

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

XXII.

MONTREAL, TORONTO, WINNIPEG, MARCH 6, 1908.

NO. 10.



COMING TO THE FRONT
AS A FAMILY FOOD—

Every grocer who is studying the interests of his
family trade is handling

Robinson's Patent Barley

Its necessity in every family makes it a profitable
line to handle.

—Write for samples and prices.
—Ask your jobber or write.

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



Lenten Requirements

During Lent there is a splendid demand for Table Syrup—It should be brought to the attention of your customers that every one loves a good Table Syrup, and the liking is particularly strong during the Lenten season.

'Crown' Brand Table Syrup

is the healthiest and most delicious product of Selected White Corn—It is so satisfying
to young and old—Offer "Crown" Brand Table Syrup *now*.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858
Works, CARDINAL, Ont.

3 Front St. East, TORONTO, Ont.

164 St. James St., MONTREAL

BIG PRIZE COMPETITION

\$5,000.00

No. 3

\$5,000.00

FREE!

To Users of

ECLIPSE SOAP,
TAYLOR'S SOAP POWDER,
GOLD SOAP and
TAYLOR'S QUICK CLEANER

The great success of our previous prize competitions has induced us to again offer a list of valuable prizes absolutely free to those persons sending in the largest quantity of wrappers of Eclipse Soap or Gold Soap, or the largest quantity of coupons enclosed in every package of Taylor's Soap Powder or Taylor's Quick Cleaner.

LIST OF PRIZES

1st Prize for	Alberta	\$25.00 cash.
1st "	British Columbia	25.00 "
1st "	Manitoba	25.00 "
1st "	New Brunswick	25.00 "
1st "	Nova Scotia	25.00 "
1st "	Ontario	25.00 "
2nd "	Ontario	15.00 "
3rd "	Ontario	10.00 "
1st "	Prince Edward Island	25.00 "
1st "	Quebec	25.00 "
2nd "	Quebec	15.00 "
3rd "	Quebec	10.00 "
1st "	Saskatchewan	25.00 "

A prize of \$25.00 cash free to the person who sends in the largest number of wrappers on coupons residing in each Province in Canada. The rest of the competition is open to anyone in Canada.

50 prizes of ladies' or gentlemen's 14k. gold filled watches, fine jewelled movement, guaranteed.

50 prizes of ladies' or gentlemen's silver watches, accurate time-keeper, guaranteed.

10 prizes of \$5.00 cash each.

100 prizes of handsome pieces silver plate.

5,000 prizes consisting of silverware, cutlery, perfume, books, games, jewellery, ornaments, pictures and other handsome prizes.

Mail your Wrappers to John Taylor & Co. Competition 531 Front St. E. Toronto.

This No. 3 Prize Competition ends November 2nd 1908.

If not in stock, order now.

Eclipse
Soap



Gold
Soap



Taylor's
Soap Powder



Taylor's
Quick Cleaner



One Aim In Life

**The Packers of the "Tyne" Brand
of Fish aim only to produce the
best there is in Canned
Scotch Fish.**

¶ The Shiels Ice and Cold Storage Company have no other ambition than to excel in their one particular line as canners of "Tyne" Brand—Kippered Herring, Herring in Tomato Sauce, Bloaters, Fresh Herring. They are specialists—all effort is concentrated on doing one thing best. The canning of Fish is not a side line—but pack nothing else.

Fish and only Fish

from one year's end to another. Every tin they use is seamless—the contents are absolutely free from outside influence from the moment the can is sealed. No deterioration is possible from the original clean, high-grade, carefully packed product. The "Tyne" brand is superior from every point of view.

ARTHUR P. TIPPET & CO., Agents.

*8 Place Royale,
MONTREAL.*

*84 Victoria St.
TORONTO.*



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

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

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW

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

ELSON & WHITLOCK
MOOSE JAW, SASK.

Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.

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

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN

Box 1036, - REGINA

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

TORONTO.

"Remember if you do
not trade with us, we
both lose."

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

"EXCELSIOR"
MAPLE SYRUP
COMPOUND

Wine Quarts. In Stock.

Anderson, Powis & Co.
Agents

15 Wellington Street East, 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.

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers

29 Melinda St., Toronto

Many Good Lines Lie Dormant

On Grocers' Shelves

Keep Yours on the Move

by appointing a

Working Resident Salesman and
Advertiser

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

Getting Started Right

If you want to make money on your fish business during the LENTEN SEASON you should get our quotations on all kinds of

FISH

Scaled Herrings
Freshwater Herrings
Labrador Herrings
Imperial Boneless
Pure Cod, 1 lb. blocks
Skinless Cod

**WE
ARE**

Our Prices are Right

MAKING special quotations on all kinds of

Canned Fish

Clams
Haddies
Herrings
Lobsters
Oysters
Salmon
Sardines
Shrimps

EBY-BLAIN, Limited,

Wholesale Grocers,
TORONTO

Popular and Profitable

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

Blue Ribbon Tea

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

THE BLUE RIBBON TEA CO.
Montreal and Toronto

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

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

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

M. B. STEELE
Wholesale Commission Merchant
and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

F. G. EVANS & CO.
Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

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

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

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

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

Are you interested in any of the
lines that are advertised?
A Post Card will bring you price
list and full information.
Don't forget to mention Canadian Grocer.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

This space \$15 per year

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

This space \$15 per year.

...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.

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HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

W. G. S. IRVING, Gen. Man. Western Canada, Toronto.

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

BASKETS

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

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

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

TEA;

Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

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

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of
Price \$2.00 Postpaid
12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, - TORONTO, CAN

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.

SPECIAL PRICES

ON

CHICKEN, Simcoe Brand

CHICKEN SOUP, Simcoe Brand

PLUMS, Globe Brand

FAULTLESS PEAS, Aylmer Brand



DON'T MISS THIS

Not at all "Mussed up"—but
all Clean and Sound!

WHEN YOU SELL YOUR CUSTOMERS

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

your customers are delighted with the purchase as soon as the top is off the can. The contents smell so sweet and good, and look so clean and appetizing that they fairly make your customers' mouth water. And when those contents repose in a dish on the dainty housewife's table, the husband of the dainty housewife starts right out to shower praises on the grocer who supplied Old Homestead Brand. That's the kind of thing which

CREATES FOR YOU THE COME-
BACK-FOR-MORE-OLD-HOMESTEAD-
AND-OTHER-THINGS-CUSTOMERS

Your jobber can supply Old Homestead. Ask him to send some.

The Old Homestead Canning Co.
PICTON, - ONTARIO

Fac

delicious
Then b
drinking
pays yo

ee
C

R. PA
AGE



Essex Tomatoes

are favored with unusual soil and climate, and are all vine-ripened. We offer a ready market to any grower whose product comes up to the high standard we have established. The result is the exceptional quality of our canned Tomatoes and Tomato Catsup. We tap the heart of Ontario's famous farming district and the best that grows comes to us logically and naturally.

The first can of any Essex product must recommend the second. Ask for special quotations.

The
Essex Canning and Preserving Co.
Limited

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

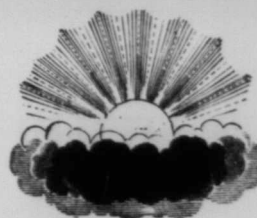


The Proof of the Coffee

IS IN THE TASTING. Indulge yourself with a cup of "CAMP." Prove its delicious flavour, its refreshing and invigorating properties. Then be assured that this Coffee, which is so well worth drinking, sells easily and quickly, pleases your customers, and pays you a handsome profit. There's something in that!

"CAMP" Coffee

Sole Manufacturers—
R. PATERSON & SONS, Coffee Specialists, Glasgow
AGENTS—ROSE & LAFLAMME, MONTREAL



"Sun Burst" "Non-Pareil"

Kentucky Edible Oils Winter Pressed

Highly recommended by the **Leading Chefs and Bakers.**

Guaranteed under the Pure Food Act.
On sale at all **up-to-date wholesale grocers.**

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., MONTREAL



National Licorice Co.
Brooklyn, N.Y.

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

Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent.

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

Molasses

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

Molasses

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

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

Gingerbread Brand Molasses—

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

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis, - -	Quebec.	William Forbes, - -	Ottawa.
C. DeCartaret, - -	Kingston.	Geo. Musson & Co., - -	Toronto.
J. W. Bickle & Green'ng, -	Hamilton.	G. H. Gillespie, - -	London
Carman Escott Co., -	Winnipeg.	R. G. Beddington & Co., -	Calgary
Tees & Peerse, -	Edmonton.	Wilson & McIntosh, -	Vancouver

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia



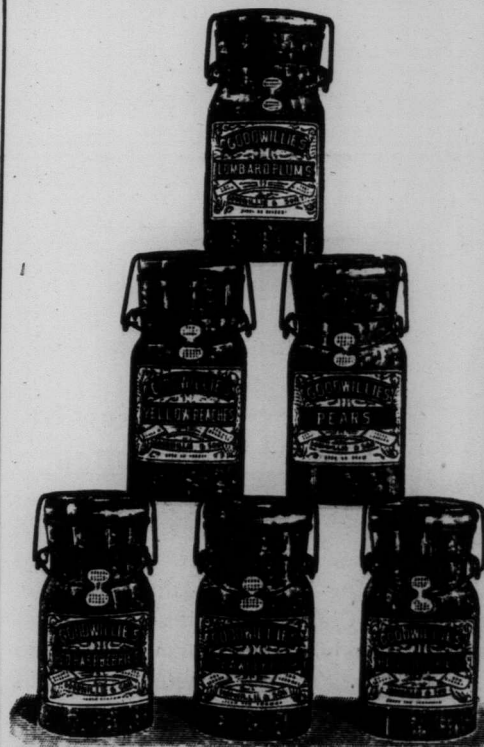
ECONOMY

is successfully combined
with high quality in

**PATERSON'S
WORCESTER
SAUCE**

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

ROSE & LAFLAMME,
Agents, Montreal and Toronto.



The
Fresh
Fruits
are
care-
fully
selected

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

You should have them in stock

Agents :
ROSE & LAFLAMME, - MONTREAL

TO THE TRADE:
ARE YOU STOCKING
CEYLON TEA?
IF NOT, WHY NOT?

Are you not aware of the fact that it is
Rapidly Displacing other
Teas Here, as Abroad?

CONSULT THESE FIGURES:

IMPORTATIONS OF CEYLON TEA INTO NORTH AMERICA

1902.....	14,572,747 lbs.
1906.....	22,769,876 lbs.
1907 (Est.)	Over 24 Millions of Lbs.

CAUSES OF WONDERFUL GROWTH IN FAVOR:

Superior Flavor
Superior Stimulating Powers

Your customer could afford to buy of you a Ceylon Tea of twice as high a grade as any other; the cost per cup would be no more because Ceylon will make two to any other's one. Besides, shrewd merchants have observed that Ceylon boosts all their trade; consumers take its excellence as an earnest of all their goods.

We Believe

we have the finest values in

COFFEES

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Manufactured by

THE CANADA SUGAR REFINING CO.

LIMITED

Montreal

"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.

I OFFER

For Prompt Shipment

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

PARTICULARS AND PRICES FROM

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL




**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases

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

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont



**GREIG'S
WHITE SWAN COCOANUT**


Featherstrip—Shredded—Dessicated

In PACKAGES, BOXES, PAILS and BARRELS

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

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

THE ROBERT GREIG COMPANY, Limited - - TORONTO

GREIG'S White Swan BRAND 

BETTER VALUE FOR YOUR MONEY

In order to sell right you must buy right. And lots of progressive grocers consider that right buying should include orders for our

- PURE**
- FRUIT JAMS**
- TOMATO CATSUP**
(made from whole tomatoes)
- CIDER VINEGAR**

That's the opinion of those who have tried these lines.

May we send you our Price List?

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

BELLEVILLE, - ONTARIO



**THEY
LOOK
LIKE
THESE**



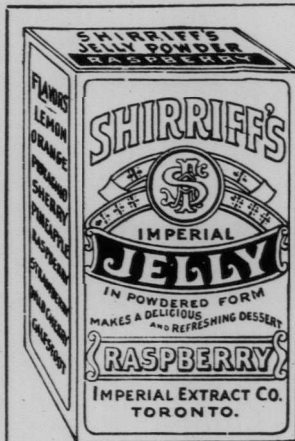
— IT PAYS —

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

HAVE YOU ORDERED YET ?

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

Waterloo, - Quebec



Not Shelf Ornaments — But Sellers

What's the use of Jelly Powders which look very pretty on the shelves, but haven't enough quality in them to sell? Make sure of genuine value, of real, quick-selling jelly powders, by handling

Shirriff's Jelly Powders

WRITE TO-DAY FOR PRICES!

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



Naptho
SOAP
MADE IN CANADA

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

Sell soap that maintains its standard and gives satisfaction.

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

STOCK THE BEST.

"KIT"

COFFEE

IS
BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

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

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

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.



JAPAN TEAS

TO CANADIAN JOBBERS :

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

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

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

IF YOU NEED HELP

25

Words

Similar to This Ad.

WANTED—Responsible salesman selling to retail grocers to handle sideline paying an A1 commission; no sample to carry; circulars only. Address Box 178 CANADIAN GROCER, Toronto.

25

Cents

1
CENT
A
WORD

1
CENT
A
WORD

USE WANT ADS

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

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

TALKING ABOUT THAT PROPOSITION !

A good many grocers have written us in regard to the proposition we had—showing how you can make money by handling our high-class Toilet Soaps.

But we want to hear from still more, from *YOU*. It is to your advantage to at least inquire about this, so drop us a postal to-day.

SAVONS FRANCAIS

G. PAGUELO, Manager

Factory: 1653 Notre Dame St. E. Offices: 225 Coristine Bldg.
MONTREAL

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

Our Matches

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

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

Write for Particulars.

The Improved Match Co. Limited

Head Office: BOARD OF TRADE, MONTREAL. Factory: DRUMMONDVILLE, P.Q.

Smash the Freight Bills !

They kill profits. No man running a grocery to-day can shoulder big freight bills and succeed. Do not run the risk of failure by purchasing in Montreal, Quebec and outside places when we can supply you with **all** your needs at **better** prices than those quoted by houses in other places.

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.
Proprietors of “DUCHESS” Brand Goods.

Purity the Order of the Day!

The demand for absolute purity explains the great and ever-increasing success of

E.D.S. Brand Jams and Jellies



People have lost the taste for adulterated articles, and are demanding purity. The government analyst has declared that E.D.S. Brand is absolutely pure.

