales and to capital. There is a wide difference in the two. I will explain by an example taken from actual results. A certain concern I know, started in business with \$418.78, the turnover of the year at selling prices being \$29,210.14 and the gross profits \$6,822.28, or 23.35 per cent. (\$22,387.86, cost) or equalling 30.47 per cent. on cost price. The expenses including interest and bad debts were \$2,286.60 or 7.96 per cent. on sales at selling prices, or 10.21 per cent. on cost. Now let us see if the results are the same.

The profits on:

\$29,210.14, selling value, at 23.35 per cent., equal \$6,822.28.

\$22,387.86, cost value, at 30.47 per cent., equal \$6,822.28. \$6,822.28.

The expenses on:

\$29,210.14 at 7.96 per cent. equal \$2,286.60.

\$22,387.86 at 10.21 per cent., equal \$2,286.60. \$2,286.60. Net profits, \$4,535.68.

Therefore the results are the same, the net profits are \$4,535.68. Now let us compare this to capital, which was \$418.78 at the beginning of business. The result in percentage is 1,120.62, compared to 15.39 per cent. on selling price of sales or 20.26 per cent. on cost price of goods sold. Which is right? Both are correct in any of the ways this problem is figured.

Capital the Only Investment.

The above statement is surely an evidence and an uncontested proof that the purchase of a certain amount of goods by a merchant in general business is not an investment. The capital necessary for the general administration of a business is the investment, for capital not only provides for the purchase of goods, but also for carrying the book debts, the increase of stock, and meeting the general expenses of administration. If I invest \$100 in a business and wait till this amount doubles itself, it is true I will have made 100 per cent. on my capital. This would be the investment, but it would not represent the result of several transactions of buying and selling and the accumulation of profits on each sale. Consequently a purchase cannot, properly speaking, be an investment. This 100 per cent. is not the percentage of profits on my sales either at cost or selling prices unless it would have been made in only one transaction, which is not the case generally in business.

To substantiate this I will submit the following examples:

A. buys \$100 worth of goods. A. sells B. \$50 worth for \$75, making a profit of \$25. A. purchases \$50 worth of goods. A. sells C. \$75 worth for \$125, making a profit of \$50. A. sells D. balance of stock, \$25, for \$50, making a profit of \$25. Totals: Goods bought \$150; cost price \$150; selling price \$250; profit \$100.

A. therefore sold what cost him \$150 for \$250, realizing a profit of \$100, or 100 per cent. on capital; 66-23 per cent. on cost; and 40 per cent. on selling prices; and all these percentages are correct; hence the different ways, with but one result of a clear profit of \$100. It should be clearly evident that the act of buying goods is not what could be termed an investment. The capital placed in the business is the investment.

I hope some other interested parties will send you their views, so that this very important question can be thoroughly studied.

F. W. Rogers, of the firm of Adams & Rogers, grocers, Cardinal, on account of ill health, is retiring from the firm to pursue an occupation more suited to his health. Mr. Adams is continuing the business. The change takes place on the 30th inst.

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged
Sauce of

the Premier
the World

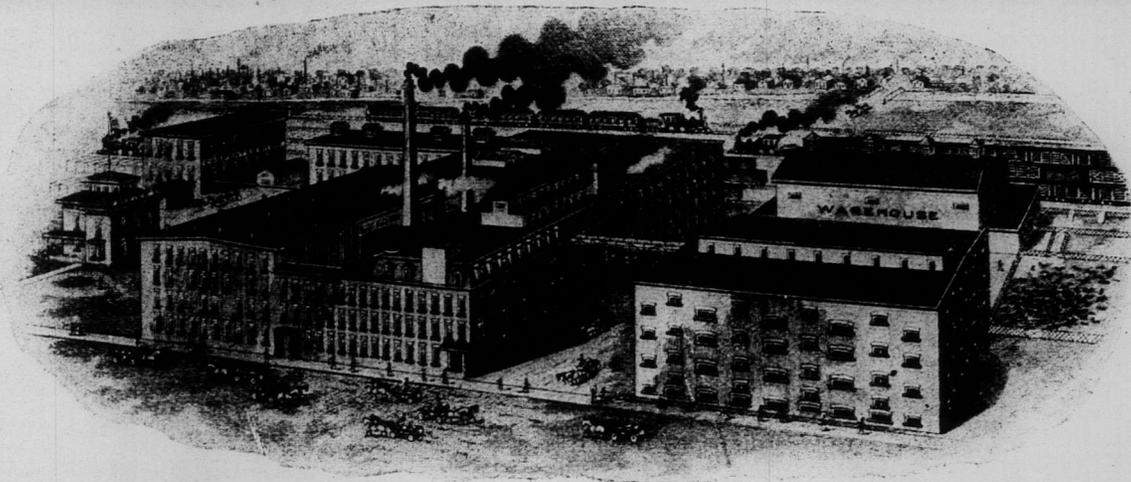


Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS



Beaver Brand Special Hams. "The brand that's in demand."

Nowadays people are reading advertising to find out what to buy and **why**, and, after all, that is the story that interests you the most. Each week we will tell you **why** the Ingersoll way of curing and preparing the many food products they offer to the public is the best way. Stock your store with brands of meat products that move because they have behind them the power of merit, the brand that bears the name of "Beaver," made by the Ingersoll Packing Co., at Ingersoll, Ont.



Next week we will tell you in detail why Beaver Special Hams are in the best demand, and how to treat them for the table.

Ingersoll Packing Company, Ingersoll, Canada
Pork Packers and Cheese Exporters



Unsweetened



JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization
PURE MILK

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

TO RETAILERS—

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

Best Goods First Class Cooking
Perfect Sterilization

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

The Manitoba Canning Co.

SELLING AGENTS: LTD.

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

PACKERS' VIEW OF CANNED MEAT INSPECTION

(By The Canadian Grocer's Special Correspondent.)

In discussing the new act providing for the Government inspection of meat handled in packing establishments, Mr. T. F. Matthews, manager of the Peterborough branch of the Geo. Matthews Co., said that he was anxiously awaiting the arrival of the inspectors. The pork packing establishment which he superintends is one of the largest in the province. Thousands of animals are slaughtered every year and hundreds of carloads of canned meats and bacon are shipped. Immense cargoes are sent to Great Britain and France in addition to the enormous trade for home consumption.

To handle the inspection here for the Government it will require at least two good men and they will be kept busy all the time. One man will have charge of the inspection of the animals as they are received and in the dressing department to prevent any diseased carcasses passing into the smoking or cooking rooms.

The other inspector will have general supervision of the plant. His duties will be to see that the sanitary arrangements are in accord with the act; to have the operating rooms, machinery, and employes kept perfectly clean and to superintend and inspect the mode of preparation, so that no dirt or unclean thing will get into any of the products.

After these inspectors take charge, every can of goods and every package of meat which goes out of the factory will bear the Government stamp. This action is the direct result of the investigation into the pork packing establishments in Chicago by the United States Government, when such startling revelations were made.

Mr. Matthews, personally, is very strongly in favor of the inspection. The object of his firm has always been to make their goods appetizing, and they realized many years ago that one of the chief features was cleanliness. The new act and the presence of the Government inspectors will make practically no difference to this factory, either financially or in their system of manufacture. At the same time, they will have the benefit of the Government stamp on their goods, which will go a long way with the consuming public.

Mr. Matthews further stated that he did not think the inspection of Canadian meats by Government officials would be of any material assistance on the British market. In the past the Canadian meats have always been accepted without inspection and no complaint was ever made. However, it would do no harm.

Looking at the home consumption side of the question, Mr. Matthews said there was one very serious objection to the new law. The act provides for careful inspection of the larger factories, but it does not include the ordinary butcher shops in the country, villages, towns and cities. These places can buy any kind of cattle or swine they like and slaughter them in any place and in any way they like. The Government does not restrict them in any way. The ordinary butcher can make sausage and bologna and smoke and cook meats under any conditions and use any kind of meat and there is no inspection. Those meats are put on the home market and

pushed by the home butchers. It makes serious competition and is very unfair to the manufacturer. Besides, the people do not know what they are getting.

HOLSTEINS THE BEST.

Prof. Dean, of the Ontario Agricultural College at Guelph, speaking before the Lambton Creamery Co., and its patrons at Wyoming, said that the records of experiments made at the O.A.C. for several years back showed that in point of results, Holsteins had proved to be the most profitable dairy breed of cattle. This, he thought, was chiefly due to the breeders of this stock, who set a very high standard, and stuck to it uncompromisingly.

In a sixty-day test a Holstein-Friesian cow, owned by W. J. Gillett, has broken the world's butter record by forty pounds. The official test shows 5365.7 pounds of milk and 260.5 pounds of butter. The cow gave birth to a calf Dec. 19, and the test was commenced on the fifth day of her period of lactation. The test was continued sixty-four days, during which period every milking was watched, the quantity of milk weighed and samples taken and tested.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

The phenomenal yield was such that two separate tests were ordered—the first for twenty-four hours and the second forty-eight hours—during which time additional representatives were sent from the expert station. The cow was under constant supervision day and night. The best day in milk was 106 pounds. The best day in butter 5.74 pounds.

DEMAND AGAIN FOR CANNED MEATS.

I am informed, writes J. B. Jackson, Canadian commercial agent at Leeds, Eng., that trade in canned meats is daily improving, and that grocers are beginning to buy new supplies, it being reported that the public are now becoming tired of their vegetarian cheese and fish diet, and are again casting longing eyes towards the "flesh pots" discarded unceremoniously after the publication of the American meat scandals.

I am assured that there will be, in all probability, an excellent market for the best classes of canned meats in the near future, with a strong preference for Canadian goods.

PERSONALS

Thomas Ferris, grocer, Gananoque, is dead.

G. R. Hutton, of Richmond, grocer, is dead.

Amenee Daignault, grocer, of St. Paul, is dead.

W. H. Stone, grocer, of Winnipeg, is building a large new store on Main Street.

F. T. Higgins, 808 Queen Street East, Toronto, has recovered from a severe attack of bronchitis.

H. B. Hodgkins, of Aylmer, has changed his store to the site formerly occupied by the postoffice.

W. Mallion, of Oman & Mallion, Stratford, after a couple of months' siege of typhoid, is able to be about and is nearly himself again.

Harold Hill, of Hill & Co., Orangeville, started last week for the Northwest on a business trip. He will be away several months.

Geo. Beach, representing Bernard & Co., Japan, tea firms, just returned from a trip through Western Ontario, says he is assured of a largely increased trade this year.

Frank Menzie, superintendent of the sales department of the F. F. Dalley Co., Ltd., Hamilton, Ont., was a caller at the Toronto offices of The Grocer last week. Mr. Menzie's reports of 2 in 1 are glowing.

Ernest Scannell has joined the traveling staff of Lucas, Steele & Bristol, Hamilton, succeeding Mr. Forte. Mr. Scannell will cover the territory from Sudbury to Port Arthur and the lines of the C. N. Ry.

G. V. Hastings, vice-president and general manager of the Lake of the Woods Milling Company, Winnipeg, and G. H. Kelly, superintendent for the company, Keewatin, were in Montreal recently.

B. A. Fisher, of the Red Rose Tea traveling staff, has had his territory somewhat enlarged. Formerly his selling was confined principally to Quebec and the State of Maine, now he has a portion of Eastern Ontario to work over. In consequence His Cheerfulness will be seen often at the Toronto office.

H. Warwick, traveler for the O. H. Warwick Co., wholesale crockery merchants, St. John, N.B., represents his firm in Ontario and makes his headquarters in Toronto. Mr. Warwick has great faith in his home town. Speaking to a Grocer reporter of the winter port trade, he states that each of the big liners distribute \$5,000 in wages and provisions each time they came to port.

A. E. Carson, lately with the Harry Webb Co., Ltd., in Eastern and Northern Ontario, has been appointed manager of the Canadian branch of Thos. J. Lipton, London, with warehouses and offices at 75 Front Street East, Toronto. Mr. Carson is one of the brightest the best workers on the Ontario ground and his long service with the Harry Webb Co. indicates the confidence of his late employers. A hard worker, he will undoubtedly capably and well represent Lipton's interests in Canada.

If you desire to handle High Class English Specialties,
then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.
AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.



HIS MAJESTY THE KING

Sole Proprietors:

GILLARD & CO.,
LIMITED

London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.



"Les affaires sont les affaires"

GOOD BUSINESS

is found in Purnell Webb's Brands

Satisfaction to your customer
Profit to yourself

PURNELL WEBB & CO., Ltd., Bristol, Eng.

ESTABLISHED 1750

Malt Vinegar Brewers, Sauce and Pickle Makers

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, ST. JOHN, N.B.
H. HASZARD, CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., 26 St Peter St., QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.

BICKLE & GREENING, HAMILTON, ONT.
J. CARMAN - 722 Union Bank, WINNIPEG, MAN.
C. E. JARVIS, & Co., VANCOUVER, B.C.
KYLE & HOOPER, 27 Front Street East, TORONTO.



BUSINESS MEN IN PUBLIC LIFE

No. 16

Ald. John W. Vanwart.

Alderman John W. Vanwart, chairman of the board of public safety in St. John, N.B., is a civic representative whose career, both at the council board and in business, has been eminently successful. In his position as chairman of the safety board he has done a great deal to improve the police force, the fire department and other matters coming under the management of his department. Though he has been only two years at the council board, he has proved himself thoroughly competent and enjoys the respect of the citizens generally.

As a business man he has risen rapidly from proprietor of a small grocery store, until at the present time he is head of one of St. John's largest retail grocery, meats and fish establishments. Alderman Vanwart was born in Kars, King's county, N.B., on the 8th of April, 1859. He is a son of the late David W. and Jemima Vanwart. His father was a successful farmer in King's county and until he was 23 years old, the present alderman was engaged in farming. He then came to St. John and went into business with his brother, the late Daniel N. Vanwart, under the firm name of Vanwart Bros., under which title the business is still conducted. D. W. Vanwart was at that time conducting a small grocery store and upon the partnership being formed meats and fish were added to the lines carried. This was the first store in St. John which merged these three departments under one head. The business was then carried on in a small one-storey building which was erected on the site of the present brick block, corner of Charlotte and Duke Sts., and was put up in about three days, after the big fire of '77. Some time after this they purchased the ground on which the building was located and in 1888 built the large brick block which is the present stand.

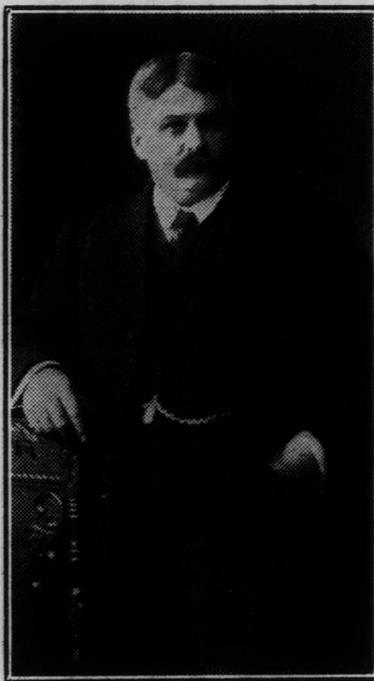
About five years later J. W. Vanwart built another large brick block on the opposite corner from the store, part of which he occupies as a residence. Both buildings were built from plans prepared by H. H. Mott, of St. John, and are very creditable structures.