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

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



It is only a record of fact to say that in

STERLING BRAND PICKLES

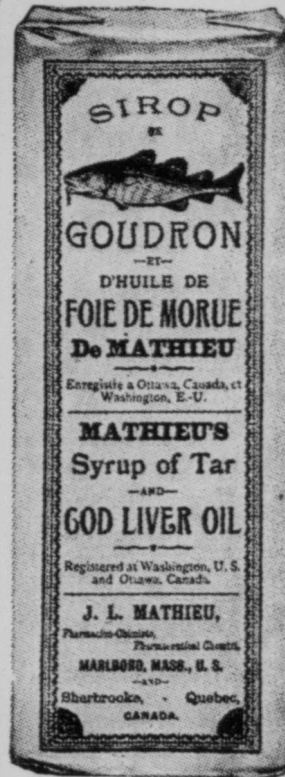
is found a pickle that will measure up to the most exacting requirements of the grocer's most exacting customers. In our new factory we are better than ever prepared to meet the constantly growing demand for the pickles, relishes and marmalades that bear the name Sterling.

Order from your jobber or send direct to ourselves. Note the new address.

The T. A. LYTLE CO.

Sterling Road, Toronto. Limited

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



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine.

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

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

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

Just look over your stock and send us your order.

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

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

E. NICHOLSON

CODES
ABC 4" & 5" EDITION
WESTERN UNION
ARMSEYS 1901

WINNIPEG

CABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
EDMONTON

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EDMONTON

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Nicholson & Bain
WHOLESALE
COMMISSION MERCHANTS
AND BROKERS.

BANNATYNE AVE EAST
TRANSFER TRACK

EDMONTON BRANCH NICHOLSON & BAIN
CALGARY BRANCH NICHOLSON & BAIN

Winnipeg, Man.

Rolled Oats and Oat Feed

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

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

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

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

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

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

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

NEW IN CANADA

JELL-O The Dainty Dessert

—Also—

JELL-O ICE CREAM POWDER

For making Ice Cream.

PAYS GROCERS 33 1-3 per cent PROFIT

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

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

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

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

CURRANTS

" SOMERSET "
BRAND
Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

TODHUNTER'S
 THE STANDARD FOR COFFEE DRINKERS
 THE BEST TONIC FOR BREAKFAST A LUXURY
EXCELSIOR
 OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS. SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE
COFFEE
 TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS TORONTO

THE CANADIAN GROCER

Diamond Blend Coffee

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

“DIAMOND E” MEANS PROFIT

S. H. EWING & SONS, MONTREAL

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

MAPLE SUGAR

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

P. J. GIRARD
RICHMOND, - QUE.

Make Money MAPLE SYRUP 68c. Per Imperial Gal.

We guarantee this Syrup to be a pure Maple and Cane mixture.

Freight paid on orders of ten gallons and over to points in Ontario. Sample if you

L. G. ROSS
57 Front St. E., - TORONTO

MEGS

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



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. \$2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, \$1.00 per bottle. Cures Varicose Veins, Varicocele, Hydrocele, Strains, Bruises, stops Pain and Inflammation.
W. F. YOUNG, P.O. F., 204 Monmouth St., Springfield, Mass.
Canadian Agents: LYMAN BONS & CO., Montreal.

Persons addressing advertisers will kindly mention this paper.

Sanitary Cans

FOR HAND FILLED GOODS

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

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND
GOODS OF STRONG ACIDITY

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

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

Write for Samples

**SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO**

ACME CANS

MADE OF

EXTRA COATED TIN PLATE

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

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

Before placing your order
secure samples and prices
from us.

ACME CAN WORKS
Montreal

HIGH GRADE EMBOSSED CAN LABELS

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

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Open-Top Cans

(sometimes called sanitary cans)
of Norton make are fluxed and sol-
dered on the outside. The side
seams are locked—not lapped—so
that neither solder nor flux comes in
contact with the goods. And the
enamelled or lacquered can for high-
ly colored or strongly acid goods has

No Burned Streak on the Inside

Prices and Samples on Application.

The Norton Manufacturing Co.
HAMILTON

THE CANADIAN GROCER

FISH

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO



THE A1 SAUCE

*A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."*

*Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.*

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.
MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.
LIMITED

Cables—BOYD, TRINIDAD.

All Codes Used.

BOYD & CO., TRINIDAD, B.W.I.
Late Watson, Boyd & Co.,

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

The Syrup Season Is On!

We Lead With

Red Label Imperial Maple Syrup

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

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

LOOK AT OUR PRICES :

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

Maple Sugar—Guaranteed Absolutely Pure—just as advertised.

Read Bulletin No. 140, issued by Inland Revenue
Department. Not one sample found to be adulterated. We have picked out an
extra light colored sugar to sell you this season.

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

Imperial Syrup Co., Montreal

LEA'S

The Pickle with the
Home-Made
Flavor

PACKED BY

The **Lea Pickling & Preserving Co.**
Limited

SIMCOE, - ONTARIO

WE are making a specialty of our 30c. and 40c.

"MELAGAMA"

TEA

Possibly you are wondering why your TEA business is not increasing as rapidly as it ought to.

Perhaps one reason is that you are not selling "MELAGAMA TEA" and your neighbor is, or possibly you are not procuring the best available BULK TEAS.

We want to lend you a helping hand by offering you our services as EXPERT TEA BLENDERS.

We have had over thirty years' experience in handling nothing but TEA.

We carry continuously over one hundred lines of Bulk Teas to select from, send to the old reliable or see our travellers for samples and quotations, before placing your next order.

We are now booking Fall orders for our special brands of Earl of Minto Japans.

All "MELAGAMA TEA" at delivered prices.

For prices on "MELAGAMA TEA" see last page of this issue.

MINTO BROS.

DIRECT IMPORTERS

Toronto and Buffalo

**QUAKER
CANNED
GOODS**

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

The

75 F

B



Th

H

THE CANADIAN GROCER

THE WORLD'S BEST COFFEE IS

Lipton's

Stands to reason---doesn't it?

The Greatest Tea Merchant in the World cannot afford to
sell anything but the finest coffee

LIPTON'S COFFEE

WRITE FOR SAMPLES

Thomas J. Lipton

75 Front St. East,

TORONTO

BIG PROFITS

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



2 in 1

SHOE POLISH

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

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

GET

Balmoral

scotch

MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

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

WHEREVER THERE ARE

DOGS, CAGE BIRDS, POULTRY

SPRATT'S PATENT

Dog Cakes, Bird Seeds,
Parrot Food, Poultry Foods

SHOULD BE STOCKED.

GOOD ADVERTISING MATTER.

ATTRACTIVELY PACKED.

EASILY HANDLED.

PROFITABLE.

KNOWN.

Write us: **24-25 Fenchurch St., London, ENGLAND**
for illustrated trade list. We will then correspond with you and use our best efforts
to assist in the development of trade.

Small stocks carried at our store:

13 St. Therese St., St. Gabriel, Montreal.

**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 CANADIAN GROCER

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

Tartan

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

SIGN OF PURITY

BRAND

"Tartan" Strawberry Beets

FINE FOR SALADS.

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

Special value in Shelled Walnuts, Bordeaux and Sherbertes,
perfect halves and broken.

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

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

REMOVAL

*Our St. Peter Street Stores will be closed FRIDAY and SATURDAY
6th AND 7th OF MARCH.*

OUR NEW OFFICES AND WAREHOUSES

662 to 668 St. Paul Street,

**a few doors west of McGill St., WILL BE OPENED ON
MONDAY, the 9th of MARCH, for all business purposes.**

We cordially invite the trade to call and take advantage of the
EXCEPTIONAL BARGAINS which we shall offer them.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors,

MONTREAL

It's the Standard

and hence the saying "As Pure as Windsor Salt"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that much sought for pinnacle that entitles the makers to justly claim it "best."

☞ To-day it is the Standard Salt from which comparisons are made when some one is trying to sell an inferior product—something "just as good." The purity, whiteness, dryness, and free-running qualities of Windsor Salt are almost proverbial. "It's the Standard"—isn't that enough?

CANADIAN SALT CO., LIMITED
Windsor, Ont.

SPECIAL

For This Week
Choice Eastern Township
Dried Apples

and

Choice Evaporated
Apples

Also full line of fresh, and salt fish for Lent. Order at once.

S. J. CARTER & CO.

WHOLESALE GROCERS

58 MCGILL ST., MONTREAL

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas

Coffees

Raisins

Currants

Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

Established 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular. With this issue we show our sewing department where

“PANSY” BROOMS

are sewn. Up to this point machinery does not figure very largely in the manufacture of brooms, but the selling qualities of a broom depend very largely on the care and the skill used in sewing and the best work can only be done on up-to-date machines.

The making of “PANSY” Brooms



SEWING ROOM

20 years ago we introduced the first steam power broom sewing machine into this country.

To-day our factory is equipped with the most up-to-date machines each with its expert operator turning out brooms at the rate of a four string broom every minute.

Twenty years ago we purchased the Canadian patents on what was then the latest thing in sewing machines, since that time we have kept our sewing machine equipment up to the last minute. We have not hesitated to relegate to the scrap heap machines in perfect condition when something better has come along. We have discarded better machines than most factories are equipped with.

We manufacture all kinds of Brooms and Whisks.

H. W. Nelson & Co., Limited

Office and Warehouse :
92 Adelaide St. W.

Toronto, Ont.

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

We Are All Creatures of Habit

are living to-day much in the same way as we spent yesterday, until some unusual event turns up—makes us do a little readjusting like the housewife at Spring cleaning. This unusual happening has come about in the tea trade. Planters have been growing too much tea since about 1895 so that merchants have been giving their customers some good values at very low prices—wonderful when one remembers that a tea bush on the average only produces about 2½ ounces of made tea per year (say six bushes yield a pound). As a result of low prices planters in Ceylon have been interplanting their tea with rubber and in the next two or three years it is estimated that the land under tea cultivation will be decreased by 50,000 acres, all in the low grade districts. In addition tea consumption has increased; foreign markets alone, which in 1900 took only fifty-five millions from India and Ceylon, in 1907 took one hundred and twenty million pounds. The present high prices for tea are the result, and with a decreased acreage and increased consumption a return to the low range of prices of the past ten years seems improbable. The merchant who keeps these two facts before him and abandons the pushing of the sale of his lower priced teas, and commences now to put his selling energy behind the better grades, is sure to win out in the long run. Recommend your customers to buy 40c. tea, there has been no advance in price of this grade, and the better quality will soon bring you repeat orders.

SELL RED ROSE BLUE LABEL

Retails at 40c.

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

BRANCHES:

TORONTO: G. H. CAMPBELL, Manager, 3 Wellington Street, E.
WINNIPEG: F. G. WALKER, Manager, 315 William Avenue.

It pays to have proper connections in

The West

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

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

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

WINNIPEG, MAN.

DON'T FORGET

This Is Marmalade Month!

We have just received another car of fancy bitter oranges at very moderate prices. We are also making a special drive this month on Florida Celery packed by Chase & Co.

GIVE US YOUR ORDERS

The Montreal Fruit Exchange

J. F. McLean, Proprietor

195 McGill St., - - Montreal

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

SARDINES

cases 100 tins, key openers

NORWEGIAN

The original "Crossed Fish" brand.

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

French, Portuguese, Spanish, English

"F. Francois & Co." $\frac{1}{4}$ flat, white tins, brass labels,		\$ 7.00 per case
"F. Francois & Co." $\frac{1}{2}$ flat, white tins, brass labels,		10.00 per case

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

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

Terms: Net within 30 days without discount.

HUDON, HEBERT & CO.
MONTREAL LIMITED

The most liberally managed firm in Canada.

We Aim Straight and Hit the Target

Anybody can take a gun and shoot by simply pulling the trigger. There's nothing in it except noise.

It is the same when you hear the bang of some houses firing off bargains (?) They simply let fly on the chance of a stray shot hitting a buyer. We always aim straight for a certain target.

The increased trade for our famous brands of teas "**Maybell**" Ceylon Orange Pekoe up-to-date this season is over 100 per cent. over same period last year. This is evidence that the quality of this tea and the moderate price that we charge has convinced dealers throughout Canada of its extraordinary value. If you have not already tried this tea we request a trial order. "**Maybell**" is a registered brand and it is always of the same high standard. Price **19c.** per lb., F.O B., Toronto, in $\frac{1}{2}$ chests of 50 lbs. each.

We also control the following brands in America :

Ceylon

"Myrtle" Green in $\frac{1}{2}$ chests, price **21c.** lb.
 "Peerless" Broken O. Pekoe " " **29c.** "

Japan

"Iris" Half-chests - - - **19 $\frac{1}{2}$ c.** lb.
 "Golden West" Half-chests in 40 lb. boxes **32c.** lb.
 (beautiful style and extraordinary quality.)

We request a trial order for any of the above brands, knowing that you will be as thoroughly satisfied as our many customers. This is a department of our business to which we give special attention.

Canada Brokerage Co., Limited
 9 Front St. East, TORONTO

OU
 J
 QU
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 years,
 Salm
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 ing Qu
 letter.
 Frazer
 to-day
 It is
 Order
 202 M



Aetna Self-Heating Soups

Our travellers have the best **Seasonable Snap** on the market
to-day in **Self-Heating Soups**.

Ask them. If they do not call enquire of

JAMES TURNER & CO.
Hamilton, Ont. LIMITED

QUAKER SALMON

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

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

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

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

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

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs,
Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission
we get best possible price and
make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 852

The London Grocers' Banquet

Wisdom, Wit and Humor From the First Annual Function of the Local Retailers' Association—A Most Successful Affair Arranged by a Prosperous Organization.

What an enthusiastic lot of grocers they have up there in London. There's one town in Canada where they are not missing the best things in either business or social life and this was strongly evidenced at the annual banquet—the first, by the way—of the Retail Grocers' Association in the Tecumseh House, London, on Thursday evening last, Feb. 27. The function showed, too, in a most striking way, the benefits of organization.

The London Association is, without any doubt, one of the largest and most progressive in Canada. Witness the fact that a hundred and fifty grocers, with a few guests, a mighty good representation of the trade in the city, sat down that evening to a dinner that was well worthy of the association.

And what a lot of good fellows they were. The association has certainly done a good deal in the promotion of good feeling among the knights of the scales and scoop in London. One would never imagine that those jolly chaps sitting there like old-time friends, would be bucking against one another good and hard next day along business lines.

What the dinner proper was may be readily judged from the menu reproduced herewith. The wholesale trade of the city was pretty well and humorously represented in the captions given to the various courses.

The Toast List.