The business was started on very small capital, but it was always a motto of the firm to pay cash for all goods purchased or go without. Vanwart Brothers did a very successful business together, until D. N. died in May, 1904, when J. W. bought out the estate and has since carried on the business himself.

He was first prevailed upon to try for civic honors in 1901 during the period that the late Alderman Tufts was representing Dukes ward, but was unsuccessful. In 1905, after the death of Alderman Tufts, he was elected alderman for Dukes ward over two opponents and again last year he was re-elected, his opponent on that occasion being S. S. de Forest, formerly in the wholesale grocery business.

He was chosen chairman of the board of public safety last year and has proved a faithful and pains-taking head of that department.

Alderman Vanwart was the promoter of the first "Grocers' picnic," which was held at the Isle of Pines on the St. John River, about twelve years ago, at which there was an attendance of about 10,000 people. This was without doubt the largest picnic ever held in the vicinity of St. John.



Ald. J. W. Vanwart, St. John.

As chairman of public safety, Alderman Vanwart controls the police department, fire department, city market, public buildings and street lighting.

SOAP WILL PROBABLY BE DEARER.

Late English advices state that an immediate rise in the price of soap may be looked for. It is understood that at a meeting of soap manufacturers held in London recently, an advance of £4 to £5 per ton was agreed upon. This means that the English public will have to pay an extra half penny per pound for their soap. The rise is attributed entirely to the advance in the cost of raw materials. The cost of these has been steadily increasing, with the result that some of the soap manufacturers have been selling at a loss. Within the last year or two tallow has gone up 50 per cent. and oils of certain kinds have advanced from 50

to 100 per cent. An English trade paper quotes the following figures showing the prices during February, 1907, as compared with the same month last year.

	1907	1906
Tallow, per cwt.	35 9	27 6
Cocoanut oil, per cwt. ...	45 0	34 0
Palm nut oil, per ton	38 0	27 10
Cotton oil, per ton	26 0	19 0

It may not be generally known that Lever Bros., the English manufacturers "Sunlight Soap," have bought out the "Comfort" soap people of Toronto, and are now making a big push for Canadian business. It is claimed by some of the trade that they are selling soap in Canada at a loss, and that to this condition is due the fact that all Canadian soaps have not advanced in price, as every Canadian manufacturer is agreed that soaps at present are selling at too low a figure. A few have had the backbone to put up prices, but others are afraid.

NOTES.

H. W. Ives, formerly of Colborne, has opened a grocery store in Oshawa.

A. A. McGregor, grocer, of Calgary, has sold his business to J. E. Avison.

Stockton & Millinson, of Calgary, will establish a wholesale fruit warehouse at Regina.

The United States now holds third rank among nations as an exporter of manufactures.

Walter Paul, of Montreal, has paid \$13,500 for a property on University St. of that city, where he will establish a grocery business.

Sitler & Mayberry, general merchants at Palmerston and Elora, yesterday assigned to Osler Wade, with liabilities of about \$14,000. The surplus will not exceed \$1,000.

The Pearl Fishery of Ceylon, leased by the British Government, involved an expenditure of only \$73,510 last year, with a net profit of \$801,882.

R. Bothing, Charlemont, exchanged his general store business for J. Walker's fifty-acre farm. Mr. Bothing will try farming and Mr. Walker storekeeping.

Balfour, Smye & Co., Hamilton, report unprecedented business for Tartan Brand canned goods in the Northwest. Prospects for active spring business are very bright.

Notwithstanding the opposition of the Davies Brewery Co., the Queen City Vinegar Co., Toronto, have obtained a building permit for a factory on River St., near Queen.

The 13,000,000 pounds shortage in the tea crop and the consequent high prices prevailing have forced some of the English houses to actually import stock from Canadian dealers.

The partnership of Ham & Fairfield, grocers, of Belleville, has been dissolved and the business will henceforth be carried on by H. C. Fairfield. Mr. Ham has retired from the business in that section and may locate somewhere in the West.

AYLMER JAMS AND JELLIES

Have you seen our 16oz.
**guaranteed absolutely
pure** Marmalade and Fruit
Preserves, all varieties,
Aylmer Brand? These
are positively the best and
most attractive goods on
the market at any price.

**Send a Trial Order to your
Wholesale House**

**CANADIAN CANNERS,
LIMITED**

de paper
wing the
as com-
t year.

7 1906
) 27 6
) 34 0
) 27 10
) 19 0

wn that
acturers
out the
nto, and
Canadian
e of the
in Can-
ondition
in soaps
is every
eed that
too low
ackbone
afraid.

orne, has
wa.
Calgary,
vison.
ary, will
house at

ds third
order of

as paid
rsity St.
ablish a

erchants
rday as-
iabilities
will not

1, leased
olved an
st year,

xchanged
J. Walk-
ing will
torekeep-

lton, re-
Tartan
orthwest.
ness are

n of the
m City
tained a
on River

tage in
ent high
some of
import

Fairfield.
dissolved
a be car-
Ham
in that
where in

CEREALS AND CONFECTIONERY

Mills Have Difficulty in Getting Stocks From Elevators — Grocers and Confectionery.

Grain markets remain firm in the face of enormous declines in the stock market, but the transportation situation is little improved. Smaller flour mills are closing down every day and the big mills are having their troubles getting their stocks in elevators this side the lakes to the mills. Still an occasional car of western wheat comes through. An official report to the Department of Trade and Commerce states that 36,739,000 bushels of last season's crop are still west of Fort William and that to get the wheat out the railways must move 200 cars a day from now till Aug. 31, which is twice as many as were moved last year during the same period. Cereal millers are not having any easier time and prices at present remain firm. Oats are going for export in considerable quantities.

Confectionery.

It is reasonable to assume that grocers are in business primarily to make money, and that if they could make more money selling buzz saws, they would be selling them. On the same principle, if a grocer thought he could realize more profit selling confectionery than selling sugar, he will bend his energies to the distribution of sweet-meats. The profit on confectionery is at least four or five times the profit on sugar. So that if he could sell a quarter or a fifth as much confectionery as sugar he would have just as much to the good. There would be a lot less work, too.

Here's a suggestion, it may be worth a lot of money. The grocer who is not now featuring confectionery should write to a manufacturer of high-grade goods and ask his advice. Some may say that a manufacturer could give but one kind of advice, which would be, "sell candies." But try it. State the particulars of the case and ask for advice. The writer is assured it would be worth while.

MONTREAL.

FLOUR—Business is reported very good at figures quoted. Export demand is slight.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 00	4 00
Glenora.....	4 50	4 50
Manitoba spring wheat patents.....	4 00	4 00
" strong bakers.....	2 25	2 30
Buckwheat flour.....	2 25	2 30
Five Roses.....	4 70	4 85

ROLLED OATS—There has been practically no change in the situation since last report.

Fine oatmeal, bags.....	2 45
Standard oatmeal, bags.....	2 45
Granulated.....	2 45
Gold dust cornmeal, 98 lb bags.....	1 75
Rolled oats, 90-lb. bags.....	2 15
" 80-lb. bags.....	1 90
" 50-lb. bags.....	1 75
" 40-lb. bags.....	1 60
" 30-lb. bags.....	1 45

FEED—Feed continues very scarce while demand is strong as ever. Millers are refusing orders every day.

Ontario bran.....	22 50	23 50
Ontario shorts.....	23 00	24 00
Manitoba shorts.....	22 50	23 50
" bran.....	23 00	25 00
Mouille, milled.....	24 00	24 00
" straight grained.....	25 00	28 00
Feed flour.....	1 35	1 45

TORONTO.

FLOUR—The millers with stocks of western wheat, and they are the big ones, are very busy. Prices remain steady. The opening of navigation, some weeks hence, will likely bring a decline in wheat and a consequent easing off in flour.

CEREALS—Prices remain firm and conditions in regard to car shortage are little changed. Millers continue pretty busy.

Manitoba Wheat.		
60 per cent. patents.....	4 40	4 60
85.....	4 10	4 10
Strong bakers.....	3 80	3 90
Winter Wheat.		
Straight roller.....	3 60	3 70
Patents.....	3 80	4 00
Blended.....	4 10	4 10
Rolled wheat in barrels, 100 lbs.....		
" in wood, per bbl.....	2 40	2 50
" in bags, per bag 90 lbs.....	4 50	4 74
" standard and granulated, per bbl.....	2 25	2 62
" in bags 98 lbs.....	5 00	5 60
" in bags 98 lbs.....	4 02	2 00

FLOUR SITUATION IN THE ORIENT.

The Department of Trade and Commerce, in their last weekly report, reviewing the present condition of exports of Canadian wheat and flour to Japan, state that the demand there is for a low-grade flour, and the question which naturally presents itself is: "How is Canada to compete successfully for her fair share in this rapidly growing market?" Canadian wheat, as a whole, is of far too excellent a quality to be unloaded on the eastern market at the low prices at present obtaining there, and yet we cannot afford to overlook the possibilities which are constantly developing as the vast commerce in this direction expands.

Canadian wheat yields only 30 to 40 per cent. of a quality suitable for export to the Orient, but prices even for those lower grades average higher than those asked for similar stock shipped from the American Pacific ports. This is the chief difficulty to be overcome, and, if looked at from one point of view may be taken as a compliment, the obvious deduction being that Canada has a more profitable market than has yet

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

BE CAREFUL!

Most grocers are because they feature our

ROLLED OATS

First in quality, and then there is a comfortable profit. Strict attention to all orders.

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

developed in Japan. With regard to their flour export capacity, however, British Columbia and Alberta are probably as yet, only in their infancy, and this may be accounted for by the constant stream of emigration that continues to pour into their respective territories. The new settlers, as a matter of course, require a large percentage of the output for their own consumption, for they cannot be expected to be immediately self-supporting.

But a more serious obstacle than either the lack of marketable grades or what the Japanese buyers are prepared to regard as reasonable prices, is the lamentable deficiency of adequate transportation facilities. Vancouver is the only export point possible, and the Canadian Pacific steamships the only regular service available at that port. Shipments of grain must be in some approach to cargo quantities, and the vessels in commission at present, with the "Monteagle" temporarily suspended, are only two, the Empress boats giving too rapid a service to allow sufficient time for unloading grain cargoes at way ports. Thus Japanese importers who are looking into Canadian conditions cannot be blamed if they are, at the outset, unfavorably impressed with our ability to deliver the right article at the right price and lose no time in getting it across. If better facilities do not

soon prevail it will be up to the Government to come to the help of the Canadian exporters in their fight for recognition in the Orient, by providing a subsidized line of freighters.

HANGER FOR A CARD.

The Goldie Milling Co. have issued a most attractive card-hanger, showing photographs of their three flour mills at Ayr, Galt and Highgate. The views are well-executed and clearly reproduced, and the card would be an ornament for any store. And grocer can secure one of these handsome hangers by dropping a post card to the Goldie Milling Co., Ayr.

NOTES.

John Bloor, baker, of Ailsa Craig, has sold out.

J. L. Reid, baker, of Lefroy, has assigned to J. J. Barry.

Wm. Burge, Winnipeg, baker and confectioner, has sold out.

Windover & Henderson, a new firm, are starting a bakery in Rockwood.

Geo. Knapman, of Hamilton, baker and confectioner, is advertising his business for sale.

J. W. Cooper has sold his bakery and confectionery business at Lacombe to Fullerton and Graham.

Saskatchewan last year produced 37,000,000 bushels of wheat, an average of 20.40 bushels to the acre and an increase of 11,000,000 bushels over the preceding year.

THINKS OF HOME.

A brilliantly-colored postcard, dated Tunis, reached the Canadian Grocer office this week from H. P. Eckardt, Toronto, who, with his family, has been touring Egypt, and evidently taking in some other burgs on the North African coast. He says by way of greeting: "Although a long way from home, I sometimes think of Front Street and all the boys."

WANT CANADIAN MAKER.

The American manufacturers of the Dodge Metallic Cap are desirous of making arrangements for the manufacture of their goods in Canada. Their beer bottle closure is used in crown finish bottles and withstands pressure at 180 lbs. It is economical to manufacture and may be opened with the fingers.

48 Highest Awards In Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered U. S. Pat. Off.

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

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

TASTY

**CRISP McLAUCHLAN'S APPETIZING
Cream Soda Biscuits**

Send for trial order

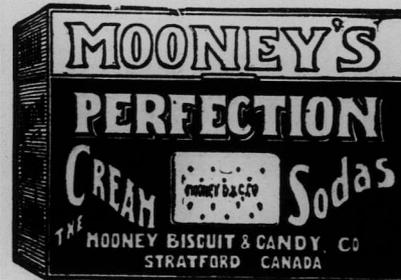
McLAUCHLAN & SONS CO. Limited, OWEN SOUND, ONT.

What We Have We Hold

No one, who knows anything about biscuit goodness, would ever dream of disputing the fact that

**Perfection
Cream Sodas**

stand first in the estimation of all economic housewives of good taste. The reputation of



was won in the open market pitted against just as good biscuits as were ever sold. There is a difference between

Perfection Cream Sodas

and all other good quality biscuits—our biscuits retain all their surprising goodness.

Yes, we have reputation and we'll hold it.

(3-lb. Cards or Tins)

**THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada**



1845-1906

**COX'S
INSTANT POWDERED
GELATINE**

An old friend in a new guise.
Saves time and trouble Recipes in every package

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

NOTES.

Operations on a canning factory for St. Thomas are to be commenced shortly.

W. Maley, lately in charge of the grocery department of Vickers' store in Orillia, has engaged as traveler for T. Long & Bro., Collingwood.

John T. Conway, who has been with G. E. Armstrong, Perth, for some time, is going into business for himself and will open a general store in that town in the premises lately occupied with R. E. Hicks.

The Pelham Fruit and Vegetable Canning Co. have concluded arrangements for the erection of a \$15,000 factory at Ridgeville. An option has been obtained on six acres of land at the T. H. & B. siding, and the company are already testing for water.

The vegetable-growers in and about Guelph met in the city hall on Feb. 23 and organized a branch of the Provincial Association. F. F. Reeves, president of the Ontario Vegetable Growers' Association gave an interesting and instructive address on the best methods of combating insects, blight and other enemies with which gardeners have to contend. A. McMeans, O.A.C., was elected president.

W. J. Bradley, late of the traveling staff of H. P. Eckardt & Co., Toronto, has accepted a position with L. Chaput Fils & Cie., Montreal, to represent them in Ontario. He succeeds F. L. Smith.

Mr. Bradley is one of the brightest and most energetic of the younger grocery travelers. There is no more popular man on the road than "Bill."

The Ontario Department of Agriculture has issued the following bulletins: "Insecticides and Fungicides," by R. Harcourt and H. L. Fulmer; "Principles of Tillage and Rotation," by Wm. H. Day; "Farm Forestry," by E. J. Zavitz, and "Remedies for the San Jose Scale," a statement of and commentary upon the San Jose Scale Act. Any or all of them may be had free by application to the Department of Agriculture.

The National Packers' Exposition, which is to be held in Chicago from May 1 to 11, and promises to be the most ambitious and extensive exhibition of its kind ever undertaken, has recently received additional encouragement and support by the action of the Chicago Retail Butchers' and Grocers' Association, who have formally endorsed the enterprise, and will lend its name, aid and patronage to assist in making the exposition a unique success.

To attain this end, all those connected with the various exhibits are untiring in their efforts, and a monthly paper, called "The Time-keeper of Progress," is being issued by the officers and executive staff. "The purpose of our exhibits being the allaying of the public's needless suspicions and giving people the chance to discriminate between the worthy and unworthy, the retail dealers

felt a keen interest in its success," said an exposition official.

Jas. Norris is one of the most popular travelers associated with the grocery trade. He is about to sever his connection with T. H. Estabrooks. Mr. Estabrooks in a letter to the trade, says: "It is with much regret that I have to advise you that Mr. Jas. Norris is leaving my employ to accept an important agency which will not necessitate much traveling, something he has been anxious to be relieved of for some time past. So, while I am very sorry to lose him, I am glad he has found a position more to his advantage." Mr. Norris will be succeeded by B. A. Fisher who has been doing good work for Red Rose Tea further east.

WESTERN CENTRES LEAD.

The statement of Canadian clearings for February, according to Bradstreets, show that the western centres exhibit the largest gains over those of the same month last year. Vancouver clearings gained 75 per cent., and Winnipeg 40. Toronto showed an increase of 7 per cent.

CORRECTION.

In last week's Grocer a typographical error appeared in the article on McFarlane & Field, Hamilton. The word "tins" should have been "teas." Those who know Mr. McFarlane know that "teas" are his hobby.



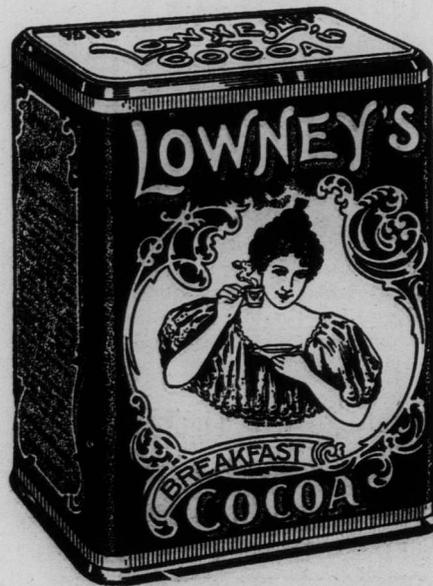
There's **no secret** about the superior selling qualities of

"Cow Brand" Baking Soda

other than its **absolute purity, great and uniform strength** and its guarantee that it will pay you better than any other soda.

CHURCH & DWIGHT, Limited

Manufacturers
MONTREAL



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

THE CANADIAN GROCER

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE



THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE
"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

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



THIS IS THE BRAND
THAT SIGNIFIES THE
BEST BREAD FLOUR
IN THE WORLD.



Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion.

PURITY FLOUR

is the perfect standard of Patent Flour for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED



Mills at
WINNIPEG, GODERICH
and BRANDON
Toronto Office



Long Distance Phone Main 6060

Phone in your Orders at our expense.

Flour from the "Wheat City"

Brandon is called the "Wheat City" because it is in the centre of the best hard wheat district in Manitoba. That's where we have built our up-to-date mill, and it stands to reason you can depend on the product.

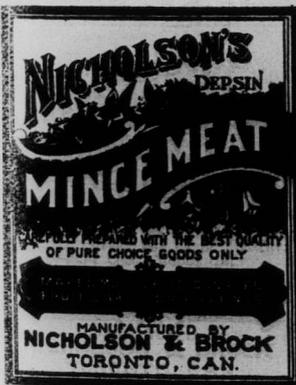
"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

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

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO.
BRANDON, MAN. LIMITED

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



Good Business

demands that all live grocers stock

Nicholson's Mince Meat

and that they do it now. Why? Because of its sterling quality and the demand of the people.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST, MONTREAL

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Produced in Switzerland)

There will be only one verdict rendered
by grocers after using

Cailler's Chocolate

the verdict of

"The Real Chocolate"

Compare it with any
or all other brands.

FOR SALE BY ALL JOBBERS.

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

We beg to advise the Grocers of the
Dominion that we are making
the finest

Milk Chocolate

produced in the world, and are using
pure Canadian Milk.

Cowan's Cocoa (Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Start Right

BUY

Mott's

"Diamond" and
"Elite" brands of

Chocolate

Stay Right

AND IT WILL

Pay Right

MOTT'S is yours for profit.

All jobbers sell them

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McLeod
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be
without this most profitable and delicious
confection.

Prices on application to the general agents for
Ontario

MacLaren Imperial Cheese Co.
TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

Aim a

In Cali
New Jers
America
a fashion
the thous
ing in ot
or fruits,
son, the
wizard of
more are
they are
their riv
rather th
ting an
but in th
of thousa
continual
work for
for any
that are

The rea
day, says
cago Tri
all his ti
the job, I
to find i
of what h

There is
seemingly
measurab
gets at it
improve i
it with t
mind. He
or himsel
job by ti
attract b

If he is
get bette
up with i
and he ar
much tha
treatment

But he
to sacrific
note. Bu
offered a
with his
that sala
debarred
the expe
his heart
spirit tha
was the
scientist
time in v

There a
of worke
ideals so
permitted
power to
man is E
whom Ab
in his bo
uous Life
United S
Roosevelt
thinkers
mass of l
ing men
the only
money.

The vis
other tra
country
ly, say t
ica is the
world. I
live, but
to get, a
cannot li
ward mu
part of
should le
tion to

Aim at Workmanship, Not at Money Value

In California, in Washington, D.C., in New Jersey and in many other parts of America there are men working to-day in a fashion to set the best of examples for the thousands of other men who are toiling in other parts. Burbank, the wizard of fruits, vegetables and flowers; Edison, the wizard of electricity; Wile, the wizard of the food supply; and many more are preferring the job to wages. They are doing better work than any of their rivals who incline to the wages rather than to the work. They are setting an example not only in industry but in the best feeling to the hundreds of thousands of other workers who are continually under the temptation to work for the clock or for the boss or for any of the many side attractions that are not the job itself.

The real worker who gets ahead to-day, says Jean S. Jaeger, in the Chicago Tribune, is the worker who gives all his time, attention, and energy to the job, not because of what he expects to find in the pay envelope but because of what he hopes to bring out of the job.

There is no job, however lowly and seemingly thankless, that cannot be immeasurably improved if the improver gets at it in the right way. He cannot improve it a great deal by working at it with the idea only of getting pay in mind. He cannot improve either the job or himself by gauging the value of the job by the amount of attention he can attract by holding it.

If he is wise he will not let the job get better than he is, but he will grow up with it and make it grow with him, and he and the job will both improve so much that more money and better treatment will both come to him.

But he sometimes must be wise enough to sacrifice the immediate for the remote. Burbank not many years ago was offered a yearly salary commensurate with his needs, but the acceptance of that salary would have necessarily have debarred him from making many scientific experiments upon which he had set his heart. He sent back the offer. The spirit that animated him in doing this was the same that moved a famous scientist once to declare that he had no time in which to make money.

There are to be found many examples of workers who have cherished their ideals so faithfully that they have not permitted the lust for money or for power to interfere with them. Such a man is Bishop Spalding, of Peoria, to whom Abbe Klein paid such high tribute in his book, "The Land of the Strenuous Life." He declared that in the United States he had met President Roosevelt, Bishop Spalding, and other thinkers whose ideas are working in the mass of latter day thought and are luring men away from the sordid idea that the only thing worth striving for is money.

The visitors from France and many other travelers who have come to this country and have studied it intelligently, say the worker of to-day in America is the most fortunate worker in the world. He has to pay a great deal to live, but the means of living is easier to get, and as soon as he finds that he cannot live by bread alone he gets forward much faster. The ideal should be part of each worker's equipment. It should lead him away from the temptation to place the dollar above every-

thing else. It is difficult to make men see this, unless they see at the same time concrete examples of the good that men have been able to achieve while ignoring the demand of the dollar to listen to the demand of good workmanship.

ONE IDEA MAKES A MAN RICH.

In the town of Abilene, Kas., is a man who has made a fortune in sixteen years selling medicines of his own make to the farmers of Kansas. Sixteen years ago this man paid his way through Ann Arbor college by peddling medicines from a satchel. After he had graduated he went to Abilene and began peddling his medicines there. He has yet an old memorandum book in which he kept his accounts in those days. On the first page is a record of that first day's work. The sales amounted to \$3.20, of which he collected 80 cents in cash. Many days thereafter he did no better, and the first year was one of only moderate success.

Last month this man gave a housewarming in his new home in Abilene, said to be the finest dwelling house between Topeka and Denver. It cost \$40,000. It is the show place of the town, and is equipped with ever modern convenience, says the Kansas City Star. It has a house system of telephones, a ballroom in the third story and a bowling alley in the basement. He owns a block of buildings, the largest brick business house in town, a large laboratory, and a theatre that cost him \$12,000. He has planned to build a large hotel.

All of this fortune was made by appealing to one little weakness in human nature. Upon every little bottle of medicine sold by the doctor is a horizontal ridge blown in the glass one-fourth of the way down from the top of the bottle. Upon the side of the bottle is a notice that the medicine may be used as far down as the ridge without pay, and the user may return the bottle. But if the medicine is used below the ridge, the whole bottle must be paid for.

When Dr. Seelye hit upon that idea he discovered the secret of his fortune. It turned out that human nature was such that one-fourth of a bottle either lasts until there is improvement, or hopes are entertained that more may be beneficial, and it is seldom that a farmer returns a bottle that has been partly used.

Dr. Seelye has fifty two-horse wagons that drive all over Middle Kansas, Oklahoma and North Texas. The agents call at every farmhouse and attempt to leave a package of the medicines. It contains several bottles of different remedies for different ailments. Each bottle has the ridge blown in it. The package is left on credit, and the agent collects for what has been used when he drives that way three months, six months, or a year after. The agent tell the farmer: "You can use down to this mark, and if it has done you no good, you may return the bottle when I come this way again and it will cost you nothing."

As a result of this plan the wagon vendors make sales that would be impossible under other circumstances. Some of these agents make \$100 each month for their own profits and, of course, return a liberal profit to the maker of the medicine. Several medicine companies have tried to imitate Dr. Seelye, but have failed.



At the Buffalo Convention

The Dodge One-Piece Metallic Cap for the Hermetic Sealing of glass packages

WON IT'S GREATEST VICTORY

It received the enthusiastic endorsement of every packer present. Those who had used it were outspoken in its praise. All who saw its practical demonstration on the Dodge new Self-Adjusting Capping Machine were surprised at its perfect seal and adaptability in meeting the requirements of the Pure Food Law.

As a closure to be used in processing it has no competitor. Its mechanical simplicity and being assembled and ready to place give it extraordinary economical advantages in both time and money to the packer.

Its handy and easy detachment without instruments or printed directions forces the public to prefer the package sealed by it, as damaged forks, twisted knife blades, broken glass, hard struggles and torn or cut fingers are entirely obviated by its use.

Its clean, neat and handsome appearance always remain, making dirty, rusty, sticky, leaky and consequently unsalable goods on grocers' shelves a thing of the past.

Besides the regular Dodge closure used extensively by the pickling and jam trade, other forms of value to the packer are, namely:

The Dodge Cork-lined Ketchup and Bottle Cap for crown finish bottles; will not blow off before, during or after the processing.

The Dodge Jelly Tumbler Cap with narrow rim, sealing neatly on a rounded rim of a tumbler.

The Dodge Replacable Mustard Cap with spoon accommodation.

The Dodge Process Cap for light syrup, fruits, requiring the bath; allows of venting the package while processing. A replacable seal on the lever principle that can be used over and over again.

The Dodge principle of closing receptacles of all kinds is undoubtedly the most perfect system ever invented, and of immense value to the Canning and Preserving industry.

Samples sent upon application.
The Dodge Metallic Cap Co.,
110 Label St.,
Montclair, N.J.

No. 1 green cod, in bbls. of 200 lbs.....	6 50
Small.....	4 50
No. 1 Mackerel, pail.....	1 75
No. 4 Haddock, bbls. 200 lbs.....	6 50
No. 1 green haddock, bbl.....	6 00

TORONTO.

FRUIT—Apples are a little duller this week, with Spies and Baldwins as the two best lines. Bananas and grape-fruit are firmer and a little higher. Oranges are advancing in price and are running in unusually good sizes. Small navels are in good demand, and command higher prices, but the supply is very scarce. Lemons remain, if anything, a little firmer, with a somewhat limited supply. There is likely to be a forward movement shortly.

Oranges, Tangerines, Floridas, half box.....	3 00	3 25
" Ordinary Valencias, 420's.....	4 00	4 00
" Large.....	4 75	5 00
" Fancy navels, 96's, 120's.....	3 00	3 25
" 150's, 176's, 200's, 216's.....	3 50	3 75
" Special 64's and 80's per box.....	2 75	2 75
" Palermo bloods, in 1-boxes, 80's, 100's.....	2 50	2 50
" in 3-boxes, 150's, 180's.....	2 50	2 50
Bronco Brand, Victorias, extra fancy, 96's, 150's.....	3 25	3 50
" 176's, 200's, 250's.....	2 25	2 50
" marmalade, 160's, 200's, 240's, per box.....	2 75	2 75
Bahamas, 126's, 150's, 176's, 200's.....	2 50	2 50
Mexicans 150's, 176's, 200's.....	4 00	5 00
Grape fruit, Floridas, 80's, 96's.....	4 50	4 75
" 48's, 64's.....	4 25	4 25
" Bahamas, 54's, 61's.....	3 75	3 75
" 84's, 96's.....	3 75	3 75
Lemons, Home Guard Brand, 370's, 360's.....	2 75	3 00
" Kicking Brand, 30's, 36's.....	3 00	3 00
" St. Nicholas, 370's.....	5 25	5 75
Pineapples, Florida and Cuban, 30's and 24's.....	2 00	3 00
Apples, snows.....	3 25	4 25
" Spies, No. 2 and fancy No. 1.....	3 00	3 00
Other varieties (No. 1's.....	2 50	2 50
" No. 2's.....	1 40	2 50
Bananas, Jamaica firsts, per bunch.....	2 00	2 25
Bananas, jumbo bunches.....	7 50	9 00
Cranberries, per barrel.....	2 75	2 75
" crate.....	0 60	0 65
Strawberries, Floridas, per qt.....	0 20	0 20
" Louisiana, per pint.....		

VEGETABLES—Potatoes this week are considerably easier, but the Ontario stock is so small as to be almost worthless in many cases, and prices have been cut to the bone in order to get rid of it at all. The supply is good, with a quiet demand. Onions are a little easier but the warm weather has curtailed the consumption. California celery is play-

SHIP TO US

We pay highest market prices 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

DRIED APPLES

BRIGHT, DRY STOCK
WANTED

C. E. ROBINSON & CO.
INGERSOLL

ESTABLISHED 1888

"LEMONS"

"HOME GUARD" Brand is the very top-notch in quality.