After everybody was comfortable and the "weeds" were going well President Harry Ranahan, who presided gracefully as toast master during most of the evening, set the ball rolling by welcoming the guests and speaking of the aims of the association. A toast to the King was drunk, and then the president, after proposing "Canada, Our Home," called on Col. A. M. Smith to respond.

Col. Smith, in an appropriate address, avoided referring to Canada's glorious and much-talked-of resources in favor of emphasizing a need for a policy of defence for this heritage of ours. He declared that we should be in a position to adequately defend all our possessions and advocated progress along the lines of preparation by additional military equipment and instruction. "Canada will never lie down to be kicked by a bully," said Col. Smith. "While preserving our loyalty to the Empire, we must gain further control over our own affairs and stand responsible for them."

"To-night is the anniversary of Paardeburg" said Col. Smith in closing. "Our London boys served there, and I would like to ask for three cheers in celebration of that great victory." The cheers came in mighty volume, and the

appropriate reference was deeply appreciated.

The Wholesalers Talk.

After a song by E. J. Ryan, treasurer of the association, President Ranahan proposed the toast "The Wholesale and Mercantile Interests of London," and called on three of the leading wholesalers of the city to respond.

Moses Masuret, of M. Masuret & Co., was in particularly happy mood and gave a characteristically humorous address. Referring to the days when he entered the grocery business fifty years

MENU.

Ranahan Points.

SOUP.

Potage a la Edward Adams.

RELISHES.

Gorman Olives. Celery.
Eckert Walnuts.

FISH.

Boiled Weakfish a la Lind.
Pomme Kerrigan.

ENTREES.

Sweetbread Pattie a la A. M. Smith.
Elliott Marr Peas.
John Garvey Punch.

ROAST.

Masuret Chicken on Scandrett Bros. a la C.P.G.
Escott Potatoes.
Cleghorn Spinach.
Sunlight Salad.
Deep Apple Pie. Perrin's Sauce.
Shaw's Ice Cream
Christie's Cakes.
Steele's Bananas.
Mountjoy Oranges.
Wilson Cheese. McCormick Wafers.
Todhunter Coffee. Boyd Tea.

ago and when, as he said, "Golly, I grew like Topsy," he told of the old way of doing business. He chose the grocery business, he said, "because it seemed so easy to be good in," and becoming half serious for a moment, spoke of the association as a means of improving questionable old-time conditions. "Morals can't be bought on margin," he said. "They must be cash down."

"In the old times there were none of these jolly travelers," said Mr. Masuret, becoming humorous again, "who come in and get their own customers. I went out of business ten years ago," he said, "because I had no customers. The travelers had them all."

In closing, Mr. Masuret suggested several ways in which the association could

be useful to the members of the trade and propounded rather a novel epigram when he likened the grocery business to Scotland, because there are no Jews in either.

John Garvey expressed himself as believing that the very evident success of the Retail Grocers' Association augured well for the business interests of London. "There are no two interests in the trade," he said. "The interests of wholesaler and retailer are one and they should work together."

Mr. Garvey thought retailers, generally, were not making the profits they should and advocated a standing together by means of the association for satisfactory prices.

John M. Dillon, of A. M. Smith & Co., said the prosperous looks on the grocers' faces were an evidence of a good year of business. He thought London grocers did get pretty fair prices and were more harmonious and kept the trade on a higher level than in the majority of Canadian towns.

After a song by "Tom" Ranahan, Mayor Stevely was called to respond to the toast "The Corporation of the City of London."

Mayor Advocates Union Picnic.

The Mayor, who by the way, was given a rousing reception, referred to the local grocers as a fine body of business men, who, he said, were indeed a credit to the city. Enlarging on some of the attractions of the city, he spoke appreciatively of the Wednesday half-holiday picnics the grocers held last summer and suggested the idea mentioned in these columns a couple of weeks ago, that a monster picnic of Western Ontario grocers be held in London during the coming summer. The idea was received with a good deal of enthusiasm.

"Our Manufacturers."

"Our Manufacturers," was replied to by Mr. Knight, of Lever Bros., Toronto, and R. C. Eckert, of Gorman, Eckert, London.

Mr. Knight said he was glad to meet those who distributed "Sunlight" for his firm, and regretted that he had not the opportunities of the travelers for getting among the retailers. He felt that he was studying his own interests when he was considering those of the retailer, and suggested that comment and criticism of goods from the retailer were always welcomed by the manufacturer.

Mr. Eckert went back to his old days behind the counter, in a humorous way, and then referred appreciatively to the trade of to-day in London. "It is on a

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good basis," he said, "and I am proud of it."

The City Travelers.

The nice points of the London grocers were brought out again in reply to the toast, "Our City Travelers."

"There is no town in Canada with a more admirable lot of tradesmen," said William Turnbull, of Edward Adams & Co., who is the oldest traveler in the city. "It is only a pleasure to call on them. They treat us courteously and do not waste our time, and," continued Mr. Turnbull, "the outside travelers tell us the same thing." Continuing, Mr. Turnbull spoke of the grocer as a philanthropist and said that no other class of business men give so much for charity or are of so much help in times of financial stress. "There is no trade," said Mr. Turnbull, enthusiastically, "to which we as grocers need to take off our hats."

Speaking of some of the incidents of the business, Mr. Turnbull characterized present cutting and swearing as a weakness and said that no good grocer would do it. He made a plea for high-

The Grocer Gets in a Word.

Mr. Moore congratulated the members of the association on the success and the good work done by the organization. Speaking of the good feeling evident among the members, he compared the association to a family of brothers and evoked some amusement by suggesting President Ranahan, one of the youngest members of the organization.

In advocating a wider work than the association was now doing, Mr. Moore asked the opinion of the London grocers as to the formation of a Provincial Retail Grocers' Association. He spoke of the success of similar organizations in the United States and in different trades in Canada and urged consideration of the project. The London association, being one of the largest and strongest in the province, could be a large factor in carrying forward the suggested movement. In conclusion he supported the suggestion for a union picnic of western Ontario grocers at London during the summer and proposed that some action might be taken in this important matter then.

The Association Itself.

One of the most popular toasts, naturally, was that to the "London Retail Grocers' Association." This was replied to by three of the leading members.

R. J. Donaghy, who was, by the way, chairman of the banquet committee, extended a hearty welcome to the guests and spoke of some of the helpful features of the association.

John Diprose emphasized the benefits of the association in practical business and made a plea for a larger membership and more enthusiasm.

Treasurer E. J. Ryan outlined the history of the organization of the association during its three years of life and quoted instances of its influence. He urged the grocers to patronize home industry and to seek to build up London and deplored the prevalence of the financial stringency idea, which, he said, could, with advantage, be combated by grocers generally.

The Last Scoopful.

That always necessary toast, "The Ladies," left almost to the last, as usual, was responded to in a most flattering manner by McKinley Millman, of Elliott, Marr & Co., and with several several more songs, a couple of humorous recitations and a toast to good fellowship by Walter Nicholl, the National Anthem was sung, the spigot was closed and the most enjoyable function was over.

The following gentlemen, besides those mentioned, and all grocers or grocery travelers, took part with song or story in the evening's entertainment:—M. McKeough, Edgar Webster, W. McEwen, W. Mullin, and Fred. Tobias, of Todhunter, Mitchell, Toronto.

The guests, beside representatives from all the local wholesale houses, included a number from Toronto.

The committee in charge of the banquet were: R. J. Donaghy, chairman; John Diprose, H. J. Glanville, H. S. Marshall, Norman McLeod, Jas. Haskett, Thos. B. McCormick, Alf. Johnson, F. Travers, F. G. Toon.

A Few "Specials."

What a bunch of musical talent the banquet brought out. Every London

grocer seems to be able to sing. Wonder do they practise at the association meetings?

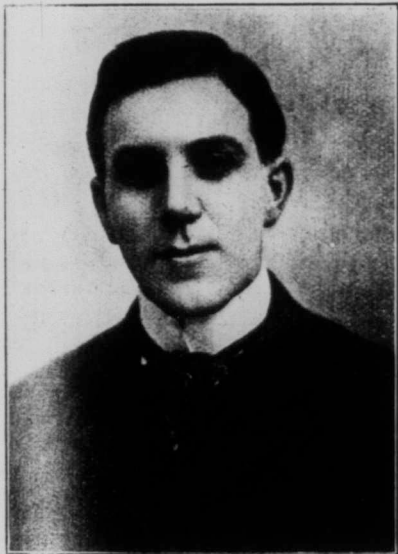
That dinner was a daisy—from the juicy "Ranahan" points to the "Boyd and Todhunter" tea and coffee. And the menu card itself was quite worth while carrying off.

Alf. Johnson's topical song would have been really funny if one could have made out the words. Alf. enjoyed it quite well himself, though.

What a mutual admiration society it was anyway. The travelers told what fine fellows the London grocers were, and the grocers handed the same thing back. And everybody spoke as if they meant it.

"I went into the grocery business a long time ago," said M. Masuret. "When Moses was a boy," suggested Mayor Stevely from across the table.

The speeches were all refreshingly brief. If they had been long and windy goodness knows when President Ranahan would have gotten home.



HARRY RANAHAH.

President London Retail Grocers' Association.

er business ideals, saying that character was worth immeasurably more than money and should be sought for.

Clay Garvey, the youngest city traveler, said that the success of the banquet was an evidence of the good results of the organization of the association, in a humorous way he referred to the city travelers as most conscientious gentlemen who always worked for the general welfare of the trade.

Mr. Cleghorn also spoke briefly, outlining some of the troubles the travelers met with in their journeys, and referring to the courteous treatment accorded them in London, where they were always glad to come.

His vice-President Shaw took charge of the toast list and after a couple of songs by Alf. Johnson; one an adaption of some local hits to a popular air, called on J. Moore, Toronto, editor of The Canadian Grocer, to respond to the toast, "Our Trade Journal."



E. J. RYAN,

Treasurer London Association.

ELECTED TO N.B. LEGISLATURE.

W. Frank Hatheway, a St. John Wholesale Grocer, Defeats Hon. D. J. Purdy.

The race between the two grocers, Hon. D. J. Purdy and W. Frank Hatheway, of St. John, in the New Brunswick elections resulted on Tuesday in favor of Mr. Hatheway with a majority of 638. Mr. Purdy was a member of the cabinet of the late Liberal Government and suffered in the Government turnover with several of his colleagues.

Mr. Hatheway is a wholesale grocer, tea and coffee merchant and has taken a prominent place in the St. John Board of Trade. He has considerable reputation as a litterateur and essayist and should be a useful member of the new legislature.

THE CANADIAN GROCER

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THE BENEFITS OF ORGANIZATION

The great amount of benefit which can be realized from a trade organization was evidenced most strongly at the banquet of the London Retail Grocers' Association in that city last week.

The association was re-organized with a new lease of life just three years ago. It now includes practically all the grocers of London, and these men, one hundred and twenty-five of them, sat around the tables that evening in the most friendly way possible, with good fellowship and good humor evident on every face.

And this is only as it should be. It's only when you get really well acquainted with your opposition that you find what a really first-class and companionable fellow he is and better acquaintance with the trade in your locality means a higher standard of business methods.

It is not only in the matter of good fellowship, however, that the London association has been useful. Several other matters which had been accomplished by means of the organization and the united interests it represented were mentioned at the dinner.

For instance, it has enabled the members to maintain a more satisfactory standard of prices and to shorten credits. It has placed the market by-law in a more satisfactory position and has had a good deal to do with the banishing of hucksters from almost every street in the city. Beside these very practical

benefits, it has made possible a weekly half-holiday during the summer months and has organized several excursions and picnics which were remarkably successful.

The grocery trade in London is in a very satisfactory condition and considerable of the credit for this may be taken by the association.

With such evident benefits why should there not be such an organization in every town in Canada? Grocers, as a class, are perhaps better represented in any town than any other body of tradesmen, and even in the smaller towns enough members could be secured for an effective organization.

Why not get matters stirred up in your own town toward this end if such an organization does not already exist. Make a few friendly calls on some of the other grocers in your locality and see how readily they will fall in with the idea.

The Grocer will be very glad to do anything in its power at any time to aid in furthering the interests or organization of such a body.

FOR THE RAILWAY COMMISSION.

With the proposal for the reorganization and addition of members to the Board of Railway Commissioners, several suggestions have been made regarding the appointment of new commissioners. The Grocer has pleasure in submitting the name of Mr. Hugh Blain, of the Eby, Blain Co., Toronto, for consideration, and in drawing attention to the qualifications which would seem to merit his appointment.

When the board was formed some years ago, at the instigation of Hon. Mr. Blair, it was his idea that its personnel should include a lawyer, a railway man, and a business man, a seemingly ideal combination. The board, up to the present time, has been composed of a lawyer, an agriculturist and an educationist, and while there is no hesitancy in expressing praise for the excellent work it has done, it has been felt in some quarters that its work might be even more beneficial if thoroughly practical men were included in the personnel of its membership.

There is probably no other man in Ontario who has been for years so closely in touch with business matters in relation to the railways as Mr. Hugh Blain. During his presidency of the Toronto Board of Trade he secured material advantages for the city from the railways and for some years he has been considered the board's authority on freight and general railway matters. It was chiefly through Mr. Blain's influence that equalized freight rates were

secured some years ago. His intimate knowledge of the situation also has been of material benefit in other matters of similar import. Mr. Blain possesses the practical knowledge of the business man in common with expert information and experience in many departments of the way business. He is, too, in personality and temperament, the type of man looked for to fill such an important position. It would seem that a mistake would be made if Mr. Blain were passed over when the vacant seat on the commission is being filled.

THE SALT BARREL DISAPPEARING

The salt industry, as well as the majority of other manufacturing interests in Canada, seems to feel the necessity for change in methods on account of the advance in cost of raw materials and the scarcity of wood. Judging from present conditions the days when salt will be packed in barrels are practically over.

Salt manufacturers claim that the prices of barrels are becoming almost prohibitive. They estimate that coo- perage charges have increased eighty per cent. during the past twelve years. They have been forced to go as far east as New Brunswick for supplies, and even then the stock is mostly inferior to what it formerly was. Barrels are in use to-day, which would have been kicked to pieces a few years ago. The scarcity of hoop stocks is another feature which makes it difficult for manufacturers to produce a really satisfactory barrel, and to-day the two-hoop has practically replaced the old six-hoop barrel, a direct result of increased coo- perage charges.

To escape the difficulty, salt manufacturers are making an increasing use of sacks in handling common salt. This change should in the end reflect to the benefit of the grocer. His profit in selling, say three sacks of 100 pounds each, will be greater than in disposing of a barrel of the same weight. Of course the question of greater amount of handling comes up and the old argument that a barrel can be so readily handled has some weight. The essential thing, however, would seem to be to have salt in a form convenient to handle, similar to the other package goods which are finding so great a place in the grocery store of to-day.