We have them on hand and arriving.

Lemon Market is ruling very strong, and with advancing tendency, and a purchase at present prices will prove a "good buy."

HAMILTON **White & Co., Limited** TORONTO
Phone 1115 Phone Main 4106

The **B. L. O. E.** are

"St. Nicholas" **"Kicking"**
"Home Guard" **"Puck"**

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

FLORIDA CELERY. Extra Fine, \$3.25 per crate.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

We want your consignments of fresh killed Poultry, Butter, Eggs, Apples, Etc.

The Celebrated "GOLDEN ORANGE" brand NAVELS

Grown and Packed at ARLINGTON HEIGHTS, California

Are in a class by themselves, beyond comparison, delicious and fine as silk, without a doubt THE MOST PERFECT ORANGE GROWN. CAR JUST RECEIVED.
Send us your orders.

HUGH WALKER & SON GUELPH, ONT.

CELERY CELERY CELERY

Florida Celery surpasses all others because it is white, crisp, fine eating. Have 2 cars for Easter trade (Chase's packing) 4 to 6 doz. per crate, \$3.50. Place orders now.

MONTREAL FRUIT EXCHANGE
195 MCGILL STREET, - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal



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.

The people still insist on our
Pure Apple Juice

because our precautions are a surety of purity. All grocers who know, push our

Jams and Jellies

because they know the people prefer them enough to walk an extra block to get them.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

MID LENT FISH SALE

- No. 1 Labrador Salmon
- No. 1 Labrador Herring
- No. 1 Newfoundland Herring
- No. 1 Caspe Herring

Quality the very best.
All prices are reduced.

J. & R. McLEA

Wholesale Fish Dealers
23 Common St. MONTREAL

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

BASKETS

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

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

The Oakville Basket Co.,
OAKVILLE ONT.



Good Jams and Jellies are not nearly so plentiful as one would suppose. Good is a sadly misused word, but when we qualify our Jams and Jellies by that adjective we mean that

**"E.D.S." BRAND
Jams and Jellies**

are much superior to any brand placed on the market by any or all of our competitors.

"E. D. S." Brand means Jams and Jellies so wholesome and pure that they are just as near perfection as human ingenuity, cleanliness and good fruit can make Jams and Jellies. Ask for the proofs.

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

**E. D. SMITH'S FRUIT FARMS,
Winona, Ont.**

SALT

SALT

No trouble to give figures
and information.

VERRET, STEWART & CO.
MONTREAL Limited

SALT

SALT



They Cost Less
Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT
or \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, 1/4, 1/2, 3/4 and 1-lb. tins; talls, 1/2, 3/4 and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ed out of
stuff is tal
Potatoes, Delav
" Onta
Sweet potatoes,
New potatoes, r
Onions, Spanial
" Red
" Yellow
" Green
Cabbage, new C
old, p
" per to
Beets, new, per
Carrots, Canadi
Lettuce, Canadi
Radishes, Rosel
Cucumbers, hot
" Floi
Beans, white, pi
" ss
" Lima, per
Tomatoes, Cuba
Tomatoes Flori

**MA
SY**

Pa
Canada M
SMALL'S

By exper
given first
over. It is
tered bran
Empire an
priced b
world.

packed in k
each tin wi
sue. Four
all climates
plaint. Wi
ment with

ALL J
SMALL'S CR
should be i



ed out of the market, and the Florida stuff is taking its place.

Potatoes, Delawares, per bag	0 95	1 05
Ontario	0 75	0 85
Sweet potatoes, per hamper	2 00	2 25
New potatoes, per bush basket	3 00	3 50
Onions, Spanish, per large case	3 25	3 50
small case	1 15	
Red Globe, per bag	1 75	
Yellow Danvers, per bag	2 00	
Green onions, per doz	0 15	
Cabbage, new Canadian, per bbl	4 00	4 50
old, per bbl	2 00	2 50
per ton	30 00	35 00
Beets, new, per doz bunches	0 85	1 50
Carrots, Canadian, per doz bunches	0 75	1 00
Lettuce, Canadian leaf, per doz bunches	1 00	1 25
Radishes, Roseland, per doz	0 45	0 50
Cucumbers, hot house, per doz, fancy Boston	2 00	2 50
Floridas, per doz	1 25	
Beans, white, prime, bush	1 40	1 50
hand-picked, bush	1 50	
Lima, per lb	0 06	
Tomatoes, Cuba, per crate	5 00	
Tomatoes Florida, per crate	4 50	5 00

Farsley, per dos	0 25
Celery, California, per crate, 5 1/2 doz	5 00
Florida, 4 and 6 doz, per case	3 25
Asparagus, fancy California large, per bunch	0 90
jumbo bunches	0 75
Fancy Baltimore spinach, per hamper	1 00
Rhubarb, per doz bunches	1 00

FISH — All the dealers are making preparations on a large scale to meet the anticipated Good Friday demand. Shipments of fresh fish are coming to hand daily, and it looks now as if there will be a considerable percentage to mix with the frozen stock for the close of the Lenten season. Most lines are somewhat easier, winter-caught whitefish being noticeable in this respect.

Haddock, fresh caught, per lb	0 07	0 08
Whitefish, winter caught, per lb	0 07 1/2	0 10
1/2-bbl	6 50	
Trout, per lb	0 10	
Ciscoes, per basket	1 30	
Home cured blosters, per box of 50	0 95	1 25
Finnan haddie, per lb—fresh cured	0 10	
Oysters, per gal	1 80	
Labrador herring, per half bbl	3 00	
bbl	4 90	5 00
Red salmon, per lb, sea	0 12	
Smelts, No. 1, per lb	0 09	0 10
extras, per lb	0 12 1/2	
Cod, fresh caught, per lb	0 08	0 09
Halibut	0 12	
Mackerel	0 10	
Yellow pickerel, winter caught, per lb	0 08	
Kippered herrings, Ocean brand	1 25	
Tablees, per lb	0 07	
Shredded cod, per lb	0 08	
Shredded cod, per doz	0 90	
Flounders, per lb	0 05	
Digby herrings, per lb, bbl	0 60	0 65

means that the latter will have to pay more money for their raw material. The demand for Columbia River salmon during the past four years has exceeded the supply and there is no probability that the balance will be restored this year."

I offer for prompt shipment:
2,000 boxes (60 lbs.) Salt Dates
 Prices and samples on application.
ANDREW WATSON
 PRODUCE BROKER
 91 Place d'Youville, MONTREAL
 Phone Main 4409

MAPLE SYRUP

Packed by
Canada Maple Exchange
SMALL'S SELECTED



By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS

SMALL'S CREMO FROSTING should be in every shop.



COLD STORAGE IN CALGARY.

In reply to an enquiry about cold storage in Calgary, a wholesale grocer of the Alberta trade centre, replied: "We regret to say that the cold storage here is all taken, Messrs. Griffin & Co., P. Burns & Co., and the Government being all filled up."

MORE FRESH SALMON WANTED.

A new York jobber just returned from the Pacific Coast, where he investigated the salmon situation, says salmon will be much higher this year.

"One important reason for this," he said, "will be found in the greater cost of raw fish. Heretofore the cold storage people have made 25 pounds the minimum weight of fish in making their purchases of raw stock, but this season, in order to get nearer to meeting the demands made upon them by the growing consumption, they have reduced the minimum weight for fish to 20 pounds, and the resulting competition between them and the packers

WE ARE EXPORTERS

to your Dominion of

Fruit and Nuts

Oranges, Lemons, Almeria
 Grapes, Figs, Dates,
 Almonds, Walnuts,
 Shelled Nuts, etc.

C. & F. prices for one or more car lots to any point, quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON

91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.

11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

FRED K. FISHER & SONS

St. Magnus House, Monument St.
LONDON, E.C., ENGLAND

Pure Boneless Cod and Fish

New Skinless Godfish in 100 lb. cases.

Labrador Herrings and Salmon in barrels and half barrels.

Fresh Fish, all kinds in season.

Bulk Oysters—"Standards" and "Selects."

QUOTATIONS MAILED ON REQUEST.

Branches:

ST. JOHN, N.B.
 GRAND RIVER
 GASPE

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE
 TELEPHONES

LARGEST PACKERS OF SEA FOODS ON NORTH ATLANTIC COAST

Packers of the
Celebrated

"HALIFAX"
"ACADIA"
"ATLANTIC"
"BLUENOSE"

Brands
Prepared Boneless
Codfish



SOLD IN
ORIGINAL
PACKAGES ONLY,
BY GROCERS,
FROM
ATLANTIC TO
PACIFIC.

"THE TRADE MARK OF QUALITY"

SEND FOR PRICE LISTS

ATLANTIC FISH COMPANIES, LIMITED

Head Offices: Lunenburg, N.S., Canada

Works at
La Have, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. Brittain & Co. - Montreal
H. G. Connor - Winnipeg
Chas. Milne - Vancouver, B.C.

Branch Offices
Halifax, N.S.
Montreal, P.Q.
Winnipeg, Man.

The Best Salesman in Canada

The one that can reach both dealer and consumer at the same time and at a small cost, is

Western Canada's Big Pure Food Show

WINNIPEG, JULY 1st TO 13th, '07

where your product can be shown to and talked about by

Sixty Thousand Consumers and Two Thousand Dealers
From Western Canada

Some forty odd live manufacturers have already secured space. If you are not one of them,
hurry and get in.

Address

W. A. COULSON, Secretary
Retail Merchants' Association of Western Canada,
53 SCOTT BLOCK, WINNIPEG, MAN.

HALIFAX QUOTATION SHORE CODFISH

February 7th

Ex Store.

\$8.00 per 100 lb.

Supply Limited

SCOTIA BRAND

In 2-lb. boxes
In 1-lb. tablets

\$9.00 per 100 lb.
8.00 per 100 lb.

Average weight Skin and Bones of a Codfish 30 per cent. of total.

Balance in favor of Scotia Brand.

In 2-lb. boxes
In 1-lb. tablets

\$2.50 per 100 lb.
3.50 per 100 lb.

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers ?

MONTREAL—A. A. Perry, 6 St. Sacrament St.
HAMILTON—Alfred Powls.

TORONTO—Anderson Powls & Co.
LONDON—Wm. G. Coles & Co.

OTTAWA—Frank Grlerson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH

FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

SARDINES

are sellers—the best
sellers NOW are

"King Oscar" Sardines

WHY ?

Easily told :

"King Oscar" Sardines are
Choicest Fish in
Purest Olive Oil.
Boneless and Scaleless.
Tins—Clean and Attractive.

For sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

PRODUCE MERCHANT'S SUGGESTION IMPROVEMENT OF CHEESE AND BUTTER

The Montreal Produce Merchants' Association has issued the following circular letter:

To Factorymen and Creamerymen:
Gentlemen,—The Montreal Produce Merchants Association fears that in many sections the dairy farmers and factorymen are not sufficiently "wide awake" and do not realize that there is need of a decided forward movement.

Canada has taken the foremost place in the world in manufacturing cheese of a uniformly fine quality, but there is much room for improvement in some essentials.

Appearance.

Little or no improvement has been made in the appearance of our cheese or boxes for some years. It has come to be the practice for the boxes to be made in many sections by the cheesemaker, who cannot put the material together in such a way as to make the boxes close-fitting, strong and handsome.

In many cases the cheese hoops in the factories are old and worn out, so that the cheese, when turned out from them, are lopsided, uneven in size, and lack that smooth finish and handsome appearance which helps so much in the sale. When uneven weights, poorly made and badly fitting boxes are added to this it injures the sale of Canadian cheese.

Buildings.

Many of the factory buildings are of a primitive character, erected without any idea of permanency, with poor drainage or none at all, and the whole cheaply put up in every way. The whey tank is not clean; the shelves in the curing room are old, and stain the cheese, and the surroundings are not inviting.

Small factories should join together and erect one large and commodious building.

In many sections of Ontario it is the custom for the manufacturer to draw the milk, the farmer paying for it—this does away with any excuse for small factories.

In the Province of Quebec and Eastern Ontario the farmer spends hours each day in drawing his own milk to the factory, rather than join with his neighbors at a cost of less than half the value of his time.

New Ways.

The crude ways in which cheese continue to be shipped from the factories should be done away with; it involves too much labor in coopering and inspecting.

The boxes should be trimmed down until the lid rests on the cheese, and the covers should be nailed. The cost of coopering cheese in Montreal runs from 2 to 3 cents per box, and this amount must come out of the factorymen in some way. Why should not the factorymen do the work?

Every factory should brand the cheese made from each vat with a separate mark, commencing, say, with the first day branding the first vat "1," the second vat "2," the third vat "3," following on the next day with "4," "5," and "6," and so on until the day of shipment, then commencing anew for the next shipment. These figures could be put upon the cheese as they come from the press, the figure "1" being put upon each cheese of the first vat, the figure

"2" on each cheese of the second vat, and these figures could be transferred to the boxes at the time of shipment. These figures should be put near the joint of the box, and the brand and weight on the opposite side.

Inspection.

It would then be quite easy for the receiver in Montreal to pick out one cheese from each vat, and thus obtain an absolute inspection of the whole lot; and if any poor cheese were found, the receiver would know how many there were. This would ensure fair dealing and would lessen the cost incurred by opening every box.

Brand and Weights.

The brands on the boxes used by the factories are in many cases much too large. In the opinion of the members of this association, the proper way to brand Canadian cheese is with the simple word "Canada," with a figure underneath indicating the number of the factory, and without any other brand name whatever. Let the word "Canada" be in half-inch letters, and the number of the factory directly beneath it. The weights should be put on with a stencil alongside this brand. It is a mistake to suppose that the British importer pays any attention to the brands in one lot in a hundred, and the figure underneath the word "Canada" would serve all purposes of identification.

The Way to Ruin.

The growing practice of shipping uncured cheese, if persisted in, will ruin the trade. Inspection becomes a farce, and the loss of weight is two or three times what it should be. Shame on the factory that allows such a method, and on the buyer who will take curd for cheese. Green headings in boxes and shipping cheese in uncovered wagons, open to rain and sun, often damage cheese one cent per pound.

Are the farmers aware that in many instances during the past season, the maker has shipped the cheese without any scaleboards, while the best factories, during all the warm weather, say for three or four months, use four scaleboards, two on top and two on the bottom?

BUTTER.

Nothing Hurts Like Carelessness.

The descriptions of cheese factory buildings, conditions, small factories, etc., apply equally to creameries. Now is the time when the inside of every creamery should be lime-washed or painted, and when the owners make sure that all dampness is removed from the walls or from the cooling room where butter is kept, otherwise the danger of mould on butter will increase. Nothing hurts our Canadian butter so much as the carelessness of some of our butter makers and their indifference to conditions that cause mould. The cool room in which butter is kept should be absolutely dry.

Makers Should be Licensed.