Salt in fifty and hundred-pound sacks will fill this requirement. They may be readily handled by one person, or could even be dropped in the back of a farmer's buggy, if necessary, points of advantage which a barrel certainly does not offer.

There seems to be good reason why the grocer should educate his customers and encourage the use of these smaller sized sacks for salt in preference to the barrel. It is a change which must come shortly, and the sooner the better.

THE SITUATION IN THE WEST

Preparations for Spring—Changes in Grain Exchange Taking Place—New Freight Rates Favoring Calgary and Edmonton—Satisfaction With Bank's Arrangement to Carry Winnipeg's Account.

The Western Viewpoint by our Special Winnipeg Correspondent.

The business situation in the west presents many features of interest this week. Spring is stirring, even though the ground still has its covering, albeit a thin one, of snow and ice. Some immigrants have already arrived, other arrivals are booked, farmers are filing inquiries for farm help, the collection and distribution of the seed grain is being pushed with the utmost vigor. Seed Commissioner Clarke, of Ottawa, having arrived to lend his assistance. There seems to be a feeling in the very air that spring will come early this year and everyone is preparing to take advantage of the very first break. Heavy immigration is expected, and the demand for farm help is exceptionally good, evidently the farmers are preparing to make the most of seed time this year and have everything in early.

With the closing of the market tomorrow will end the first week of the Grain Exchange under the new conditions. The act amending the charter was not formally assented to until Tuesday, but the Exchange took time by the forelock and passed a resolution on Saturday, the 22nd, doing away with the trading hours and establishing a purely curb market. This was done in order to prevent themselves from being penalized under the act, which required that all quotations should be posted, at least every half hour, in full view of the public, for whom a gallery should be provided. It is out of the question to provide a gallery in the present building. Another matter that has been proposed for is the cutting out of the American quotations. These have cost the Exchange over \$500 a month, and they do not propose to furnish them for the benefit of the general public. The market service as it was constituted before the passage of this act cost the Exchange over \$10,000 yearly. By the passage of this act, if they continued to require the service they would be spending \$10,000 for the benefit of any Tom, Dick or Harry who may happen along. The act provides for an unlimited membership, and in this way the whole of the seats has been done away with. The act says they shall not be paid for more than \$2,500, but at the present time one could not sell one for \$100, in fact, could hardly give it away. This is a positive disadvantage to the member, at the present time, to be a member of the Exchange, for it subjects him to restrictions and disabilities that otherwise he would not have. Grain trades are still being cleared through the clearing house that institution being a joint stock company, and some understanding having been arrived at. All members of Exchange have been counselled not to say anything for publication, but there are meetings from time to time and the council of the Exchange and the lawyers are evidently at work trying to find a way out of the tangle. In the meantime, though

the actual local market has not been seriously affected, there is a spirit of unrest and distrust that is not helpful to business. The place where the trouble has been felt the most is in business from the south, which has dropped almost to zero point during the week. Houses that formerly handled 1,000,000 bushels a week in trades for southern customers, are not doing a thing, but are constantly pestered with inquiries as to whether all open trade had not better be closed out? What the value of the seats may be? and a dozen other things, showing that there is a lack of confidence in the outcome that is spreading as the days go by.

The fact that it has been possible to hustle this legislation through and the further fact that the Grain Growers' Associations are clamoring for Government-owned interior elevators is already diverting capital from the country. An Old Country house that had all plans drawn and preparations made for the erection of fifty elevators in the west this coming season, have summoned their representative home and he made no secret before he left that he would advise his house to have nothing to do with the matter until they had some assurance that having built the elevators they would not be confiscated or expropriated, or in some way wrested from them by the Government and the Grain Growers. The erection of fifty elevators of even 30,000 bushels, the minimum capacity, would represent an investment of \$300,000 for buildings alone. The company who last year began the work of erecting elevators along the line of the Grand Trunk Pacific are also resting from their labors, and it is more than probable they will not build any more houses this year.

A matter that is of special interest to the manufacturers of the east, is the announcement by F. W. Peters, of the C.P.R., that Calgary and Edmonton are to be put on an equality with Winnipeg in the matter of freights from the east. This will certainly stimulate both these towns as wholesale distributing centres, and indirectly benefit the manufacturer, as it will tend to a great consumption of eastern goods. The reduction amounts to 5c per 100 pounds on 5th class matter, the class under which most of the western goods are shipped, and 8c per 100 pounds on implements. It had been intended to have this change come into effect on March 1st, but it was not possible to get the proper notifications out, and now it will come in force on March 15th, in time for a great deal of the western freight for spring trade, though, on the whole, a little late for agricultural implements, should the season be an early one. The new rate does not apply to the smaller towns, only to Calgary and Edmonton, and this, in itself, will emphasize them as distributing centres.

The announcement in the daily papers of Feb. 28th that the Bank of Montreal

had agreed to carry the account of the city of Winnipeg, and to place \$7,500,000 of Winnipeg securities on the London market, has been received with the utmost satisfaction by the great majority of the thinking citizens. The bank undertakes to place on the London market £1,500,000 of inscribed stock, which will enable the city to clear up completely all outstanding current liabilities, cover such new work as the paving of Main street and Higgins avenue, the great artery of the city running out to all the country east of Red river, and where all the big mills and most of the big lumber yards are situated and will further permit of the city putting \$1,000,000 back into the sinking fund. The bank has also agreed to give the city an overdraft of \$2,000,000 if necessary, on security of the current year's revenue. The securities will be placed on the market by the bank as soon as they are issued, which will be early in March.

It is felt by citizens generally that this is just the right thing and that it is eminently fitting that the city should be financed by Canada's wealthiest banking institution. The security is absolutely good and what more convincing to outsiders than that our own Canadian banks are willing to handle it. Mayor Ashdown laid the plans and put the machinery in motion towards securing this offer and the detail was worked out by Controller Evans and Alderman Riley, who went east to confer with the head offices of the bank and have just returned to the city.

A matter that is causing loud murmurs of discontent in the city, is the action of the Provincial Government in advancing the price of telephones to the doctors and nurses of the city. The increase is 25 per cent., whereas while the Government were stumping the country before the last election they were going to give much cheaper phones. When they bought out the Bell telephones at such an enormous figure it was thought that chances of reduction were slim, but even then no advance was anticipated. People are asking themselves, "If doctors and nurses, who will be next?"

While what was said about collections last week holds good a concrete example of how paper is being met may give a better idea of actual conditions. A representative of one of the large wholesale hardware houses stated the other day that on February first they had sent out \$100,000 short date paper, the longest date being ten days, and that rather better than 65 per cent. of it had been paid. This is certainly a pretty good showing in what is supposed to be a hard year.—H.

In a recent issue a report including the firms represented by the McLaren Imperial Cheese Co., Toronto, mentioned Evans, Woodhead & Turner, of Liverpool. This name was furnished us in error and some confusion has resulted. The correct name is Roberts, Evans & Woodhead, of Liverpool, and any inquiries through the McLaren Imperial Cheese Co., Toronto, will reach them directly.

*Grocery News from Coast to Coast

What the Trade is Doing in the Various Towns and Cities of Canada—Bright Letters From Our Own Correspondents Tell of Improvement in Business Conditions.

CHATHAM.

Many grocers report that the month just closed has been a busy one for them. One merchant, who has always been a pretty busy man anyway, informed The Grocer man that his business for the past month was \$200 better than for February, 1907. The signs are encouraging for the future also, and a good spring and summer are looked for.

The Toasted Corn Flakes people are putting in quite a few excellent window displays for local grocers this week. Harry A. Andrew and Wm. Anderson are among the grocers interested.

Sydney Bennett, of E. R. Snook's grocery, who for the past week has been confined to his room, is able to be out again.

An interesting relic was unearthed in Ald. Harry Andrew's grocery last week, when, on the removal of a marble slab from the top of one of the old counters, a sealed bottle containing an old coin and some interesting data of a quarter of a century ago was discovered in the pocket underneath. The bottle was sealed and contained a silver coin dated 1880, and documents containing the following information:

"Chatham, May 30, 1883.—Refrigerator commenced to build May 1, finished May 31, counter finished June 1. Built by Thomas Sutherland, assisted by Geo. Grigg and B. Sutherland. Painted and grained by Harper.

"Store—A. Heyward, Geo. Heyward, Charles Heyward, Jos. Barassin, Jas. Courtney, Jas. Marantette. Clancy majority over Cumming for Local House—427. Henry Smythe elected 1882 for Dominion. John Huxley, of Montreal, Jas. Butler, refreshment rooms, G.T.R. station.

Local sportsmen are making a big fight for the protection of fish and game. Last week a well attended meeting was held, when addresses were given by Oliver Adams and A. Kelly Evans, of Toronto, and W. Smith, of London, with respect to the fish and game situation. Petitions asking the government to enforce the game laws more rigidly, are being circulated and largely signed.

An attempt was made one night last week to break into A. J. Wilson's grocery at the corner of Grand and Vanallen avenues, North Chatham. The back door showed evidence of having been roughly used, but proved too strong a barrier for the would-be robbers.

Robert Keeley, who for some years has conducted a butcher shop on Park street, has sold out to Thos. Taylor

and Wm. Steadman. The new men will both retail and wholesale.

Mrs. Hunter's general store at Charging Cross was broken into and robbed quite recently, the burglars removing a pane of glass from the door to effect an entrance.

Last week Jas. Purser's butcher shop at Wallaceburg was entered by a member of the light fingered fraternity, who carried off about 10 pounds of pork.

Messrs. Munro & Zavitz of Wallaceburg, have bought out the interests of H. A. and D. W. Stonehouse in the

ANOTHER GOOD IDEA.

The following suggestion sent in by our Montreal correspondent should be of benefit to grocers generally.

"Do you know, I am selling more olives these days than I have for months," said a St. Catherine Street grocer the other day. "I struck upon a plan which seems to meet with the approval of our lady customers for they are buying more olives than they have been in the habit of doing. I am putting up olives in bottles, jam jars, which I am selling as pints and quarts. The prices are 20c. and 35c. and the jars are going like hot cakes. I bought in bulk and thought I would try this way of putting them out. The plan succeeds admirably. So much have I got in the way of returns that I am now putting up pickles in the same way. They are not slow sellers. It's not that people want either line any more than formerly, but this way of selling them caught their fancy, and they are buying."

Stonehouse, Munroe & Zavitz Co., Limited, which has conducted a general mercantile business in that town. The present company name will, it is understood, be continued.

Jas. McHardy of Merlin is moving to Tilbury, and in partnership with D. B. McDonald, late of R. P. Adams' butcher shop, will open up a third shop in Dr. Boyd's old stand, which will be remodelled for the purpose.

One of Ald. Harry Andrew's delivery horses chanced to meet an electric car on Aberdeen bridge last Thursday. In the ensuing runaway the animal had one foot badly cut, requiring six stitches.

GALT.

Slowly but steadily, is an appropriate description of the manner in which business in Galt is picking up. Several of the large industries have resumed the ten-hour day and money is becoming more plentiful, but at the same time the purchasing public have been thoroughly alarmed, and with the present unsettled condition of affairs are making only absolutely necessary purchases. A local grocer in conversation with your correspondent said that while the grocery trade was not seriously affected on the whole, yet large orders, such as were quite common six months ago, were now almost unknown. "The people," he said, "are buying in as small quantities as possible, and the sale of luxuries has diminished very perceptibly." Galt tradesmen, however, have every confidence in the situation, and expect that with the opening of spring trade will resume its normal conditions, with perhaps a small boom, as a result of the relaxation of many citizens from plain fare.

Deans & Walker have an attractively dressed window. Old Dutch Cleanser being the predominant feature.

It is currently reported, and evidently on reliable authority, that the firm of S. H. Knox & Company is about to open a branch in Galt. It would be welcomed by the public, but the desirability of 15-cent stores is a question at present provoking much argument.

The orange slump in Galt has disappeared. For a couple of weeks it was possible to buy oranges for almost a song—that is, half-ripe oranges. These have been disposed of and prices remain as before.

The Ingersoll correspondent wants to know when his town will get cheaper butter. It is the general opinion of Galt merchants that butter will remain stationary until the cows are turned out to pasture. The farmer knows when he has a short hold on the public, and he evidently means to retain it.

Mr. John Sloan, of Sloan Bros., grocers, delivered an address at a recent Board of Trade Meeting here.

GUELPH.

J. A. McCrea & Son had the crowd on Friday and Saturday in a great sale of china and crockery. Their store was packed both days and on Saturday night their China Palace was apparently pretty well cleared of the specials for that day. It was quite interesting to see such a crowd around a grocery store in Guelph and shows the people must have read their half-page advertisement in the local papers and from the appearance of the tables after they did not go away empty-handed.

H. E. Jackson, of Jackson & Son, and W. H. Fielding spent a couple of days last week in Toronto looking for bargains.

The farmers looking for clover seed on Saturday were surprised at the price, \$14.50 to \$15 a bushel, and likely to be higher. One farmer says they will be sticking each seed on a piece of cardboard and selling them at so much a piece next.

The fish season starts this week and the clerks will start dodging the customers who want them to stand out at the door in the cold and dip down their arms to the elbows to fish out of the bin a nice salmon trout or half dozen herring.

There is not likely to be so much cheap sugar sold now by some of the grocers since Redpath's bags have the seal on them, and it is surprising how soon the people start looking for the seal on the bags.

Thos. Hower, the Nottingham Street grocer, has been confined to the General Hospital since New Year's with stomach trouble.

Canadian celery seems to be about all done and most stores are handling the California variety, and while a great many prefer our own, a prominent grocer told me that if the California celery is first put in hot water and then in cold and allow the top of the water to freeze it will make it just as brittle as Canadian celery and just as nice eating.

Considerable stocking of tobacco is reported this week in expectancy of a raise in price when the budget comes down next week.

INGERSOLL.

The hens have taken a cackling once more after a protracted relaxation and the presence in goodly quantities of new laid eggs on the grocers' counters is just about as cheerful a sign as the chirp of the first robin of spring. Throughout the winter fresh eggs have been unusually scarce in this district, and the highest price, 32 cents per dozen, has prevailed for some time. For the past week, however, new laid eggs have been increasing and a very liberal supply was marketed on Saturday. The result was that the price dropped immediately to 25 cents. "We have plenty of fresh

eggs," said one grocer to your correspondent, "and we expect that the price will be further reduced in the course of a few days." Eggs are always very much in demand during the winter season, and owing to the scarcity which commenced early last fall less than the usual quantities were packed, many people being of the opinion that the supply would be increased before the winter set in. Their expectations, however, were not realized, and as a result there has been a shortage all round. The high prices of meats have also had much to do with keeping up the demand for eggs, as many families believe that it is economy to use eggs in preference to many varieties of meats. From present indications it is believed that no further difficulty will be experienced in meeting the demand for fresh eggs and that the price will soon be down within the reach of all.