The question of licensing the makers and of having regulations as to the kind of buildings that should be used, either for cheese or butter making, is a live issue at the present time, and so is the appointment of an official referee, and this association will be pleased to have

the views of factorymen on these questions.

Refrigerators.

Use strips of wood to place your boxes on in the cooler; it will help to keep them clean and dry.

Every refrigerator should have a thermometer in it, and records of the temperature should be kept.

With such a seasonable winter, all factories or creameries should lay in a large supply of ice. It does not pay to be out of ice at the latter part of the season.

Packing and Branding.

Butter should be packed solidly, so that when turned out of the box it will not show up full of holes.

Brand the boxes neatly on the side—not on the cover. Do not use a pencil—stencils cost but very little, and when used properly, improve the appearance of the package. When making the "56-lbs." on a box, stencil it in the right-hand corner on the same side as the factory brand. Do not scrawl "56" in pencil all over the box.

Get good boxes and have them made so that the butter will not be more than a ¼ in. below the top of the box; the closer to the top of the box the better the butter keeps.

The covers should be made of not more than two pieces of wood, with four hooks. The boxes with the two hooks and the hardwood strips cannot be recommended; they break too easily.

Give a good smooth finish to the butter and use double parchment paper. Australian butters come forward this way and they are pleasing to the British markets; 26-lb. parchment will do when used double, but nothing less than 45-lbs. when used singly.

Poor parchment and poor boxes depreciate the value of Canadian creamery on the British market.

Use of Salt.

The tendency is toward very mild salted or saltless butter. There is scarcely any demand now for export butter salted over 2 per cent.

The addition of not less than ¼-lb. more than ¼-lb. preservative per 100 pounds of butter is recommended.

General Suggestions.

Boxes must be absolutely clean, neither spot nor stain allowed. Have bags to cover the boxes, and insist upon perfectly clean cars. All refrigerator cars must be clean and dry.

Do not put the parchment on soaking wet; if you do, the boxes will leak and become stained.

Make the butter as pale as possible. The British buyer will not pay for over 56-lbs. in a box.

Ship weekly. Use a very small neat brand or a letter for a shipping mark.

Gathered cream should be churned separately and not mixed in with that separated at the creamery.

Mark each churning. Use figures marking each churning the same as directed for cheese. This will often prevent the rejection of the whole lot, and facilitate inspection and make it absolutely correct.

Unless each churning is numbered, the inspector may look at 5 or 10 boxes of the only poor churning in the lot (which will be unfair to the maker!; or he may look at the best churning and think he has a fancy lot, when, perhaps, the British receiver will find some poor butter and advise the shipper never to buy any more of that creamery.

According to agricultural production last year. The cheese year as in the year was lower prices. last year provincial values are drought supply, larger than what it requires among manufacturers. Regarding

The supply market is the dairy supply of and it is season's cheese will this year, ably higher. The report dairymen get, even their output is constant, it is

The value produced \$373,963.7 over that cheese fact making 1, ned at \$1 and skim 263 pound 642.66.

While the living and since the butter and was only development been what since so prosecution tions, such King's Co advantage ing.

Many of similar en put of h pounds, at Waterford Springfield lra, etc., section of siderably ter made last year. The ave and cheese during th lows:

Cheese 1 Butter 2 There pansion

THE DAIRY INDUSTRY IN NEW BRUNSWICK

According to the provincial report on agriculture of the butter and cheese production in New Brunswick factories, last year was a most successful one. The cheese output was not so large last year as in 1905, but the output of butter was larger, and both brought higher prices. With the exception of 1903, last year was the best in the history of provincial dairying, so far as money values are concerned. A midsummer drought somewhat affected the milk supply, or the output would have been larger than it was. The report notes what it regards as a justifiable tendency among farmers to turn more to the manufacture of butter than of cheese. Regarding the outlook, the report says:

A Prophecy.

"The situation to-day in the world's market is that never in the history of the dairy producing countries has the supply of dairy products been so short, and it is a safe prediction that next season's prices for both butter and cheese will at least equal those received this year, if they do not go considerably higher."

The report adds that New Brunswick dairymen need have no fears for a market, even if they should double or treble their output; because, while the demand is constantly increasing in Great Britain, it is also increasing in Canada.

The Meaning in Dollars.

The value of the butter and cheese produced by the factories last year was \$373,963.71, an increase of \$29,937.46 over that of 1905. There were 42 cheese factories in operation last year, making 1,320,858 pounds of cheese, valued at \$156,321.05; and 41 creameries and skimming stations, producing 967,203 pounds of butter, valued at \$217,642.66.

While these statements are very gratifying and show a wonderful progress since the year 1896, when the output of butter and cheese factories combined was only worth \$76,151.46, yet the development in the past five years has not been what it should have been in a province so well adapted to the successful prosecution of this industry. Some sections, such as that around Sussex, in King's County, have reaped enormous advantage by the development of dairying.

Room for Growth.

Many others might do as much were similar enterprise displayed. The output of butter at Sussex was 236,673 pounds, and at the neighboring places of Waterford, Roachville, Millstream, Springfield, Norton, Bellisle Creek, Colina, etc., 287,805 pounds. Thus this section of King's County produced considerably more than half of all the butter made in New Brunswick factories last year.

The average price received for butter and cheese manufactured in the province during the past five years was as follows:

	1906	1905	1904	1903	1902
	c.	c.	c.	c.	c.
Cheese	11.07	10.61	8.64	10.10	9.92
Butter	22.50	21.84	19.70	20.38	20.37

There is room for further great expansion of the industry, with other

counties following the splendid example of King's.

Two Winners.

The resignation of Harvey Mitchell as dairy superintendent has been handed to the Provincial Government to take effect at once. The reason for the step is his appointment to the staff of the Maritime Dairy Company. Mr. Mitchell will exercise a general supervision over the manufacturing end of the company. By securing the services of Mr. Mitchell, the company has brought to bear on its management the experience of one of the best informed dairy experts in Eastern Canada. Mr. Mitchell, during his term of office under the Government, made a connection that will be invaluable to him in his present position. He knows the butter and cheese business from end to end, and the quality of stock put up by the company will not suffer from his supervision. Another addition to the staff of the company is L. S. Crawford, who severs his connection with the Sussex Cheese and Butter Company to take a position with the Maritime Company as butter maker. Mr. Crawford is one of the best butter makers in the province and is withal a deservedly popular young man of whom more will be heard. He won all the butter prizes offered last year at the leading exhibitions, and had no trouble in capturing the premier honors against the Dominion at Halifax.

GOVERNMENT STANDARD SEEDS.

Term Coined by Vendors—Some Seed Sold as Milling or Feeding Grain.

By G. H. Clark, Government Seed Analyst.

Purchasers of red clover, alsike and timothy seeds who want a good clean article should see to it that the seeds they buy are clearly represented by a reliable person, or firm, to be of first quality by being marked "No. 1," "Prime," "Fancy," "XXX," or such other designation for which a special standard of purity is fixed in section 4 of the Seed Control Act.

"Government Standard" is a term coined by seed vendors, and may be misleading unless clearly understood. Section 4 of the Act fixes a standard of quality in respect to weed seeds, below which timothy, alsike and red clover seeds are not allowed to be sold for seeding, either by farmers or seed merchants. This standard allows of the weed seeds named in the Act about 90 in one ounce of red clover, 200 in one ounce of alsike, or 400 in one ounce of timothy seed. It is to seeds that will pass this lower standard, but are not sufficiently clean to grade "No. 1," that the term "Government Standard" was attached last season.

Some seed vendors have advertised seeds under "Government Seal." No Government seal is used on any seeds offered for sale in the trade. Some reliable seed houses sell grass and clover seeds sealed by them and for which they alone are held responsible so long

as the seal remains intact, but not after it is broken.

To avoid the provisions of section 3 of the Act, which applies mainly to seed grain, some seed vendors represent to farmers that, on account of the Seed Control Act, they are offering their grain for sale for milling or feeding purposes.

BACON TRADE IN ENGLAND.

Staple Breakfast Food — The Wiltshire Cut—An American View.

A United States special agent, writing of the bacon trade in Great Britain, says:

For years Great Britain has consumed enormous quantities of bacon. It may with truth be called the staple breakfast meat. Although the home production is very large, the country imported last year, approximately, 300,000 tons of bacon, valued at \$65,000,000. About one-fourth of this quantity came from Denmark. This latter is excellent meat, and its quality is due to the fact that some years ago the Danish Government purchased large numbers of the best breeds of hogs from England. Canada is also supplying Britain with bacon in steadily increasing volume.

To arrive at what will best suit the British demand a scrutiny of the breeds, weights and cuts most common in England must be taken. My investigations show that the three principal breeds of hogs in England are the white Yorkshires, the black Berkshires and the red Tamworths. The most popular weight ranged from 140 to 196 pounds. The best selling "cut" is what is known as the "Wiltshire."

By the largest retailer in Boulton, one of the important cotton manufacturing centres in Lancashire. I was informed that there is an enormous demand for this style of "cut," and that it not only commands a ready sale, but also brings the highest prices. The Danish and Canadian products are "cut" in this way, and bring prices, landed in England, within a fraction of those paid for the best English-fed and cured meat. The nice-looking lean meat selections are the most desirable, and a "side" should weigh, when cured, between 60 and 65 pounds.

My informant said further that no matter how good the quality of the meat might be or how suitable the curing, if presented in the old style of "cuts," it would never even be offered in the best stores, where obviously the highest prices are obtainable, for the reason that the retail purchaser has been brought to believe that in the "Wiltshire cut" he gets the best article. This has developed into a strong prejudice, and for this reason no fair comparison in values between the usual American "cut" and the British, as well as the Canadian and Danish article imported into England, is possible.

The advantages of the "Wiltshire cut" may be briefly summarized as follows: First, it commands the best price and the readiest sale; second, from the curer's and packer's standpoint it is desirable, as it can be sold without dissecting shoulders and middles or "Cumberland cut" and hams. This point was emphasized by the statement that what was known in England as "New York shoulders" are generally a drag in this market.

There may come a time when it will be utter nonsense for a Grocer to stock cigars. But—it is absolutely necessary for a Grocer to pay attention—strict attention—to his cigar trade to-day. Since competition compels you to stock cigars should'nt you stock the best your customers can afford to buy? You make no mistake when you carry

PHARAOH and PEBBLE

because they are the best cigars ever sold at the price. That fact would make little difference to you if the smokers of Canada were not aware of it. But they know that fifteen cents would fail to buy a cigar as good as *Pharaoh* and they buy it for ten; while they know and acknowledge my five-cent *Pebble* to be peerless and easily superior to most ten.

N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Mr. Grocer! There's profit in a brand of tobacco half as popular as *T. & B.* and of course it does pay to stock Canada's first favorite amongst all pipe tobaccos.

T. & B.

is something more than the best pipe tobacco to you. It will build up a paying trade just as sure as fate, because the man who pays for groceries just about decides where these groceries shall be bought.

T. & B. Sells more than Tobacco.

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

HAMILTON, CANADA

Gaythorn
has register

J. A. Bro
a fine new

McKibbor
al store, ha

J. B. Gc
has suffered

The asset

Ottawa, ha
Joseph V

has sold to
J. L. Sch

was burnt c
A. Sleep,

out to W. l
Alex. McL

of Donegal,
A. E. La

North Bay,
J. A. Vi

has sold to
Williamson

have sold to
F. Libersa

been succeed
Geo. Wood

a branch st
Eliza McC

been succeed
J. P. Gui

has assigned
George L

has sold to
Lagasse, I

tered as bak
J. W. G

Louiseville,
Stewart &

grocers, hav
The assets

cer, etc., Mc
J. O. Jun

ceeded by A
D. McLeod

has compron
Wm. Grea

is building t
store.

Jacques &
gersoll, have

fire.
The stock

& Co., groc
sold.

J. Row, A
to Wm. Cal

to farming.
Bowman &

both of St.
loss by fire.

Fred. Bar
store in Stap

ness for sale.
Crawford &

ton, grocers,
Shields & Co

J. A. Law
store at Gre

in Port Perr
W. H. Kenn

Sound, has a
of the same t

White &
another car

nia navel ora

HERE AND THERE WITH THE TRADE

Gaythorn Taylor, of Montreal, grocer, has registered.

J. A. Brown, Collingwood, is building a fine new store.

McKibbon & Heney, of Eardley, general store, have assigned.

J. B. Gough, general store, Napier, has suffered loss by fire.

The assets of the Wee McGreggor Co., Ottawa, have been sold.

Joseph Wilkinson, grocer, Toronto, has sold to Thos. Oliver.

J. L. Schneider, of Moorefield, miller, was burnt out last week.

A. Sleep, grocer, Goodlands, has sold out to W. H. Campbell.

Alex. McKenzie, cheese manufacturer, of Donegal, has sold out.

A. E. Lake, baker and confectioner, North Bay, has assigned.

J. A. Vipond, grocer, of Killarney, has sold to W. M. Roller.

Williamson Bros., grocers, Winnipeg, have sold to Lowrie Bros.

F. Libersant, grocer, of Montreal, has been succeeded by P. Charest.

Geo. Wooding, Brockville, has opened a branch store in Algonquin.

Eliza McGill, Hamilton, grocer, has been succeeded by Ella Gray.

J. P. Guilbault, grocer, of Montreal, has assigned to F. X. Bilodeau.

George Loveless, grocer, of London, has sold to George W. Knight.

Lagasse, Desparois & Co. have registered as bakers in Point Claire.

J. W. Gagnon & Co., grocers, of Louiseville, Que., have dissolved.

Stewart & Smiley, the Port Arthur grocers, have sold to A. Ferguson.

The assets of J. Pierre Guilbault, grocer, etc., Montreal, have been sold.

J. O. Juneau, Montreal, has been succeeded by Alphonse Desroches, grocer.

D. McLeod, Hammond, general store, has compromised at 60c. on the dollar.

Wm. Greaves, College St., Toronto, is building three stores beside his own store.

Jacques & McPherson, grocers, of Ingersoll, have sustained a partial loss by fire.

The stock of the estate of Barteaux & Co., grocers, of Winnipeg, has been sold.

J. Row, Avon, has sold his business to Wm. Callon. Mr. Row will return to farming.

Bowman & Cole, and Dearborn & Co., both of St. John, N.B., have suffered loss by fire.

Fred. Barton, who runs a general store in Staples, is advertising his business for sale.

Crawford & McCullough, of Brampton, grocers, etc., have sold to T. H. Shields & Co.

J. A. Law has just opened a general store at Greenwood. He was formerly in Port Perry.

W. H. Kennedy, fish merchant, of Owen Sound, has assigned to J. C. Kennedy, of the same town.

White & Co. are to-day unloading another car "Bronco Brand" California navel oranges.

Mendel Lecker, general store, New Carlisle, has been burnt out. He carried a partial insurance.

W. E. Watson, traveler for a London house, has purchased the business of J. H. Birch, Dorchester.

E. H. Wilson & Co., Markham, have been conducting their semi-annual sale with marked success.

Last week 19 permits were granted for the erection of stores in the residential sections of the city.

The Goldie Milling Co. have issued an attractive calendar. Grocers may obtain one free on application.

T. Stevens, Carleton Place, is now comfortably settled in his new store, and it looks very fine indeed.

F. E. Walker, of Mount Forest, has purchased the general store business of W. & A. Snyder, St. Jacobs.

E. & S. Atkinson, Cobalt, are now comfortably installed in their fine new store, and are doing a fine business.

The Commercial Travelers' Larder Lake Gold Mining Company, Ltd., of New Liskeard, have obtained a charter.

Laporte, Martin & Co., Ltd., Montreal, are making some good offers in teas, olive oil, canned goods and dried fruits.

T. Dexter, Cornwall, has remodelled the front of his store, and has put in four plate glass windows. The front is 40 feet wide.

P. Gorman, of Gorman & McFarlane, Douglas, has purchased a site in the village of Egansville and will erect a general store.

Owen Sound is to have a model cold storage plant at a cost of about \$40,000. W. D. Telford, M.P., is said to be interested.

Mr. McLeod, who has been manager of the Ingersoll branch of Kelly & Co., Stratford, in partnership with another

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all the Wholesale trade

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco

Biscuits. Confectionery

Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.

Warehouse, 119 St. Andrew Street

Phone 1272

Branch: 179 St. Joseph St.

Phone 2097

QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

clerk, has purchased the business of I. Kingswood, Ingersoll.

H. C. Smith, confectioner and fruiterer, of Rossland, B.C., has gone out of business.

A joint stock company is to be formed in Saskatoon, with a capital of \$100,000, for a local beef and pork cold storage plant.

E. N. Stoddart, of Stoddart Bros., Forest, has retired from the firm, and will start on April 1st for Edmonton, where he will shortly open a grocery store.

A. C. Taylor, of Sunderland, general merchant, has purchased the corner store he has occupied for some years, and purposes making very considerable improvements. A house at the side is to be added to the store and a new front is to be put in.

Jas. Rutherford, of Rutherford & Son, Bolton, has gone into New Ontario with the object of buying a store to serve as a distributing point for farm produce, of which the firm are large buyers at Bolton. Mr. Rutherford, Sr., handles that end of the business.

Archie A. Sears, of Sears & Smith, manufacturers agents, Ottawa, was in Montreal recently and called at the offices of The Canadian Grocer. Mr. Sears was looking for agencies and took back a few good ones with him.

Chas. Denne, groceries and crockery, Newmarket, has sold his store business to W. C. Howard. W. Denne will continue his wholesale produce business. Mr. Howard has engaged Mr. Hardy, who was formerly in business in Newmarket, to assist him.

B. L. Nowell, Canadian representative, Lamont, Corliss & Co., proprietors of "Peter's" and "Nestle's" chocolates, report an exceedingly large demand for these popular brands. They are making preparations for an even larger business during this season. Last year showed a material increase, notwithstanding the large number of milk chocolates now in the market.

T. H. Estabrooks, of St. John, commenting on the advance in the price of tea, states that London, Eng., firms are buying in Canada all the tea they can get. He, however, holds that his customers have first claim on his large stock, and he is not selling to London. Cheap teas are going very fast, however, and he urges his customers to act immediately to secure their requirements.

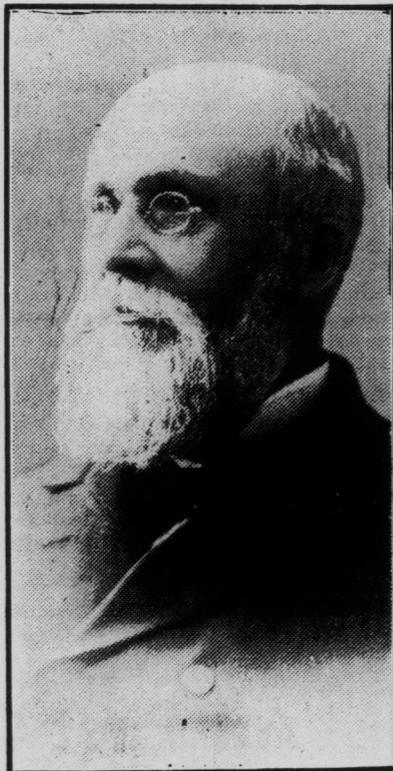
Wm. Burnet, grocer, Cobourg, has disposed of his store property to the Standard Bank, and has taken an adjoining store and is remodelling it throughout. An idea of the size of the new store can be had from the fact that the Walker Bin wall cases and shelving ordered for one side are to be 54 feet long and 36 feet of this will be fitted with Walker bins.

H. J. Wilcox, Pieton, is making improvements to his store that will give him one of the finest places of business between Toronto and Montreal. One side of his store is given over to crockery. That he is not changing. The grocery side he will refit entirely with Walker Bin fixtures. These will include wall fixtures with Walker bins, display counters, and three very handsome plate glass silent salesmen.

Crawford & McCullough, Brampton, have sold their business to T. H. Shields & Co. For the past five years Crawford & McCullough have conducted success. Their stock runs about \$60,000. Mr. McCullough will leave shortly for a new field of labor in Calgary, where he will re-enter business. His partner, Mr. Crawford, will follow him in the course of a few months. T. H. Shields & Co. have been for many years a leading business house in Brampton and have confined their attention to dry goods. In taking over the "Mammoth" which has a fine grocery department, they will enter the grocery trade and intend to stay with it.

THOMAS A. RANKINE.

The death of Mr. Thomas A. Rankine, head of the firm of T. Rankine & Sons, biscuit manufacturers, St. John,



The Late Thomas A. Rankine, St. John, N.B.

N.B., on Feb. 15th last, removed one of St. John's most venerated citizens, and one who was held in the highest esteem by all who knew him.

The late Mr. Rankine was a good and worthy citizen, who in his quiet way, filled a very important place in the community and did much good.

Despite the fact that he had passed the four score mark in years—for he was born in 1825—he retained a keen interest in the business of which he was head until death came suddenly to claim him. He was at his desk in the big Mill St. establishment the day before he died, and it was this close application to business that brought the industry to its present state of perfection and characterized his whole life.

From the time he entered the establishment as a young man—to learn the business from his father—until he was admitted into partnership in 1871 with his brother, Alexander, he applied himself with energy to his work, always looking toward the improvement and betterment of the plant and building as well as the output.

That he was successful, that is, so far as success is measured by wealth, is evidenced by the fact that he left a personal estate of about \$150,000, and a manufacturing plant that is thoroughly modern in every way.

A brief outline of the business, which was organized in 1824—nearly a century ago—by Mr. Rankine's father, Thomas Rankine, will give the readers of The Grocer some idea of the trials through which they passed before the establishment reached its present state of efficiency. Mr. Rankine, sr., came from Kincairdine, Scotland, in 1822, and was employed at Edmund Kirk's bakery on Church St., until 1824, when he and Mr. Berryman purchased the Kirk establishment, which they conducted under the name of Rankine and Berryman for about two years. He then purchased a bakery on Union St., which he occupied until taking possession of the new quarters being fitted up by him on Mill St., the site of the present building. This building, which was a modern structure, was destroyed in the conflagration of 1849. A brick building erected on the same site was destroyed by the big fire of 1877, and from its ashes arose the present substantial block. About 1890, on the retirement of Alexander Rankine from the firm, Thomas, jr.—the subject of this sketch—admitted his sons, H. C. and Frank Rankine and the business was conducted under the same name of T. Rankine & Sons.

Thomas A. Rankine, though giving close and careful attention to the affairs of the business, found time, however to devote to philanthropic and other matters. He occupied the position of president of the Protestant Orphans' Home and took a keen interest in the work. He was a generous giver to the institution, the homeless little ones finding in him a good friend. He was also a past president of the St. Andrew's Society and the old Mechanics' Institute, and was an active member of St. Andrew's Presbyterian Church. As a member of the Horticultural Society, he took a deep interest in the work of beautifying Rockwood Park and gave most liberally to this cause.

On only one occasion did he venture to try for political honors, when in 1891 he was an unsuccessful candidate for Ottawa, running on the Liberal ticket with the late P. W. Weldon and Hon. J. V. Ellis. The whole ticket was beaten. He was always active in politics, however, and was a warm supporter of Liberal principles. He was the type of citizen who by honesty and integrity, coupled with earnest, hard work, builds up an industrial monument that stands for his success.

The present price of five year of this that adv marketevious ye mained sumptior As comj livered h the Lon strongly There of advan and this the redu teas. Th help the does helj as a pe pound m ductio, cheaper The sr produced fact that getting I as a wh gardens, panies w London, at all. Fortun shows t

**PACIFIC COAST VIEW
OF THE TEA SITUATION.**

(By The Canadian Grocer's Special Correspondent.)

Vancouver, B.C., Feb. 21, 1907.

The position of the tea market at the present time is worthy of special note as probably the largest advance in price of this commodity for the past five years has occurred on the marketing of this season's crop. The reason for that advance is statistical. Ceylon has marketed a smaller crop than the previous year; India's production has remained practically stationary; consumption has been steadily increasing. As compared with stocks London delivered heavier than for years past, and the London market conditions very strongly affect the whole trade.

There has been a greater percentage of advance on low and medium grades, and this is largely accounted for by the reduction in the English duty on teas. The reduction in duty does not help the sale of high grade teas, but it does help the sale of the lower grades, as a penny or two off the duty per pound means a large comparative reduction, to the consumers of these cheaper priced teas.

The smallness of the Ceylon crop produced is due to some extent to the fact that the tea planters have not been getting profitable prices for their teas as a whole. Many of the Ceylon tea gardens, owned by joint stock companies whose capital is furnished from London, have not paid any dividends at all.

Fortunately this line is one which shows the retailer a fair margin of

profit. But from this time forward he must make up his mind to pay more for his tea. The advance will represent from 2 to 4c. per pound on all lines. However keen competition may be, the wholesale dealers must of necessity regulate their prices to the trade by following the original market. The position now is that the bulk of the purchases made by the wholesale trade this year have paid the advance.

The grower in India is the man who will benefit from the situation; and he certainly has not earned too much for his teas of late years.

The advance is continuing, and orders accepted provisionally have been cancelled, the exporters advising that they can only be accepted at present ruling prices. The course of the market for the whole season has been upward from the beginning, though the market opened last June with no indication that there was to be such a steady upward tendency.

As the Calcutta market is now closed for the season, that means that there is no more of the crop of the past season to come forward from the hands of the growers. With the stock all in hand and its bulk, as shown, materially reduced in comparison with previous seasons, the new season will surely open with reduced stocks on all hands. The outlook cannot therefore be said to be for any lower prices than at present prevailing, at least until the middle of next season's market.

W. T. Heddle, in charge of the tea branch of the W. H. Malkin Co., of Vancouver, to whom The Grocer is in-

debted for valuable information on which the above conclusions are based, speaks very conservatively, yet with great conviction, that dealers must expect to continue to pay a very considerable increase over former prices for tea. Vancouver, from her position in close touch with the Oriental tea trade, gives dealers here every opportunity to become well acquainted with the situation and many of them are able to claim fully as reliable inside information as the experts of the older tea markets of the world. Practically all the tea used in Canada is landed at Vancouver from the trans-Pacific steamers, and indeed much of that going to the United States and other countries comes this way.

A MAN OF QUALITY.

"Perhaps one of the most notable examples of what quality will do is furnished by the success of J. R. Brown, of Owen Sound," said a grocery traveler to The Canadian Grocer this week. "Mr. Brown is a very firm believer in quality. Price is with him a secondary consideration if an article has merit. He has the reputation of being one of the best posted and most successful grocers in Ontario and he never advertises special prices. He is constantly drumming on quality. Many lines of fancy groceries which are usually bought in half dozens, Mr. Brown buys in five-case lots at least. Another of his successes is in window dressing. He makes a specialty of it all the time and his usual plan is to display a single line at a time."

"UNISYSTEMS"

You may buy biscuits at seven cents a pound and sell them at twelve and think you are making five cents profit, but do you know the cost of doing business, the cost of selling your goods? If not, ask us. Better do it now.

UNIVERSAL SYSTEMS, LIMITED

8-10 ADELAIDE STREET WEST
TORONTO

14 BANK OF OTTAWA BLDG.
MONTREAL

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

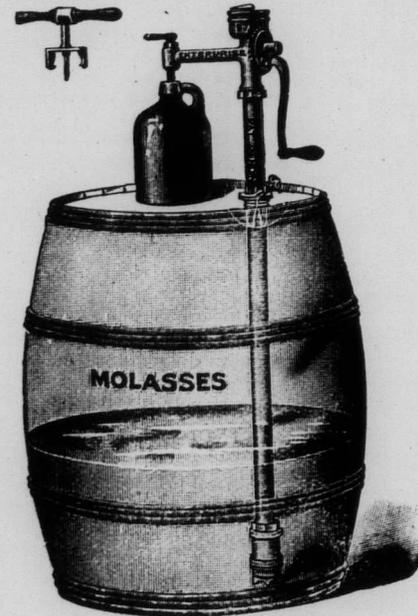
"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another *Indispensable*, to largely increase sales of dried beef, the "ENTERPRISE" **SMOKED BEEF SHAVES**, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.



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

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures



insure:

- A clean and attractive interior
- Fresh stock temptingly displayed
- Prompt and efficient service
- Satisfied and permanent customers
- A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives

Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders
Wear Longest

Grinding
Capacity

Granulating 2 lbs. per minute.



COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

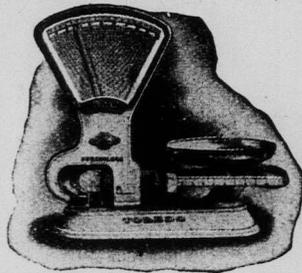
AGENTS:

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

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

TOLEDO COMPUTING SCALES

Automatic but Springless.
 The "Toledo" is a money saver because it positively stops the giving of overweight.
 A time saver because it is Automatic.
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.
 It is honest both to the merchant and customer.
 The Toledo system costs you nothing because it is paid for with the money you are now losing.
 For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.



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

The Arctic Refrigerator, made for all lines of business. We have just what the grocer needs. The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

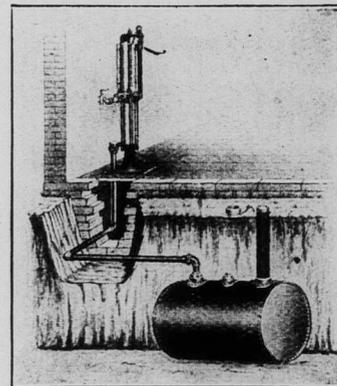
No Evaporation Means No Danger

Gasolene will not explode while in liquid form. It will remain in its liquid form until exposed to the air, when it will evaporate and form a dangerous vapor. A system of gasolene storage that prevents evaporation is a safe system.

With the Bowser, gasolene is not exposed to the air from the time it first enters the storage tank until it is used by your customer.

If you want to know how this is done, send for our catalog B. It explains the system.

S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO



Cut No. 42
 Long Distance Outfit

CONSERVE YOUR PROFITS

You can do that easily—if you do what scores are doing every week, viz., instal our

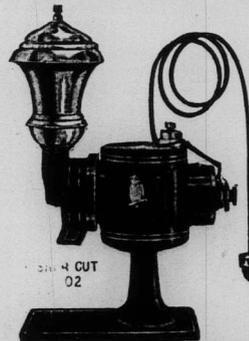
Duplex Counter Check Book

The shrewdest men in the grocery business in Canada conserve their profits that way. You see the point?