Would it not be better for merchants generally if a greater neighborly and reciprocal spirit was exhibited? Competition should be conducted aggressively and with all the firmness of genuine business methods, but it should never be allowed to disrupt friendship or in any way mar the pleasant relations of every day mercantile life. He is, indeed, a fortunate merchant who is so well situated that occasions never arise when he is compelled to ask a favor of a rival. As a rule this reciprocal spirit prevails, in fact one only has to make the round of a few stores to learn the real extent that merchants are dependent upon each other. Despite the strictest attention to stocks there are times when certain lines will become short and the proprietor or a clerk go "next door" for the required article. Sometimes the remark may be heard "don't go to —" and it leaks out that opposition has strained the pleasant relations which ought to exist. There is plenty of room on this mundane sphere for active competition and at no time is the opinion justified that anyone in particular has a monopoly on the buying public. One man has just as strong a claim and an equal privilege to engage in business as another and it is for the public to discriminate between them. It would surely be to the inestimable benefit to all if merchants showed a stronger desire to work for their common welfare so far as the little details of business life are concerned. The merchant who stands aloof from his competitors and is constantly criticizing them adversely is not displaying a commendable nor business-like spirit. Then there is a tendency to show the same spirit in the treatment he accords his customer and everyone knows that a smile is better than a frown any old time. Smiles help to get business for there is nothing more pleasing than a bright face behind the counter and a cheerful voice when the time comes to inquire "what next" or "is that all." Human nature likes a "good fellow" and the merchant who has the confidence and regard of his competitors will very likely keep his delivery wagon busy.

KINGSTON.

Saturday's market was a record breaker. The square was filled with big box sleighs from the adjacent islands and they were filled with the usual fine qualities of butter, eggs, chickens, meats, etc., for which the islanders are noted. Prices were good, butter 30c., eggs, 30c., chickens 15c. to 18c. a lb., pork 8c. to 9c., beef 8c. for hind and 7c. for fores. Some of the islanders drive 25 miles over the icy bosom of Lake Ontario.

Mr. Allen, formerly of Cobden, and who was in the grocery business here a year ago, has opened up again on the corner of Division and Earl Streets. The store is new and built of brick and looks neat and well kept.

Mr. Allen has a fine printing press and makes all his counter check books, billheads, dodgers, etc. He thinks it draws trade, sending out dodgers in the vicinity.

We have now about 139 grocery stores and our population is still under 20,000 but the future of Kingston looks bright and new industries are coming in and real estate is at a premium.

Mr. Lee, of Battersea, general merchant, has disposed of his business, store, dwelling and stock, and with Sam Kirk has bought out the goodwill, stock and general equipment of the Clarified Milk Co. They intend to leave the present premises having bought a valuable property on Princess St. from the estate of the late W. R. McRae & Co., wholesale grocers. They intend carrying on a milk and ice cream business and perhaps adding a grocery stock, but they will probably find enough to look after by leaving out the overdone grocery business.

Alderman Jack Carson intends handing his by-law re the cleaning of fowls to the council for their consideration, hoping they will be able to decide as to the advisability of having farmers' wives clean poultry inside and out before placing on sale on our market. Will some of our correspondents advise us on this question in their letters next week. They ought to know in Guelph, where they raise aristocratic wyan-dottes and leghorns.

Joseph Cullen, grocer, has been appointed local agent for the Rankin Milling Co., of Collinsby.

The license for selling fresh meats is only \$2 a year and as a result a majority of the grocers handle these much used goods. Smoked meats are used extensively here and there is room for a curing establishment.

The new canning factory is a sure thing as good men are at the head of it. I hope they will use Sanitary cans. It is disgusting to open a can of corn, peas or tomatoes, and see a mottled look on the tin and some black specks on the vegetables. Careful people gen-

THE CANADIAN GROCER

erally throw the contents out and the canned goods business is injured.

The bill being presented to the legislature to prevent boys under twelve being hired in stores, and under sixteen for drivers is a good law, but should be modified. Many boys work after school hours and on Saturdays. I tell you a boy on a bicycle delivering small parcels on a Saturday is handy to customers as well as to merchants, and often a boy is learning in a practical manner what he only gets in theory at school, and besides it is better for him than to be loitering around corners listening to idle talk.

The prospects for good clear ice are poor. It is thick enough but snowy instead of transparent.

The Guelph correspondent tells of a grocer lending orange slicers. I heard of one renting them out so much a day and I heard of another having his clerk slice them up in the store. Perhaps we will hear of some grocer cooking them for their customers.

Chas. Gurd & Co. are sending circulars telling the trade of a new mineral water they are putting up, Gurd's Caladonia Water. They have a name and you can depend on it being as good as their famous ginger ale.

Tenders are again asked for supplying the militia here. Jas. Redden & Co. have catered to their wants for the last two years. Tenders for penitentiaries are also called for and it is hoped from last year's experience some grocers will not lose their heads if they expect to keep their feet and tender so low that they are giving the government a large premium for the honor of carting foods to feed convicts.

LONDON.

The banquet of the Retail Grocers' Association at the Tecumseh, on Friday night, teaches at least one important lesson. No one who listened to the speeches on the occasion could fail to be struck with what has been achieved by united effort on the part of men, competitors in business, for the general well-being of the particular trade in which they are engaged. Here was a body of men, numbering one hundred and twenty-five or more, who were able to discuss business matters in a way that could leave no other impression than that each man had at least the interests of his neighbor, as much as his own, because what means the welfare of one means the welfare of all. Such is the proper, the businesslike way of looking at matters. The days of cut-throat competition, of undermining, have passed away, so far, at least, as London is concerned, and all owing to the splendid organization under whose auspices the banquet was held.

It was an intelligent gathering of men yet jolly withal. They demonstrated that, freed for a time from the cares of business, they can throw themselves into the enjoyment of such an occasion, for, like all men all the world over, the grocers of London dearly love a "time" once in a while. Not that there was

anything approaching hilarity during the evening; on the contrary, the greatest decorum prevailed throughout, but somehow or other the London grocers possess the bon homme spirit as do no other class. More than that, there was manifested a feeling of good fellowship that was refreshing to one accustomed to the stiff-starched ways so common among other people. When by themselves the London grocers know not the word "Mr.": it is "Ed," and "Joe" and "Harry," and so on. Here, too, is seen a result of friendly intercourse once a month or so.

Wholesale trade is quiet, orders coming in less freely than expected. Wholesalers themselves are at present buying only to fill immediate wants, being a little dubious as to the future. Local retailers, however, report business equal at least to the same period last year.

Sugars are up 10 points. Fine teas continue very firm. Lower grades are slightly easier or lower for invoices when the liquor is poor.

The monthly meeting of the Retail Grocers' Association has been postponed till Wednesday night of next week, when President Ranahan intends bringing up the subject of holding a union picnic in this city next July. The matter was referred to at the banquet last Thursday night, and the local papers have taken it up and may be expected to boom it.

E. B. Thompson, Canadian representative of the Genesee Pure Food Company, who came here on Thursday last to attend the grocers' banquet, was taken suddenly ill in the evening and was placed in Victoria hospital. At last report he was doing nicely.

Alex. Tytler, the well-known local grocery broker, will on Thursday next celebrate the sixty-fourth anniversary of his entry into the grocery trade. He served his apprenticeship in Scotland, coming to this country fifty-three years ago, and has been engaged in one branch or other of the business ever since. Though well advanced in years, Mr. Tytler can still set a pace for many of his younger competitors in business. He is the oldest grocer in London, if not in western Ontario, and to all appearances has many years of activity still before him.

MONTREAL.

K. Harrison has bought out P. Campbell & Co., who conducted a store on Victroia St. Mr. Harrison is a smart young Englishman who is making good in Canada. For the past few years he has been manager of the store, and now that Mr. Campbell is retiring he is taking over the business, which has been increasing greatly during the past two years. Mr. Harrison will make quite a few changes in the store, in fact he has already made some.

"One of the things I am going to do just as quickly as possible," said Mr. Harrison, "is to start a flower and vegetable department. Can I sell flowers? I certainly can. Last year we had a very small department of this

sort and you would be surprised if you knew the success we had. Ladies pay dearly for plant flowers they buy from florists, and seem to appreciate our efforts to give them what they want at a reasonable price. We can do this and make a good profit. Just watch this department grow. Vegetables, of course, are always in demand."

One uptown grocer has been doing some advertising in a large daily of late. He says he gets good returns by advertising special bargains once a week, which bring purchasers from all parts of the store. There are two or three other retailers who do business over all the city. These firms make their advertising pay well.

If this uptown grocer can made advertising pay in a city like Montreal, and under conditions such as exist in the metropolis, ought not the grocer in the smaller cities and towns, too, reap good results? If they would give advertising a trial they would be surprised at the returns they would obtain.

D. J. Stevenson has taken over the business on Fairmount avenue, Annex, formerly carried on by C. McFarland. He was six years with Walter Paul, and knows a thing or two about groceries.

"I noticed some talk in The Grocer recently about retailers loaning slicing machines to customers buying marmalade oranges," said a north end grocer. "Why do not those chaps get something for their money. I have been renting slicers for the past few years during the marmalade-making season. I have three, and they are all out at present. I rent them for ten cents a day and find no trouble in keeping them busy. They very quickly pay their cost in this way."

"We are selling quite a few oranges these days," said W. H. Paul, manager of Walter Paul's branch, on University street. "We put them out at 10c a dozen, and have given them considerable attention, devoting a good part of our window to display of them."

With butter selling at 40c a pound, and over, demand for that necessity is falling off. This price is much above what the average housekeeper can afford to pay, and rather than give the fancy figure she is buying jams, jellies, marmalades, honey and similar lines. Quite a few grocers are encouraging their customers to buy these goods. Many are making special displays.

J. B. Berthiaume, Park avenue, has a very attractive window of Cairns' jams, jellies and marmalades. It is very well dressed, being simple in the extreme, yet the kind of a window which sells goods.

Lyon Silverman, widely known among the grocery trade of Montreal and Quebec Province, died suddenly in his office, 313 Notre Dame street east, Montreal, on Saturday afternoon, February 29. Mr. Silverman had been in apparent good health, and his death came as a shock to his many friends. He was the proprietor of the Canadian Extract of Beef Company, and was a manufacturer of extracts, perfumes and kindred lines. He was sixty-three years of age.

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50 " "

Markets and Market Notes

What is Doing in Groceries in the Leading Canadian Centres—Changes in Various Lines Noted and News From Primary Markets.

ONTARIO MARKETS.

POINTERS—

- Sugar—Advanced and firm.
- Chocolate—Declined.
- Hides—Declined.
- Collections—Better.

Toronto, March 5, 1908.

Both wholesalers and travelers have more encouraging reports to make this week and business seems to be picking up noticeably. The financial side, too, seems rather more satisfactory. Collections are slightly better and the amount of renewal paper seems to be gradually decreasing.

SUGAR—The advance spoken of as possible in this column last week materialized, and quotations are now 10c above the former basis in all lines. The market continues very firm and on a critical situation in raws another advance may be expected at any time. Prices quoted at time of writing were as follows:

Barilla lumps, in 50-lb. boxes	5 45	5 55
" in 100-lb.	5 35	5 45
St. Lawrence granulated, barrels	4 50	4 60
Redpath's granulated	4 50	4 60
Aocadia granulated	4 40	4 50
Berlin granulated	4 40	4 50
Ploentz	4 45	4 55
Bright coffee	4 40	4 50
No. 3 yellow	4 30	4 40
No. 2	4 20	4 30
No. 1	4 10	4 20
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

SYRUPS AND MOLASSES—Business generally is quiet. The demand for table syrups, however, is good and manufacturers note an increasing consumption. During the Lenten season consumers seem to turn to this kind of goods. The trade reports increasing demand for Crown Brand corn syrup and look for steady business in this line.

Syrups—		
Light	0 35	0 35
Medium	0 35	0 35
Bright	0 35	0 35
Molasses—		
New Orleans, medium	0 30	0 35
bbls.	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

lb. Tins, 2 doz in case	2 40
" " " " "	2 75
" " " " "	2 65
" " " " "	2 60
Bottle	0 03
Half Barr. Is	0 03
Quarter "	0 03
Bottle, 36 lbs. each	1 75
" 25 "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
" " " " "	5 10
Quarts, 24 "	5 10
Pints, 24 "	2 90

TEA—Late mail advices from London report a slight weakness in the medium and common grades of Indian and Ceylon, and in some cases a decline of 1d is noted. While this denotes an easier tone temporarily, it is, of course, only a drop in the bucket when compared with recent advances on the same grades.

COFFEE—Local business is reported as being quite brisk.

DRIED FRUITS—A fair staple business is being done with excellent demand for prunes, which are moving out well. Prices are as follows:

Prunes, Santa Clara—		
100-120s	Per lb	Per 100
90-100s, 50-lb boxes	0 36	0 07
80-90s	0 72	0 08
70-80s	"	0 07
60-70s, 50-lb boxes		0 08

Note—25 lb. boxes 1c. higher than 50 lb.

Candied and Drained Peels—		
Lemon	0 11	0 11
Orange	0 11	0 12
Peaches	"	"
Figs	"	"

Elemes, per lb.	0 08	0 15
Tapnets, "	0 03	0 04
Bag Figs	0 04	0 05

Currants—		
Fine Filletas	0 07	0 07
Patras	0 08	0 08
Uncleaned, 1c. less.		
Vostizias	0 09	0 09

Raisins—		
Sultana	0 09	0 13
" Fancy	0 11	0 12
" Extra fancy	0 14	0 15
Valencias, new	0 06	0 07
Seeded, 1-lb packets, fancy	0 11	
" 16 oz. packets, choice	0 11	
" 12 oz.	0 09	

Dates—		
Malloves	0 05	0 05
Sairs	0 04	
Fards choicest	0 08	0 09
" choice	0 08	0 08

RICE AND TAPIOCA—A steady business is being done at regular prices.

Rice, stand. B.	0 03	0 03
Bangkok	0 13	0 15
Patras	0 35	0 35
Japan	0 05	0 06
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 07	
Tapioca, medium pearl	0 05	0 06

NUTS—Business is quiet, as usual at this season. Grenoble walnuts are very scarce.

Almonds, Tarragona, per lb.	0 13
" Formigetta	0 13
" shelled Valencias	0 23
Walnuts, Bordeaux	0 10
" shelled	0 27
" Maxbot	0 12
Pilberts, per lb	0 11

SPICES—Dull business prevails in the primary markets. Local dealers report peppers firmer though prices are unchanged.

Peppers, blk	0 25	0 30
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon	0 35	
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 23	0 25
Allspice	0 18	
whole	0 17	0 20
Mace	0 35	
Mixed pickling spices, whole	15	20
Cassia, whole	0 30	0 60
ground	0 25	0 50

CHOCOLATE—The decline forecasted last week has taken place and dealers are quoting materially lower prices. Prices now are almost on the same basis as a year ago before the recent advance.

BEANS—The tone of the market is a little easier this week, though prices are not affected.

Beans, hand picked, per bush	1 80	1 95
" prime No. 1	1 80	1 85
" Lima, per lb		0 07

EVAPORATED APPLES—Business is rather better this week at the same prices. Indications point to large holdings at country points which may affect the market later on.

Evaporated apples	0 08	0 08
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HIDES AND WOOL—The market is in even a less satisfactory condi-

tion than at last reports and prices have dropped a few points further. The situation, if it continues much longer, will be very serious.

Hides, inspected, cows and steers, No. 1	0 45
" No. 2	0 04
Country hides, flat, per lb.	0 04
Calf skins	0 08
Kips	0 06
Lamb skins	0 80
Horse hides, No. 1	2 10
" 2	1 10
Rendered tallow, per lb.	0 04
Horse hair, per lb.	0 24

CANNED GOODS

MONTREAL—There is a fairly good business doing in canned goods this week, and some good orders are being booked for Lent.

TORONTO—The Lenten business seems to have stimulated demand and a very favorable amount of business is passing.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

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

	FRUITS.	
	Group No. 1	Group No. 2
Apples, standard, 3's	1 22	1 20
" preserved, 3's	1 45	1 42
" standard gal.	3 30	3 27
" preserved, gal	4 00	3 37
Blueberries—		
2's, standard	1 20	1 17
2's, preserved	1 70	1 64
Gals., standard	5 20	5 17
Grapes—		
2's Preserved	1 55	1 52
Gals Standard	3 80	3 77
Cherries—		
2's, red, pitted	2 30	2 27
2's, " not pitted	1 80	1 77
Gals., red pitted	5 92	5 89
" " not pitted	2 30	2 27
2's, black, pitted	1 80	1 77
2's, white, pitted	2 45	2 42
2's, " not pitted	1 95	1 92
Asparagus—		
2's, tips, California	3 80	3 77
Beets—		
2's, sliced, sugar and blood red	1 19	
2's, whole	1 02	
3's, sliced	1 30	
3's, whole	1 20	

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.

MONTREAL

AND WE WILL GET THE MONEY FOR YOU

THE CANADIAN GROCER

Beans—	
2's, golden wax	0 95
3's " "	1 40
Gals. " "	4 15
2's, refugee or valentine (green)	0 95
2's, crystal wax	1 15
Red kidney, 2's	1 10
Lima 2's	1 35
Corn—	
2's	1 00
Gal., on cob	4 9 1/2
Carrots—	
2's	1 09
3's	1 10
Turnips—	
2's	1 10
3's	1 07 1/2
Cabbage—	
2's	0 95
3's	0 92 1/2
Cauliflower—	
2's	1 50
3's	1 90
Succotash—	
2's	1 30
Parsnips—	
2's	1 00
3's	1 10
Peas—	
1's, extra fine sifted	1 10
2's, standard	0 95
2's, early June	1 05
2's, sweet wrinkled	1 10
2's extra fine sifted	1 41
Gals., No. 4	3 75
Pumpkins, 3's	0 9 1/2
Gal.	3 05
Spinach—	
2's	1 55
3's	2 05
Gals.	5 20
Squash—	
2's	1 22 1/2
Gal.	3 55
Tomatoes—	
2's	1 10
3's, all kinds	1 30
Gals., all kinds	3 80

QUEBEC MARKETS

POINTERS—
Butter—Firm.
Beans—Easier.
Sugar—Advanced.
Eggs—Firm.

Montreal, March 5, 1908.

The feature of the market this week is the advance in sugar, all lines being up, and another advance is apt to take place at any time. Butter is firm, but has not advanced any, as was expected last week, and is not likely to be any higher. Tea and coffee markets are unchanged, as also are spices. Fish dealers are busy these days looking after the Lenten business, which so far has eclipsed that of any previous season. It was thought some time ago that there would be a shortage of fresh fish, but it is now assured that there is sufficient stock on hand to handle the business for the first couple of weeks, when the new stock will begin to arrive and relieve the situation. A good increase in business is expected in cheese, eggs and canned goods during Lent, and already some nice orders are being received.

Collections are reported as being improved, and things are gradually resuming their normal aspect.

SUGAR—The sugar market is much firmer this week, as will be noticed in the quotations given below. Business in this line is fair and another advance is expected at any time.

Granulated, bbls	\$4 50
" 1/2-bbls	4 65
" bags	4 45
Paris lump, boxes, 100 lbs	5 35
" " 50 lbs	5 45
" " 25 lbs	5 55
Extra ground, bbls	4 91
" 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 91
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 11
No. 2 "	4 00
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—There is no change this week in syrups. Business continues fair at the old prices, while

molasses is in good demand, but stocks held here are light. Prices are the same:

Barbadoes, in puncheons	0 31	0 33
" in barrels	0 34	0 35
" in half-barrels	0 34 1/2	0 36
" fancy	0 34	0 34
" extra fancy	0 36	0 36 1/2
New Orleans	0 22	0 22
Antigua	0 30	0 30
Porto Rico	0 30	0 30
Corn syrups, bbls	0 03 1/2	0 03 1/2
" 1/2-bbls	0 03 1/2	0 03 1/2
" 3/4-bbls	0 03 1/2	0 03 1/2
" 25 lb pails	1 75	1 75
" 25 lb pails	1 25	1 25
Cases, 2 lb tins, 2 doz per case	2 40	2 40
" 5-lb. " 1 doz.	2 75	2 75
" 10-lb. " 1/2 doz.	2 65	2 65
" 20-lb. " 1/4 doz.	2 60	2 60

MAPLE PRODUCTS—There has been no change in maple products this week and business in this line is very quiet.

Pure maple syrup, bulk, per lb.	0 06	0 08
Compound maple syrup, per lb.	0 04 1/2	0 05
Pure townships sugar, per lb.	0 14	0 11

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

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

COFFEES—There is no change in coffees this week, business continues fair at unchanged prices. Santos are very scarce.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19 1/2	0 25
Rio, No. 7	0 18 1/2	0 09
Santos	0 11	0 15
Maraicao	0 11	0 13
Roasted and ground 20 per cent. additional.		

DRIED FRUITS—The market for dried fruits is still quiet. Currants are a little easier this week. Other lines are selling well at the old prices.

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

California Evaporated Fruits—	
Apricots, per lb.	0 32
Peaches, " "	0 18
Pears, " "	0 18
Malaga Raisins—	
London layers	2 25
" " " " "	2 40
" " " " " "	1 07
" " " " " "	1 37 1/2
" " " " " "	1 50
" " " " " "	5 50
" " " " " "	1 50
California Raisins—	
Fancy seeded 1-lb. pkgs	0 11
Choice seed-d, 1-lb. pkgs	0 11
Loose muscatels 3 crown	0 10
" " " 4 crown	0 11

Prunes—	
Oregon prunes 25-lb. boxes	0 11
" " " 40-5 s	0 10
" " " 5-6 s	0 9 1/2
" " " 6-7 s	0 09
" " " 0-0 s	0 8 1/2
" " " 90-100 s	0 08

SPICES—There is nothing new to report in spices this week, all lines being firm at unchanged prices.

Peppers, black	0 16	0 20
" white	0 22	0 20
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 20
Cloves, ground	0 17	0 20
Cream of tartar	0 25	0 30
Allspice	0 12	0 18
Nutmegs	0 25	0 30

RICE AND TAPIOCA—There is a firmer feeling in rice this week, although there has been no advance in price. Tapioca is still firm, and the demand is good at the old prices.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 25
C O rice, in 10 bag lots	3 00
C O rice, in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05 1/2

BEANS—There is an easier feeling in the market this week and beans are now procurable at \$1.85 to \$1.90 per bag. There is not much business doing in this line.

Choice prime beans	1 85	1 90
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EVAPORATED APPLES—There is no change in the market this week. Market continues steady at unchanged prices.

Evaporated apples	0 09	0 10
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RAW FURS—The market for raw furs continues the same as last week, except for lynx and otter, which are higher, as is noted in the following quotations:

Mink	5 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	50 00
Fox, red	2 50	3 00
Lynx	5 00	9 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskat.	0 15	0 18
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Mar. 27, 1908.)

An advance of 10 cents in sugar occurring on Friday of last week after The Canadian Grocer was mailed is the chief item of interest in the grocery market. In other lines, there are few quotable changes. Business continues to show a marked revival and with improving collections the outlook is much brighter.

CANNED GOODS—

	FRUITS.	
	Group No. 1	Group No. 2
Blueberries, 2's	2 27 1/2	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41 1/2	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 19	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup	2 31 1/2	2 29
Lawtonberries New—		
2's heavy syrup	2 41 1/2	2 33
Peaches—		
2's yellow flats	2 30	2 27 1/2
3's " "	3 12	3 09 1/2
Pears—		
2's, F.B.	1 61 1/2	1 79
3's " "	2 39	2 37
2's Bartlett's	1 96	1 94
3's " "	2 59	2 57
2's Globe, light syrup	1 61 1/2	1 49
Plums—		
2's Damson, l.s.	2 93	2 88
2's Lombard, l.s.	3 03	2 98
2's Greengage, l.s.	3 13	3 08
Raspberries—		
2's red, light syrup	2 26 1/2	2 24
2's black, heavy syrup	2 41 1/2	2 39

THE CANADIAN GROCER

Pineapples, whole, 2 lb., per case.....	3 85
" " " " " "	4 50
" " sliced, 2 " " " " " "	3 85
" " grated, 2 " " " " " "	4 40
Strawberries (new), per case.....	4 83
Raspberry Jam (Smith's).....	4 78
12-oz. bottles per doz.....	1 65
1-lb. " " " " " "	2 20
44-oz. " " " " " "	4 75
5-lb. tins, each.....	0 59
7-lb. " " " " " "	0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, " " " " " "	1 06	1 04
refugee, " " " " " "	1 06	1 04
" crystal wax, " " " " " "	1 16	1 14
" red kidney, " " " " " "	1 21	1 19
Hima, " " " " " "	1 46	1 44
Corn—		
2's.....	2 25	2 18
Tomatoes.....	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's.....	1 06	1 04
(No. 3) 2's.....	1 16	1 14
(No. 2) 2's sweet wrinkles.....	1 21	1 19
(No. 1) 2's extra fine sifted.....	1 51	1 49
Succotash—		
2's.....	2 63	2 58
Beets—		
whole, " " " " " "	2 08	
sliced, " " " " " "	2 28	
whole, 3-lb., " " " " " "	2 64	
sliced, " " " " " "	2 84	
Spinach—		
2's, per doz.....	3 13	3 08
3's " " " " " "	4 09	4 04
gallon, per doz.....	11 10	
Asparagus per case.....	7 78	
Tomatoes—		
per case.....	2 79	2 74
Beans, golden wax.....	1 98	1 93
refugee.....	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case.....	2 50	
" " " " " " " " " " " "	1 90	
" " " " " " " " " " " "	2 50	
" " tomato sauce, per case.....	2 50	
" " " " " " " " " " " "	1 90	
" " " " " " " " " " " "	2 50	
" " Chili " " " " " " " "	2 50	
" " " " " " " " " " " "	1 90	
" " " " " " " " " " " "	2 50	
Soups, per doz.....	1 25	
Canned chicken (Man. Can. Co.) per doz.....	3 25	
" turkey.....	3 25	
" chicken, per doz.....	3 30	
" turkey " " " " " " " "	3 30	
" duck " " " " " " " "	3 30	
Corned beef.....	2 80	
" " " " " " " " " " " "	1 60	
Roast beef.....		
" 1's, per doz.....	1 80	
" 2's.....	2 80	
Potted meats, 1's, per doz.....	0 55	
Veal loaf 1 lb., per doz.....	1 25	
" 1 lb. " " " " " " " "	2 50	
Ham loaf 1/2 lb. " " " " " " " "	1 25	
" 1 lb. " " " " " " " "	2 50	
Chicken loaf 1 lb. " " " " " " " "	1 85	
" " 1 lb. " " " " " " " "	3 50	
Lancho tongue 1's, " " " " " " " "	3 85	
Sliced smoked beef.....	1 80	
" 1-lb. tins, per doz.....	3 10	
" 1-lb. glass, " " " " " "	3 35	
Chipped " " " " " " " "	1 45	
" " " " " " " " " " " "	2 50	
" " " " " " " " " " " "	3 05	
Sliced bacon, " " " " " " " "	3 10	
" " " " " " " " " " " "	3 25	
Shrimps (new) 1's, per doz.....	2 30	
" " " " " " " " " " " "	2 30	
Salmon—		
Sockeyes, No. 1, per case.....	7 65	
Cohoos, " " " " " " " " " " " "	7 65	

SUGAR—Following the erratic movements of the sugar market noted in these columns last week has come an advance of 10 cents in all sugars. Montreal sugars advanced on Friday of last week and B.C. made a corresponding advance on Saturday. Quotations are now as follows:

Montreal and B.C. granulated, in bbls.....	5 20
" " " " " " " " " " " "	5 15
" " yellow, in bbls.....	4 83
" " " " " " " " " " " "	4 75
Wallaceburg, in bbls.....	5 10
" " " " " " " " " " " "	5 05
Berlin, granulated in bbls.....	5 00
" " " " " " " " " " " "	5 05
B.C. quinnies granulated, 5-18's to bale, per cwt.....	5 25
" " " " " " " " " " " "	5 25
" " hard pressed lump, 25's, per cwt.....	6 25
" " " " " " " " " " " "	6 70
" " icing.....	6 00
" " bar sugar.....	5 80
Boiling sugar in bbls.....	5 80
" " " " " " " " " " " "	6 00
" " " " " " " " " " " "	6 40
Powdered sugar, in bbls.....	5 60
" " " " " " " " " " " "	5 80
" " " " " " " " " " " "	6 85
Lump, hard, in bbls.....	6 15
" " " " " " " " " " " "	6 15
" " " " " " " " " " " "	6 15