The Carter-Crume Company, Limited
 Toronto



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Beauce Brand Maple Syrup

Advance samples just received indicate that the quality is the finest in years.

Grocers who have sold this brand exclusively for years past, believing that it was impossible to improve on the quality, may be skeptical in regard to this statement. Nevertheless, the stock which is being delivered this week will prove the truth of this assertion.

Remember, that the first run sap is the best. Order now. The quantity is necessarily limited because Beauce brand, unlike any other, is produced from Maples grown in a very limited area, and we positively will not mix it with inferior grades grown elsewhere.

Our own evaporating process, which is exclusively used for the manufacture of Beauce Brand Maple Syrup, not only makes it the brightest and cleanest syrup on the market but retains and enhances the natural flavor of the maple.

If you have never handled Beauce Brand Maple Syrup we would like to get your trial order for five cases, freight prepaid to your station, this week. Prices are right, showing a handsome profit to you on value which is simply astonishing.

Packed in hermetically sealed tins, all sizes.

MacLaren Imperial Cheese Co., Ltd.
TORONTO

Quota
 The
 responsible
 Grocer, at

Cook's Friend—
 Size 1, in 2 and
 " 10, in 4 doz
 " 2, in 6
 " 12, in 6
 " 5, in 4
 Pound tins, 1 d
 12-oz. tins, 1
 5-lb. " 1 "

Diamond—
 1-lb. tins, 2 doz.
 1-lb. tins, 3
 1-lb. tins, 4

IMPERIAL
 Cases.
 4-doz.
 3-doz.
 1-doz.
 3-doz.
 3-doz.
 4-doz.

Ocean Baking P
 " "
 " "
 Borax, 4
 Cornstarch
 Freight p



ROYAL
 Sizes.
 Royal—Dime ..
 " 1 lb.
 " 8 oz.
 " 1 lb.
 " 12 oz.
 " 1 lb.
 " 3 lb.
 " 5 lb.

Barrels—When
 cent. discoun

CLEVELAND
 Size
 Cleveland's—Di
 " 1 lb.
 " 8 oz.
 " 1 lb.
 " 12 oz.
 " 1 lb.
 " 3 lb.
 " 5 lb.

Barrels—When
 cent. discoun

T. K
 Crown Brand—
 1 lb. tins, 2 doz.
 1 lb. " 2 "
 1 lb. " 4 "

Keen's Oxford, p
 in 10-box lot
 Rockitt's Square
 Rockitt's Square
 Gillett's Mammo
 Niley's "Cervus
 " "

according to

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.

March 29, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 3 and 4 doz. boxes.....	\$3 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 2 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$3 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	8-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
3-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.....	Per doz.
1 lb., 5 doz.....	\$0 45
" 1 lb., 3 doz.....	0 90
" 1 lb., 2 doz.....	1 25
Borax, 1 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case.....	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 70
4 ".....	8 ".....	0 75
4 ".....	12 ".....	0 95
4 ".....	12 ".....	1 40
4 ".....	12 ".....	1 45
4 ".....	16 ".....	1 85
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.	Per case
1 ".....	16 ".....	\$4 55

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 85
1 lb.....	4 90
3 lb.....	13 60
5 lb.....	29 35

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

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—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.....	31 65

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

T. KINNEAR & CO.

Crown Brand—	Per doz.
1 lb. tins, 2 doz. in case.....	\$1 20
1 lb. " 2 ".....	0 80
1 lb. " 4 ".....	0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
10-10-box lots or case.....	0 18
Rockitt's Square Blue, 12-lb. box.....	0 17
Rockitt's Square Blue, 5 box lots.....	0 18
Gillett's Mammoth, 1 gross box.....	2 00
Nissey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 00
according to size.....	0 00

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1 gross, 2 oz., or 1/2 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes.....	\$10.20
per gross.	

JAMES' DOME BLACK LEAD.

	Per gross.
6a size.....	\$3 40
2a size.....	3 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 05
" 7-lb. cotton bags, per bag.....	



PETERBOROUGH CEREAL CO.

Canada Flakes "English".....	\$2 85
36/10's.....	
Canada Flakes "Household".....	24/25s 5 00
5-case lots.....	4 90
Freight prepaid on 5-case lots.....	assorted.

Chocolates and Cocos.

THE OOWAN CO., LIMITED.

Cocos—	
Perfection, 1/2-lb., per doz.....	\$2 40
" 1-lb. ".....	1 25
" 10c. size ".....	0 90
5-lb. tins per lb.....	0 37
Soluble, No 1.5 and 1.10-lb. tins, per lb.....	0 18
No. 2, 5 and 10-lb. tins.....	0 18
Special quotations for cocs in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 35
Parisian 3s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" 1/4's.....	0 30
Flat cakes, per lb.....	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1/2-lb. pkgs., per doz.....	0 90
--	------

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75
--	------

Confections—

	Per doz.
Cream bars, 60 in box, per box.....	1 80
" 6 in box, per doz. boxes.....	2 25
Chocolate ginger, per lb.....	0 30
Crystallized " 1/2 lb., per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

FRY'S.

Chocolate—	per lb.
Caracac, 1/2's, 6-lb. boxes.....	\$0 43
Vanilla, 1/2's.....	0 43
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 43
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

Cocos—

	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" 1-lb. ".....	4 50
" 1-lb. ".....	8 35
Homoeopathic, 1/2's, 14-lb. boxes.....	
" 1/2's, 12 lb. boxes.....	

EPPE'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

BEMSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 doz. to case.....	per doz., \$ 90
" " " " ".....	2 40
" " " " ".....	4 75
" " " " ".....	8 00

JOHN F. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, 1/2's (for cooking).....	\$0 32
Prepared cocoa, 1/2's.....	0 30
Prepared 1/2's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " " " ".....	0 32
" No. 1 chocolate, 1/2's.....	0 28
" Navy " 1/2's.....	0 28
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's.....	0 24
" Confectioner's chocolate, 2-lb. to 3-lb.....	0 31
" Sweet Chocolate liquors, 2-lb. to 3-lb.....	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 37
Breakfast cocoa, 1/2's, 1 and 5-lb. tins.....	0 43
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.....	0 27
Caracas sweet chocolate, 1/2-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 41
Cracked cocoa, 1-lb. pkgs., 5-lb. bags.....	0 34
Caracas tablets, 100 bundles, tied 5's, per box.....	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal	
Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 28c.	

Premium chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 32c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 32c.	

Milk chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 28c.	
100 2-cent pieces in box, each.....	\$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box.....	\$1.25
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 26c.	

Diamond sweet chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " 12 " " " 1-lb. " 22c.	

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case.....	36c.
10-lb. tins, 10 tins in case.....	35c.

XXXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins case.....	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " " (10).....	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
"Eagle" brand (4 doz.).....	Cases. Doz. \$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (6 doz.).....	4 00 1 00

Evaporated cream—
"Peerless" brand evap. cream... 4 75 1 20
hotel size..... 4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)..... \$4 85
"Reindeer" brand per case (4 doz.)..... 5 50



Coffees.

	Per lb.
Mocha.....	\$0 33
Damasous.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 13 1/2

E. D. MAROEAU, Montreal.

	Per lb.
"Old Crow" Java.....	\$0 25
"Mocha.....	0 27 1/2
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " " " " 1-lb. tins.....	0 32
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

Cheese.



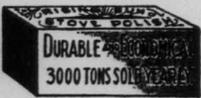
Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	" 4 50
Small size jars.....	" 2 40
Individual size jars.....	" 1 00
Imperial holder—Large size.....	" 18 00
Medium size.....	" 17 00
Small size.....	" 12 00
Roquefort—Large size.....	" 1 40
Small size.....	" 2 40

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- num Coupon bered.	Covers an number
In lots of less than 100 books, 1 kind assorted.....	4c.	4c.
100 to 500 books.....	3c.	4c.
100 to 1,000 books.....	2c.	4c.

A Guarantee that is Worth Something

RISING SUN  **SUN**
SUN **&** **PASTE**
STOVE POLISH  **STOVE POLISH**
 IN CAKES **DUSTLESS, LABOR SAVING, BEST IN THE WORLD.** IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE



FREE OR IN BOND
 Customs Bond No. 5
 Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly**

ly Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Connecting line for profitable trade

BORDEN'S BRANDS



"Eagle Brand"
Condensed Milk

"Peerless Brand"
Evaporated Cream



Every jobber sells them.
 All you have to do is to demand them.

WILLIAM H. DUNN, Montreal and Toronto
 Scott, Bathgate & Co., Winnipeg, Man. Shallicross, Macaulay & Co., Vancouver and Victoria, B.C.

(Unsweetened)

Alliso
 \$1.00 to \$3.00
 5.00 books ..
 10.00 " ..
 15.00 " ..
 20.00 " ..
 25.00 " ..
 30.00 " ..
 35.00 " ..
 40.00 " ..
 45.00 " ..
 50.00 " ..

BRUNSWICK EASY
 WISCONSIN
 Creams & Cakes

The Davidson
 E
 LAPORT
 "Vita" Pasteur

Bottles 1-oz
 " 2 "
 " 4 "
 " 20 "
 " 20 "

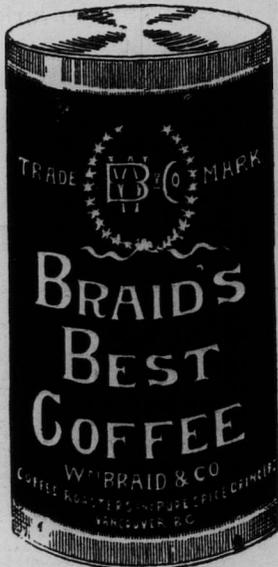
I
 Robinson's pat
 " "
 " "

Jal
 807

Frank
 Range marm
 Clear jelly ma
 Strawberry W
 Raspberry "
 Apricot "
 Black currant
 Other jams....
 Red currant jel

Compound Fru
 12-oz. glass jar
 2-lb. tins, 2 doz.
 6 and 7-lb. tin 1
 crate.....
 7 and 14-lb. wo
 30-lb. wood pall
 Compound Fru
 12-oz. glass jar
 2-lb. tins, 2 doz.
 7 and 14-lb. woo

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled. Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	5 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "

Cleaner.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & OIE, LTD.
"Vina" Pasteurized Extract of Beef.

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

Infants' Food.

Rowson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	1-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.	Per doz.
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

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 07½
6 and 7-lb. tin pails, 5 and 9 pails in case	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	0 06½
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 07½
7 and 14-lb. wood pails, 6 pails in crate	

30-lb. wood pails	per lb.	0 07
Home Made Jams—absolutely pure—		0 06½
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	\$1 60
5, 7, 14 and 30-lb. pails, per lb.		0 09 0 12

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces	\$0 10½	20-lb. tin pails	2 05
1-bbls.	0 10½	Cases 3-lb.	0 10½
Tubs, 60 lbs	0 10½	5-lb.	0 11½
Pails	2 15	10-lb.	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	\$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
" Ringed " 5-lb. boxes	per lb.	0 40
" Acme " pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40) per box		1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75	
" " 20 5-lb. cans	1 50	
" Purty " licorice 10 sticks	1 45	
" " 100 sticks	0 75	
Dulce large cent sticks, 100 in box		

Lye (Concentrated).

GILLET'S PERFUMED.

1 case of 4 doz.	per case.	\$3 50
3 cases of 4 doz.		\$3 50
5 cases or more		3 40

Mince Meat.

Wethy's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz.	\$1 40
" 1-lb. tins	2 50	
" 1-lb. tins	5 00	
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	0 25	
F. D., 1-lb. tins	per doz.	0 85
" 1-lb. tins	1 45	

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

3-lb. tins	per lb.	\$ 0 35
4-lb. tins	"	0 35
1-lb. tins	"	0 33½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 25
Old Crow," 12-lb. boxes—		
3-lb. tins	per lb.	25
4-lb. tins	"	0 23
1-lb. tins	"	0 23½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

LAPORTE, MARTIN & OIE, LTD

Minerva Brand—	
Minerva, qts. 12's	\$5 75
" pta. 24's	6 50
" 1-pt. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz.	\$1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 07
Golden shred marmalade, 2 doz. case, per doz.		1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, \$3 00.	
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.	
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.	
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.	

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	per case.	\$ 2 75
No. 2, " 120 1-lb. "		2 75
No. 3, " 60 1-lb. "		2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case	2 85	
5 cases	3 75	

Soap and Washing Powders.

GUELPH SOAP CO.

Royal City Soap (bar)	1 case.	5 case.
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 50	2 40
Crystal Soap Chips, per lb. 5c.	2 40	2 30

JOHN TAYLOR & COMPANY, TORONTO.



1-case 5-case 10-case

Taylor's best borax soap	\$1 00	\$3 85	\$3 75
--------------------------	--------	--------	--------

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	\$10 30
" black		15 30
Oricle soap	"	10 30
Gloriola soap	"	13 00
Straw hat polish	"	10 30

Starch.

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$ 0 06½
No. 1 " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, 6-lb. and kegs	0 05½
Canada White Gloss, 1-lb. pkg.	0 05½
Benson's enamel	per box 1 25 to 2 50
Ordinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
AMERICAN PURE FOOD COMPANY.	
Japanese Starch.	Case
1 case, 5 doz.	\$5 00
5 " 5 " "	4 85
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

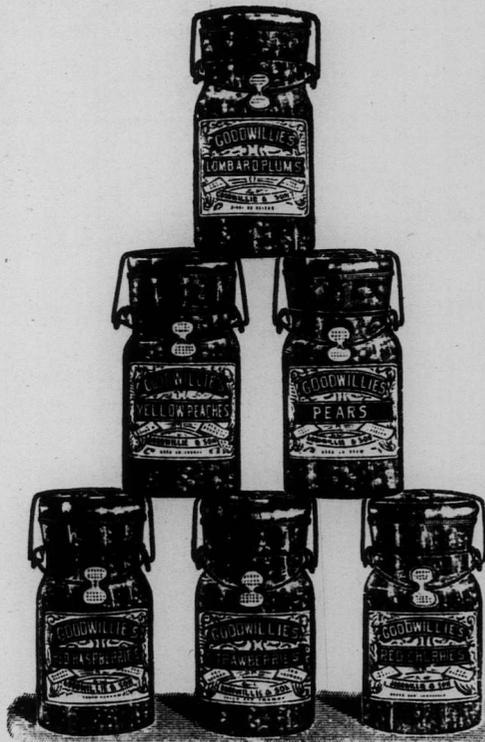
"Batger's"

Strawberry Jam has all these, and other points, also, that have made it so popular with the GROCER and the CONSUMER alike.

Try a case of 4 doz.

Strawberry Jam

Agents:
ROSE & LAFLAMME
Montreal and Toronto



The Fresh Fruits are carefully selected
.....
Their delicious flavor appeals to everybody

You should have them in stock.