SYRUPS AND MOLASSES—There is still some local cutting in syrups. Nominal quotations continue as follows:

Syrup "Crown Brand," 4-lb tins, per 2 doz case.....	2 55
" " " " " " " " " " " "	3 00
" " " " " " " " " " " "	3 80
" " " " " " " " " " " "	2 35
" " " " " " " " " " " "	0 03
" " " " " " " " " " " "	0 03
Beaver Brand, 2 lb tins, per 2 doz case.....	3 10
" " " " " " " " " " " "	3 60
" " " " " " " " " " " "	3 30
" " " " " " " " " " " "	3 20
Barbadoes molasses in 1-bbls, per gal.....	0 40
New Orleans molasses in 1-bbls, per lb.....	0 03
Porto Rico molasses in 1-bbls, per lb.....	0 04
Blackstrap, in bbls., per gal.....	0 31
" " " " " " " " " " " "	0 33
" " " gal. bats., each.....	2 25

FOREIGN DRIED FRUITS—

Australian raisins—		
Brown Lexias, per lb.....	0 08	
Extra brown " " " " " " " "	0 0	
Sultana raisins, bulk, per lb.....	0 10	
" " cleaned, " " " " " " " "	0 12	
" " 1 lb pkgs " " " " " " " "	0 12	
Table raisins, Connoisseur clusters per case.....	2 60	
" " extra dessert, " " " " " " " "	3 40	
" " Royal Buckingham, " " " " " " " "	4 00	
" " Imperial Russian " " " " " " " "	5 25	
" " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).....	3 35	
" " Connoisseur clusters, boxes (5 1/2 lbs).....	0 80	
Trenor's Valencia raisins, f.o.s., per case, 28's.....	2 00	
" " " " " " " " " " " "	1 05	
" " " " " " " " " " " "	2 20	
" " " " " " " " " " " "	0 15	
" " " " " " " " " " " "	2 25	
" " " " " " " " " " " "	1 20	

California raisins, choice seeded in 1-lb. packages.....	0 09
" " " " " " " " " " " "	0 09
" " fancy seeded in 1-lb. packages.....	0 09
" " " " " " " " " " " "	0 11
" " choice seeded in 1-lb. packages.....	0 11
" " " " " " " " " " " "	0 11
" " fancy seeded, 1-lb. packages, per package.....	0 11
Prunes 90-100 per lb.....	0 06
" " 80-90 " " " " " " " "	0 07
" " 70-80 " " " " " " " "	0 07
" " 60-70 " " " " " " " "	0 08
" " 50-60 " " " " " " " "	0 09
" " 40-50 " " " " " " " "	0 09

Silver prunes.....	0 11
Currants, uncleaned, loose pack, per lb.....	0 07
" " dry cleaned, Filistras, per lb.....	0 07
" " wet cleaned, per lb.....	0 07
" " Filistras in 1-lb pkg. dry cleaned, per lb.....	0 08
Hallowee dates, new per lb.....	0 06
Figs, cooking, in tapteta, per lb.....	0 08
" " " " " " " " " " " "	0 06
" " table, 1 crown " " " " " " " "	0 10
" " " " " " " " " " " "	0 11
" " " " " " " " " " " "	0 11
" " " " " " " " " " " "	0 13
" " glove boxes, per box.....	0 09
" " square boxes (12 oz) per box.....	0 08
" " 1 lb baskets, per basket.....	0 15
Apricots, choice, in 25-lb. boxes, per lb.....	0 22
Apricots, standard in 25-lb. boxes, per lb.....	0 22
Peaches, choice, per lb.....	0 15
Peaches, " " " " " " " " " " " "	0 15
Pears, choice (halves), per lb.....	0 13
" " standard " " " " " " " "	0 13
Plums, choice (dark pitted) per lb.....	0 14
Nectarines, choice.....	0 16

EVAPORATED APPLES—Selling to the retail trade at 8 1/2c to 9c per pound. The market is easy.

MINCE MEAT—

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

ROLLED OATS —

Rolled oats, 80 lb sacks, per 80 lbs.....	3 00
" " " " " " " " " " " "	2 05
" " " " " " " " " " " "	3 10
" " " " " " " " " " " "	3 40

CORNMEAL—Quoted now at \$1.85 per sack and 95c per half-sack.

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

TOBACCO—Macdonald tobaccos have been advanced: Prince of Wales, 2c, now 69c; Napoleon, 2c, now 71c; Index, 1c, now 70c. Briars are unchanged.

BUTTER—The market is weaker owing to increase in country shipments. Produce houses are paying 20c per lb. for round lots f.o.b. Winnipeg and 21c to 23c for choice dairy. Creamery solids are selling to the trade at 26c to 27c. per lb. and bricks 28c to 30c per lb.

EGGS—Country shipments are increasing and the market is weaker. Produce houses are paying 23c to 24c per dozen for strictly fresh eggs. Storage

eggs are selling to the trade at 19c to 20c per dozen.

CHEESE—

" Ontario, large.....	0 15
" " " " " " " " " " " "	0 15

POULTRY—

Fancy spring chickens, fresh killed frozen.....	0 15
Fancy Ontario turkeys, frozen.....	0 17

GREEN FRUITS AND VEGETABLES—

Winter Apples—		
Straight grade No. 2, per bbl.....	60	
Northrup apples No. 2, " " " " " "	4 50	
do. No. 1.....	5 50	
Oranges and Lemons—		
Washington navels, 96's, per case.....	3 50	
" " " " " " " " " " " "	15's to 2.0's, per case.....	4 00
California lemons, 30's, 360's, per case.....	6 00	
Bananas—		
Per bunch, by express only.....	2 50	3 60
Grapes—		
Ameria grapes, kegs, per keg.....	3 00	
Pears—		
Fancy Columbia, " " " " " " " "	4 00	
" " " " " " " " " " " "	2 00	
Cranberries—		
Jersey cranberries, per bbl.....	12 00	
Vegetables—		
California celery, per doz.....	0 90	
" " " " " " " " " " " "	per case.....	6 00
Sweet potatoes, per bul.....	6 00	
Valencia onions, large cases, per case.....	4 99	
Native onions, per lb.....	0 03	

TRADE NOTES.

O. Boivin & Cie, is the name of a new grocery in Quebec.

E. Gagnon, grocer, of Montreal, has made an assignment.

J. A. Dussault, St. Sebastien, Que., is starting a grocery.

J. W. Connor, general merchant, of Tuxford, Sask., has assigned.

The assets of E. D. Carrier, grocer, of Quebec, have been sold.

J. A. Lapointe, grocer, of Yamachiche, Que., has made an assignment.

C. Kingsley & Son, Montreal, have started in the grocery business.

Arthur Sherk, grocer, of Bridgeburg, Ont., has sold to W. Kraft.

T. C. Haygarth, general merchant, of Kenaston, Sask., has assigned.

The grocery store of Frank Spooner, Toronto, has been destroyed by fire.

A. Woods, Kerwood, Ont., has sold his general store to A. C. Kilpatrick.

Christie McFarland, Montreal, has sold his grocery to Kyle & Stevenson.

The general store of J. J. Ringrose, Galetta, Ont., has been destroyed by fire.

N. Blais, general merchant, of Cheneville, Que., has been succeeded by Jos. Vereau.

C. H. Levers, Vancouver, B.C., has taken over the grocery business of H. Harford.

Mrs. P. Cote & Fils, St. Augustin, Quebec, have opened a general store business.

W. M. Mackay, Courtland, Ont., has sold his general store business to W. D. Fleming.

BUSINESS CHANCE

MARRIED man 45 years age; 25 years as secretary to railroad official, now employed, wishes to secure brokers' agency for Canada. Up-to-date goods. Correspondence solicited. O. Bingham, 84 Adams Ave. East, Oxford Flat, Detroit, Mich.

FOR SALE.

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (15)

Seasonables

Dittman's Russian Caviar

1 lb. tins, cases 2 doz.	- - - -	\$27.00 per dozen
$\frac{1}{2}$ lb. tins, cases 4 doz.	- - - -	14.00 "
$\frac{1}{4}$ lb. tins, cases 5 doz.	- - - -	7.25 "
$\frac{1}{8}$ lb. tins, cases 6 doz.	- - - -	3.75 "
Gazelle Brand Scotch Kippered Herrings, oval tins, cases 4 doz.,		
	- - - -	1.40 "
Gazelle Brand Scotch Herrings in Tomato Sauce,		
oblong tins, cases 4 doz.,	- - - -	1.40 "
Marshall's Aberdeen Selected Red Herrings,		
tin drums, 100 fish, cases 6 drums,	- - - -	1.75 per drum
Monterey California Mackerel, Broiled in California Pure		
Olive Oil, Soused, oval tins, cases 4 doz.,	- - - -	2.40 per doz.
In Tomato Sauce, oval tins, cases, 4 doz.,	- - - -	2.40 "
McMenamin's Devilled Crabs, with natural shell,		
1 lb. round tins, cases 2 doz.,	- - - -	3.50 "
Smith's Scotch Findon Haddocks,		
1 lb. oval tins, cases 4 1-6 doz.,	- - - -	1.50 "
Talbot Freres' Anchovies in Salt, $\frac{1}{2}$ pint bottles, cases 1 doz.,		
	- - - -	4.75 "
Talbot Freres' Anchovies in Oil,		
$\frac{1}{2}$ long bottles, cases 1 doz.,	- - - -	1.60 "
2- $\frac{3}{4}$ long bottles, cases 1 doz.,	- - - -	4.20 "
Talbot Freres' Boneless Anchovies in Oil,		
$\frac{1}{2}$ oval bottles, cases 1 doz.,	- - - -	3.00 "
Salmon, 1 lb. cans, cases 4 doz.,		
Tulip Brand, best Humpback grade,	- - - -	1.00 "
Diamond C., Finest Red Spring,	- - - -	1.55 "
Diamond C., Finest Red Spring, $\frac{1}{2}$ lb. flats, cases 4 doz.,	- - - -	.95 "
Laurel Wreath best Rivers Inlet Red Sockeye,	- - - -	1.60 "
Sovereign, Finest Fraser River Red Sockeye,	- - - -	1.65 "

Terms : Net within 30 days, F.O.B. Montreal.

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

**Lombard Plums 2s
HEAVY SYRUP
\$1.00 Per Dozen
"CANADA'S PRIDE" BRAND**

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

FENWICK, HENDRY & CO.
Wholesale Grocers and Importers
KINGSTON, ONTARIO
Established 1846

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

**The Grocery Clerks
Are Getting Wise**

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

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

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

The Only Perfect Fruit Jar



**SCHRAM
AUTOMATIC
SEALER**

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

Keeps fruit in perfect condition.
No rough edges to cut or injure hands.
No separate rubber rings to bother with.
When you buy a dozen jars you get twelve perfect jars ready for use.

Does not break in Sealing.
Does not break in Opening.

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

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

For sale by leading jobbers

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

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

**"Young-Tom"
Washing Powder**

which is "for PURIFYING and
CLEANSING UNEXCELLED."

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

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

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

Choicest Cured Meats AT RIGHT PRICES

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

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

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

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

BACK BACON

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

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



MORE CHEESE?

Present firm markets; the scarcity only too evident here and in England, and strong demand indicate higher prices before new make of cheese.

We offer a few lots finest colored and white purchased by buyers at our direction when market was low. These cheese will please you in quality and price.

Buy from us now and secure for your extra profit the difference between today's prices and those which will shortly rule.

Write for Our Prices.

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

Wholesome Provisions

provisions which tickle and satisfy the most picky customer you can meet with—are the kind which go under the name of

Ryan Brand

The government analyst has inspected them thoroughly and now declares that they are perfectly pure. Get in line for increased provision business by handling

RYAN BRAND. Prices gladly sent.

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

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Dairy Produce and Provisions

News From the Provision Markets of Canada—Changes in Several Staple Lines—Hogs Again Declined.

CHEESE AND BUTTER BULLETIN

Montreal, March 4, 1908.

No material improvement is noticeable in demand for Canadian cheese on the part of English houses. They appear to be waiting for a decline in prices, which at the moment is not in sight.

There have been some fairly nice transactions of late, but the lots moving did not amount to a large shipment in any case. This is chiefly because stocks here are not such as to warrant big business, considering prices ruling.

There are some who think that English buyers will succeed in getting prices down to a lower level if they wait sufficiently long, but the general opinion is that anybody desiring cheese will have to pay for it.

Stocks held in England cannot be heavy, while the consumption goes on as usual. Local houses expect a good deal more activity than there has been of late any day now, as stocks will be declared across the water now that February is closed.

Offerings made to Old Country houses last week on the basis of 13c. did not attract purchasers, but it is thought that they will take up lots on the market at that figure when they realize the smallness of stocks held.

For finest Ontario colored, dealers are asking, most of them, 13c to 13½c, while finest Ontario white brings 13c to 13½c.

Some good business has been transacted recently with local retailers, demand for cheese having been stimulated by the high prices demanded for butter.

Receipts of cheese last week were very small, being but 70 boxes, against 10 boxes previous week and 32 boxes same week one year ago. Total receipts to date are 2,053,840 boxes, against 2,349,569 boxes same period a year ago.

Butter is not so wild this week, if the term may be used. The market is saner and more free of excitement than it has been for some days past.

Extremely high prices which were asked, as high as 35c wholesale in some cases, resulted in a falling off in consumption, which might have been expected. No poor man could afford to pay the price asked by some retailers, 40c a pound. They bought instead of this generally considered necessary article syrup, molasses, honey and products of this sort, which in a way took the place of the more expensive dairy line. Cheese sold better, too, because of the high price of butter.

Seeing that the people would not stand for very high prices, holders did not force the issue any more than was absolutely necessary, and to-day prices are no stiffer than they were a week ago, though many anticipated a market ruling anywhere between 35c and 38c.

First-class creamery is obtainable to-day for 33c, which is not unreasonable

considering that stocks are extremely light and demand strong.

There is some creamery offering around 31c to 32c, but this is not the best on offer in the local market.

Dairy butter continues very scarce, with little likelihood of the market being replenished to any extent before the new make begins to arrive. Rolls are more scarce than ever. Solid is being quoted around 26½c to 27c in a wholesale way.

Nobody cares to hazard a guess as to what stocks held amount to this week, owing to the fact that many houses refuse to reveal the figures representing

THE PROVISION SITUATION

Another slump in the Canadian hog markets this week is an evidence of exceedingly unsatisfactory conditions among the packers.