Agents:
ROSE & LAFLAMME, - - - MONTREAL

Get out of the rut!

You've no doubt had trouble time and again with your match trade—

Don't have any more

Order

Our Matches

from your jobber. If he don't carry them in stock write us, we will tell you who does—

The Improved Match Co.,

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.



Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

"Majestic"

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior



to any other line marketed in Canada.

Send for a test order to-day.

Majestic Polishes, Limited

575 Yonge St.

TORONTO, - CANADA

CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.
Awonings, Tents, Rope, Etc.
Gourock Rope Exporting Co., Montreal.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodware.
United Factories, Limited, Toronto.
Weeds, Walter, & Co., Hamilton.

Calendars, Etc.
London Printing & Lithographing Co., London, Ont.

Canned Goods.
Armour Limited, Toronto.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Old Homestead Canning Co., Pict.
Turner, James & Co., Hamilton, Ont.
Windsor, J. W., Montreal.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warrington, J. N., Montreal.

Coccos and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Bearn, John, Ltd., Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestle's Chocolate, Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett, E. W. Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Egg Trays.
Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

Financial Institutions & Insurance Brodstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Halifax Fish Co., Halifax.
Loggie, W. S., & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Todd, J. H., & Son, Vancouver, B.C.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

Fluid Beef.
Bovril Limited.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Vins.
Belleville Fruit & Vinegar Co., Belleville.
Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Redlands Golden Orange Ass'n, Redlands, California.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds.
Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Kironac, Nap. G., & Co., Quebec.
Leitch Bros., Oak Lake, Man.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Bourque, T. A., & Co., Sherbrooke, Que.
Chouillou, C. A., & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, G. E., & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.
Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Hughes, A. J., Montreal.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Bathgate, & Co., Winnipeg.
Taylor, W. A., Winnipeg.
Thomas, J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.

Matches.
Improved Match Co., Montreal.

Metallic Caps.
Dodge Metallic Cap Co., Montclair, N.J.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffe, Limited, Hamilton.
Wetley, J. H., St. Catharines.

Office Supplies.
Business Systems Ltd., Toronto.
Copeland-Chatterton Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
Universal Systems, Toronto.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Gillard & Co., Walthamston, London, N.E.
Holbrook & Co., London, Eng.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal.
Lytle, T. A., Co., Toronto.
Mason, Geo., & Co., Ltd., London, Eng.
Paterson's—Rose & Laflamme, Montreal.
Taylor & Fringie, Owen Sound, Ont.

Poison, Rat
Common Sense Mfg. Co., Toronto.

Polishes—Metal.
Majestic Polishes, Ltd., Toronto.
Oakley, John, & Sons, London, Eng.
Ozo Co., Montreal.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., amilton, Ont.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
Ozo Co., Montreal.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Ewart, J. A., Toronto.
Fabien, C. F., Montreal.
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Gray, Young & Sparling, Wingham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Shrubs, Trees, Etc.
Brown Bros. Co., P.O. Brown's Nurseries, Ont.

Soap.
Canadian Castile Soap Co., Berlin, Ont.
Darling & Brady, Montreal.
Guelph Soap Co., Guelph, Ont.
Lever Bros., Ltd., Toronto.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Taylor, John, & Co., Toronto.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Ozo Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Codville-Georgeson Co., Winnipeg.
Eyring, S. H., & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Watson, Andrew, Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville.
Purnell, Webb & Co., Bristol, Eng.
Ozo Co., Montreal.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W. Co., Toronto.

INDEX TO ADVERTISERS.

Adam, Geo. & Co.	2	Empire Salt Co.	19	McGaw & Russell	2	Rose & Laflamme	8, 79
Adamson, J. T., & Co.	2	Empire Tobacco Co.	69	McLaren's "Cook's" Friend Baking Powder	inside back cover	Royal Crown Limited	13
Alexander Milling Co.	57	Enterprise Mfg. Co.	72	McLaughlan & Sons Co.	55	Rutherford, Marshall & Co.	46
Allison Coupon Co.	62	Essex Canning Co.	15	McLea, J. & R.	62	Ryan, Wm., Co.	46
American Tobacco Co.	69	Estabrooks, T. H.	73	McWilliam & Everist	60	"Salada" Tea Co.	5
Anderson, Powis & Co.	2	Eureka Refrigerator Co.	73	MacLaren's Imperial Cheese Co.	2, 74	Scott, Bathgate & Co.	4
Ashley & Lightcap	4	Ewing, S. H., & Sons	16	Magor, Frank	outside front cover	Scott, David, & Co.	46
Atlantic Fish Companies	64	Fairbank, N. K., Co.	20	Majestic Polishes Co.	79	Shallcross, Macaulay & Co.	62
Baker, Walter, & Co.	55	Fearman, F. W., Co.	44	Manitoba Canning Co.	49	Smith, E. D.	19
Balfour, Smye & Co.	17	Fisher, A. D., Co.	73	Maple Tree Producers' Association	17	Southwell & Co.	62
Bearns, John, Limited	17	Frame-Food Co.	14	Marshall, James	45	Sprague Canning Machinery Co.	51
Belleville Fruit and Vinegar Co.	21	Gibb, W. A., Co.	61	Mason, Geo., & Co., Ltd.	9	Stringer, W. B., & Co.	64
Benedict, F. L., & Co.	21	Gillard, W. H., & Co.	51	Mason & Hickey	43	Standard Broke-age Co.	7
Bickle, J. W., & Greening	21	Gillard, W. H., & Co.	18	Mathieu, J. L., Co.	17	Star Egg Carrier & Tray Mfg. Co.	21
Bowyer, S. F. & Co., Inc.	63	Gillett, E. W., Co., Ltd.	5	Methven, J., Sons & Co.	46	St. Lawrence Starch Co.	15
Bovril Limited	outside back cover	Gorham, J. W., & Co.	27	Millman, W. H., & Sons	2	Stuart, Watson & Co.	2
Bradstreet's	4	Gourock Rope Export Co.	5	Minto Bros.	30	"Sugars" Limited	22, 23
Braid, Wm., & Co.	77	Gray, Young & Sparling	54	Mitchell, H. W.	4	Symington, T., & Co.	15
Brown, Joseph & Sons	61	Greig, Robt., & Co.	11	Montreal Fruit Exchange	61	Taylor, John, & Co.	13
Canadian Castile Soap Co., Ltd.	27	Greig, Robt., & Co.	11	Montreal Packing Co.	44	Taylor, W. A.	2
Cailler's Chocolate	58	Guelph Soap Co.	13	Mooney Biscuit and Candy Co.	55	Terminal Warehouse and Cartage Co.	76
Campbell's, R., Sons	inside back cover	Halifax Fish Co.	65	Morse Bros.	76	Thompson, G. B.	76
Canada Paper Co.	4	Hamilton Cotton Co.	25	Mott, John P., & Co.	58	Tippet, Arthur P., & Co.	1
Canada Sugar Refining Co.	18	Hillock, John, & Co.	73	National Licorice Co.	8	Tobin Tent & Awning Co.	25
Canadian Canners	5	Holmes, W. G., & Co.	2	Nestle's Chocolate	57	Toledo Computing Scale Co.	73
Capstan Manufacturing Co.	43	Honeyman, Haultain Co.	2	Nicholson & Bain	12	Toronto Pottery Co.	inside back cover
Carman, Joseph	2	Hughes, A. J.	2	Nicholson & Brock	57	Toronto Salt Works	46
Carter-Crume Co.	73	Hudson, Hebert & Co.	2	Nickel Plate Stove Polish Co.	57	Truro Condensed Milk Co., Limited	49
Chase & Sanborn	19	Improved Match Co.	79	Oakley, John, & Sons	inside back cover	Truro Condensed Milk Co., Limited	49
Chouillou, C. A., & Co.	16	Ingersoll Packing Co.	49	Oakville Basket Co.	62	Tuckett, Geo. E., & Son Co.	68
Church & Dwight	56	James Dome Black Lead	24	Ocean Mills	4	Turner, James, & Co.	68
Clark, W.	46	Jarvis, C. E., & Co.	4	Old Homestead Canning Co.	6	Universal Systems	27
Codville-Georgeson Co.	43	Jones & Swan	2	Ozo Co.	24	Verret, Stewart Co.	62
Colbeck, Henry	43	Kingery Mfg. Co.	61	Park, Blackwell Co.	44	Wagstaffe Limited	19
Coles Manufacturing Co.	72	Kinnear, Thos., & Co.	14	Paterson, R., & Sons	16	Walker, Hugh, & Son	61
Colson, E. C. & Son	inside front cover	Kironac, Nap. G., & Co.	54	Patrick, W. G., & Co.	2	Walker Bin & Store Fixture Co.	72
Common Sense Mfg. Co.	43	Lambe, W. G. A., & Co.	2	Payne, J. Bruce	68	Warren, G. C.	2
Connors Bros.	65	Leitch Bros.	54	Power, B. H.	46	Watson, Andrew	62
Cote, Joseph	69	Leonard Bros.	62	Parnell, Webb & Co.	51	Watson, Andrew	62
Cowan Co.	58	Loggie, W. S., & Co.	62	Quance Bros.	51	Western Canada Flour Mills Co.	57
Cox, J. & G.	55	London Printing & Litho. Co.	11	Queen City Oil Co.	73	Wetley, J. H.	outside back cover
Dalley, The F. F., Co., Limited	11	Lowney, Walter M., & Co.	56	Rattray, D., & Sons	14	White & Co.	61
Darling & Brady	13	Lucas, Steele & Bristol	outside back cover	Redlands Golden Orange Ass'n	60	White, R. B. Co.	10
Davidson & Hay	26	Lytle, T. A., Co.	5	Retail Merchants' Ass'n of Western Canada	7, 64	Wood, Thomas, & Co.	78
Dawson Commission Co.	61	McDougall, D., & Co.	68	Robinson, O. E. & Co.	61	Woods, Walter, & Co.	45
Davenport, Pickup & Co.	3	McFarlane & Field	2			Woodstock Cereal Co.	44
Eby, Blain Co.	3						
Edwardsburg Starch	outside front cover						

**STONEWARE
JARS**



of
"every
description"
and
size.!

Special
shapes
to
order.

The TORONTO POTTERY CO.
Toronto, Canada
Write for Catalogue.



"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, ONTARIO

**THE PEOPLE OF
JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON
"CLEANER"**

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

DAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, St. and in Containers
**"WELLINGTON"
KNIFE POLISH**

JOHN DAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flat Cloths and Papers, etc.

Wellington Mills, London, England

Agents:
**JOHN FORMAN, 644 Craig Street
MONTREAL.**

**You are interested
in Something**

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms - 100 Clippings, \$ 6.00

200 " 12.00

500 " 25.00

1,000 " 45.00

Send for our Booklet which fully explains the work of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
222 Market Street, MONTREAL, QUE.
Telephone Main 1224
12 Front St. E., Toronto, Telephone Main 272

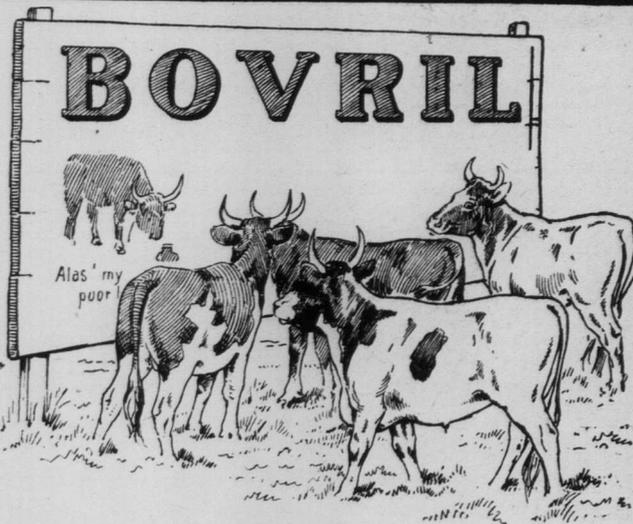
McLAREN'S



is Honest Goods and just the Thing on which to Make or Extend a Business.

The Best Grocers make a point of keeping it always in Stock.

Co. 1
Co. 2
Co. 3
Co. 4
Co. 5
Co. 6
Co. 7
Co. 8
Co. 9
Co. 10
Co. 11
Co. 12
Co. 13
Co. 14
Co. 15
Co. 16
Co. 17
Co. 18
Co. 19
Co. 20
Co. 21
Co. 22
Co. 23
Co. 24
Co. 25
Co. 26
Co. 27
Co. 28
Co. 29
Co. 30
Co. 31
Co. 32
Co. 33
Co. 34
Co. 35
Co. 36
Co. 37
Co. 38
Co. 39
Co. 40
Co. 41
Co. 42
Co. 43
Co. 44
Co. 45
Co. 46
Co. 47
Co. 48
Co. 49
Co. 50
Co. 51
Co. 52
Co. 53
Co. 54
Co. 55
Co. 56
Co. 57
Co. 58
Co. 59
Co. 60
Co. 61
Co. 62
Co. 63
Co. 64
Co. 65
Co. 66
Co. 67
Co. 68
Co. 69
Co. 70
Co. 71
Co. 72
Co. 73
Co. 74
Co. 75
Co. 76
Co. 77
Co. 78
Co. 79
Co. 80
Co. 81
Co. 82
Co. 83
Co. 84
Co. 85
Co. 86
Co. 87
Co. 88
Co. 89
Co. 90
Co. 91
Co. 92
Co. 93
Co. 94
Co. 95
Co. 96
Co. 97
Co. 98
Co. 99
Co. 100



BOVRIL

Alas my poor

A Good Display of
“BOVRIL”
 would **Attract Trade** to your store.
“BOVRIL” is always to be relied upon, and never yet disappointed a grocer, or his customer.

Wethey's
Mince Meat
 (In Cartons)

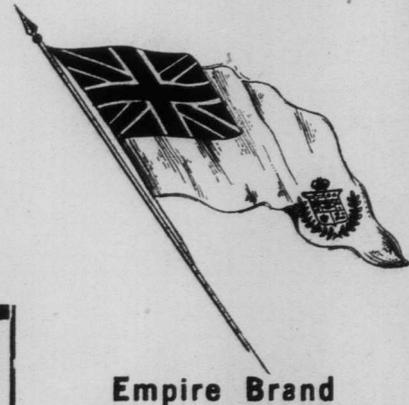
has been recognized as the standard of Canadian excellence for a quarter of a century.

PURE WHOLESOME RICH

“ONE TRY SATISFIES”

If your jobber cannot give it to you please write us direct.

J. H. WETHEY, LIMITED
 ST. CATHARINES, - - CANADA



Empire Brand



4 FREE long distance phones.
 Write—or better, wire or phone at our expense.

If you're open for **BARGAINS** step to the telephone and ring us up—(No charge to you for message.)

Something Choice In Peaches 25's.
Pears 2lb. tins.

Good Seasonable Goods
2 lines of SALMON
Pin Your Faith to “EMPIRE” SPICES

Your first order will stop your worrying for future orders. You'll only order Empire Spices.

Lucas, Steele & Bristol
HAMILTON, ONT.