With the British market in a continued unresponsive mood, a condition which has prevailed to a greater or less degree since the end of the year, and with their storehouses pretty well filled, the packers are not in a position to do very brisk business. As a matter of fact, the labor question seems to be the most serious one just now. They are not at all anxious to lay off their hands at the present time, but under present conditions they are having considerable difficulty in keeping them busy.

Conditions in the British market last week were simply a repetition of what has occurred about every alternate week recently. The Danes were particularly busy and poured in "killings" aggregating over 40,000. The Americans, too, under peculiar conditions at home, sent over enormously increased shipments. Under these enormous receipts the British market went even further off and at present does not show much encouragement for Canadian shipments.

Prices quoted this week are on a basis of 15c below a week ago. Hogs f.o.b. bring \$4.75, fed and watered \$5 to \$5.05. and for hogs off cars at factory \$5.15 to \$5.20 is paid. Packers say they are getting quite all the hogs they want at these prices under present conditions.

American market conditions are summarized in the following paragraph from the New York Journal of Commerce:

"The past week witnessed more activity in future hog products on lighter receipts at Chicago, firming up prices in sympathy with grain, but at the advance packers were selling after encouraging the improvement early and filled up the short demand which came in after midweek in sympathy with the big advance in wheat. Outside points, however, had liberal receipts and the total West for the week was 145,000 ahead of last year. This prevented any improvement in cash demand, but where ad-

their holdings. Suffice to say, they are small. And supplies are dwindling a little every week.

Bare boards will be the rule when the new make begins to arrive and consequently high prices are expected for the opening of the season. Of course present figures cannot reasonably be expected to hold. Once the new stuff begins to come in by express, about the middle of next month, there will no doubt be a break.

Receipts last week amounted to 1,539 packages, against 1,490 packages previous week and 934 packages same week last year. Total receipts to date amount to 414,687 packages, against 608,713 packages same period one year ago.

vances were asked they checked it. Exporters have taken no meats for the week here or west and only about 10 carloads of lard, though shipments from the west during the week were heavy of both, but said to be chiefly packers' consignments. Home trade has been of a hand-to-mouth character and though some dealers assert that consumption has not fallen off the volume of business is much lighter than usual at this season of the year, indicating either reduced consumption or lack of confidence in present prices preventing dealers carrying the usual stock. The general belief is that the receipts of hogs have been reduced by bad country roads tributary to Chicago this week, and next week's receipts are estimated to be as heavy as recently and there is no apprehension that there will be any marked falling off in the supply of hogs until the summer months. This prevents any bullish tendency in speculation or legitimate trade."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is rather quiet this week. Hogs are easier, lard is selling fairly well, other lines are the same. There is no change in prices.

Lard, pure, tierces.....	0 11 1/2	0 12
" " " " " " " " " " " "	0 11 1/2	0 12 1/2
" " " " " " " " " " " "	0 12	0 12 1/2
" " " " " " " " " " " "	0 12	0 12 1/2
" " " " " " " " " " " "	0 12 1/2	0 12
" " " " " " " " " " " "	0 12	0 12
Lard, compound, tierces, per lb.....	0 08 1/2	0 09 1/2
" " " " " " " " " " " "	0 08 1/2	0 09 1/2
" " " " " " " " " " " "	0 09	0 09 1/2
" " " " " " " " " " " "	0 09	0 09
" " " " " " " " " " " "	0 08 1/2	0 10
" " " " " " " " " " " "	0 08 1/2	0 09 1/2
" " " " " " " " " " " "	0 08 1/2	0 09 1/2
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	21 00	22 50
Canadian short cut clear.....	20 50	22 00
American fat back.....	23 00	23 00
Breakfast bacon, per lb.....	0 13	0 15
Hams.....	0 12 1/2	0 14 1/2
Extra plate beef, per bbl.....	13 00	14 50

BUTTER — The butter market continues very firm this week. Fresh large

rolls are scarce. There has been no new stock received yet, and a good amount of business is being done at unchanged prices.

Creamery, fall make, boxes	0 31
Creamery, winter make, boxes	0 32
Dairy, tubs	0 25
Fresh large rolls	0 20 1/2 0 27

EGGS—The egg market continues steady, with a very active demand. Local stocks of pickled are reducing fast, and there is a tendency towards firmer prices. Pickled eggs are up 1c this week, and an increased business is expected during the Lenten season.

New laid	0 23 0 30
Pickled	0 22 0 23

CHEESE—The cheese market is steady at unchanged prices. There is a fair amount of business being done at present, and a good increase is being looked for during the Lenten season.

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

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

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

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

? HAVE YOU SEEN THEM
Our Special Value 4 string Fancy Finish
25 Cent Brooms
ORDER NOW. 3 doz.,.... \$2.25
Freight allowed 2 doz.,.... 2.60
up to 40c. per 100 lbs. 1 doz.,.... 3.00
Goods will be shipped in turn as order is received—(say ten days.) Only a limited quantity to sell at this rate.
WALTER WOODS & CO.
Hamilton and Winnipeg

HONEY—The honey market still remains featureless, there being very little business doing in this line.

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

POULTRY—The market continues very firm. There is a good demand, but the receipts are light, and higher prices are anticipated.

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

TORONTO.

PROVISIONS—A fair amount of business is being transacted in provisions. Prices rule about the same. Lard is selling at old prices. Of late considerable American lard has been arriving and is selling somewhat lower than Canadian brands. In fresh meats business is reported to be good.

Long clear bacon, per lb.	0 69 1/2 0 10
Smoked breakfast bacon, per lb.	0 14 0 14 1/2
Roll bacon, per lb.	0 10 0 10 1/2
Small hams, per lb.	0 14 0 14 1/2
Medium hams, per lb.	0 13 0 14
Large hams, per lb.	0 12 1/2 0 13
Shoulder hams, per lb.	0 9 1/2 0 10
Bacon, plain, per lb.	0 16
" pea meal	0 16 1/2
Heavy mess pork, per bbl.	19 50 20 00
Short cut, per bbl.	22 50 23 00
Lard, tierces, per lb.	0 11 1/2
" tubs	0 11 1/2
" pills	0 11 1/2 0 12
" compounds, per lb.	0 09
Plate beef, per 200 lb. bbl.	12 50 13 00
Beef, hind quarters	6 00 8 00
" front quarters	4 00 5 00
" choice carcasses	7 50 8 00
" common	4 50 5 50
Mutton	0 07 0 08 1/2
Lamb	0 08 0 09 1/2
Hogs, street lots	8 50 6 70
Veal	0 08 0 09

BUTTER—The market has taken a firmer tone, and prices, though easier for a while, have been maintained at last weeks quotations. Dairy is quite scarce owing to the roads and traffic being blocked. Creamery stocks are getting lower.

	Per lb.
Creamery prints	0 31 0 31
Creamery solids	0 31
Farmers separator butter	0 28 0 31
Dairy prints, choice	0 27 0 28
" ordinary	0 23 0 25
" tubs, choice	0 22 0 24
" tubs, ordinary	0 20 0 22
Best butter	0 20 0 21

EGGS—The market has been very active during the week. New laid eggs are arriving in such enormous quantities as to cause a further decline of 2c. They are now selling at 28c, with every indication of lower quotations. Large quantities of American eggs are being shipped in. The quality so far has been quite satisfactory. The demand all round is excellent. Lined eggs are scarce and have advanced 1c. Selects and candled are about done.

Eggs, candled	0 22 1/2 0 23
selects	0 26 0 27
" lined	0 21
" new laid	0 28 0 23

CHEESE—The market is very firm, in spite of the weak export conditions. The price of twins has advanced 1c.

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

HONEY—Prices are not materially changed. A better feeling is reported and some sales are being made. Indications point to some activity.

Honey, strained, 60 lb tins	0 12 0 13
" 10 lb tins	0 12 1/2 0 13 1/2
" 5 lb tins	0 13
" in the comb, per doz.	2 50 3 00
Buckwheat honey, per lb.	0 8 0 10
" in comb, per doz	1 25 1 50

POULTRY—The market has been very quiet. Supplies of fresh fowl have been scarce. There is a better demand. Prices remain unchanged. There is little hope of business improving for some time.

CORRESPONDENCE FROM ST. CATHARINES.

The bankrupt stock of John W. Timmons, grocer, was sold on Thursday and Friday last. The horses, wagons, sleighs, etc., were put up for sale on the market on Saturday but the horse was the only article sold as the day was too stormy and cold for the people to stand in the open.

Speaking of the open market grounds, an agitation was started early in December for a covering of the grounds and endeavors are being made to secure the end in view. Mayor Campbell in his inaugural address to the council, hoped that the way can be made to have a covered market. The Fruit Growers' Association at their meeting in January passed a resolution favoring a covered market. This was followed by a resolution in the county council for a covered market and on Saturday a meeting of farmers, huxters, gardeners, fruit growers and others was held and a committee was appointed to confer with the city council and the board of trade and also to secure legal opinion if rural municipalities and the county council have power to grant funds to aid in erecting a covered market. Last Saturday was a good illustration for the needs of an enclosed market ground. The farmers and others are being gradually drawn away towards Welland and Niagara Falls on account of the exposed market grounds here.

The merchants are feeling the tight times as well as others. When the people have no money to purchase the goods must remain in the stores, or otherwise sold on credit. The wholesale and retail merchants are doing a fair though not rushing business.

Bradley & Son, grocers, had the misfortune to have a large plate glass window broken recently. The contractors, Begg, Son & Company, in putting a new glass in its place, were unfortunate to break the fresh pane. The window was enclosed with abundant frames and glass until the arrival of another glass from the factory.

Archibald Wilson, one of St. Catharines' oldest business men, passed away at his home, 15 Ann street, on Sunday evening, Feb. 16th, aged 62 years.

Mr. Wilson was a native of County Armagh, Ireland, and came to Canada and to St. Catharines when a child. After his school days he entered the grocery business, in which he was actively engaged until about three years ago. At this time he retired owing to poor health, and the business has since been carried on along the same lines by his son, Frank A. Wilson.

Mr. Wilson was a veteran of the Fenian raid of 1866-70, and a corporal of the St. Catharines garrison battery. He leaves a widow, four daughters and two sons.

THE PORK AND BEANS SITUATION

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

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

Wm. Clark, Montreal
Manufacturer

O'MARA'S BACON

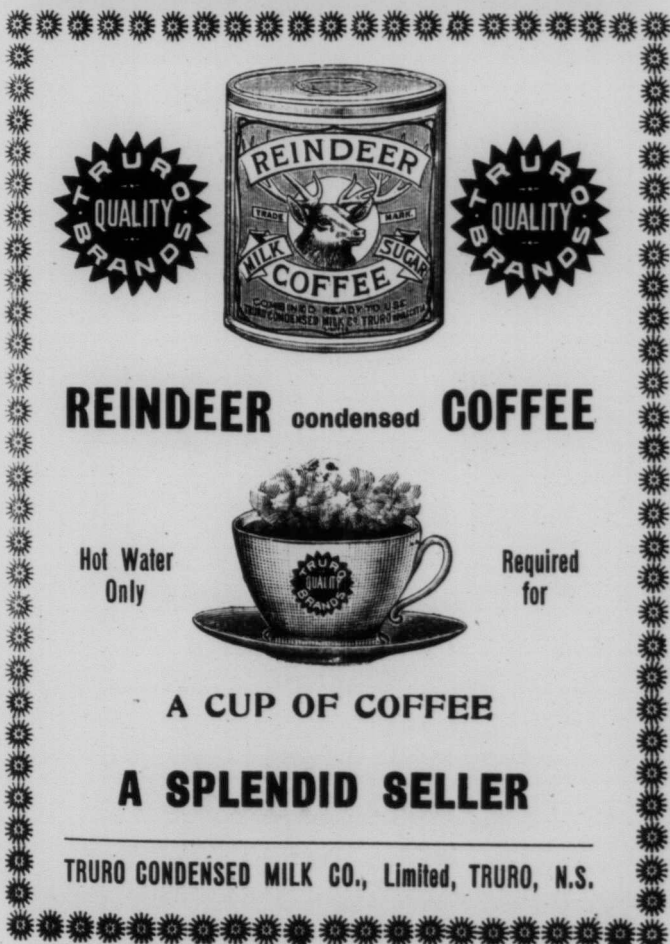
You want the best goods in the market.

BUY O'MARA'S

**Bacon, Lard, Hams,
Sausages and
Cooked Meats**

Their quality is unsurpassed.
Government inspected.

JOSEPH O'MARA
Pork Packer PALMERSTON, ONTARIO



BEST QUALITY BRANDS

REINDEER CONDENSED **COFFEE**


Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

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



There is only one

BOVRIL

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

Supplies can be obtained from—

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

and from all wholesale houses throughout Canada

PERSONALS.

E. G. Henderson, manager of the Canadian Salt Co., has gone to England on a business trip. He expects to be absent about a month.

J. W. Windsor, Montreal, canned goods, and Alex. Stewart, manager of the jam department of J. W. Windsor, were in Toronto March 5.

J. A. Stewart, of Exeter, one of The Grocer's oldest subscribers, was in Toronto this week on a business trip and was a welcome caller at The Grocer office.

C. R. Cooper, of the Toronto Salt Works, has been seriously ill for the past few weeks. His many friends will be pleased to learn that he is slowly improving.

T. B. Greening, president of the Pure Gold Mfg. Co., Toronto, left some time ago on an extended trip to the Orient, by way of the Mediterranean. During his trip Mr. Greening will visit a number of coffee plantations, and will combine business with pleasure.



DON'T FAIL
To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

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

BUTTERFLY BRAND

FUSSELL'S

'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

being mechanically prepared without the addition of sugar or any preservative, is very easy of digestion, and has saved many lives all over the world, as it is retained where all other food is rejected. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

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

Prices and Particulars of the Agents

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

MOTT'S DIAMOND CHOCOLATE

CANADA: No better Country

MOTT'S: No better Chocolate

Canadians Love Good Gheer

The special favorites with the Canadian housewife are

Mott's

"Diamond" and "Elite" brands of

Chocolate

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

For Sale by every Jobber.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

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

Are You a Flour Man?

You are! Well, I just want to call your attention to a line of flour which is proving a very fast and constant seller. A flour which is unbeatable in quality—and which you can have at the closest prices. It is

BUDA

"The Flour of Quality"

Blended from Eastern and Western wheat by millers of a half-century experience.

*Write or Wire for Carlot
Prices at My Expense.*

J. B. HARTY

PICTOU, N. S.

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THE FLOUR AND CEREAL MARKETS

Flour Easier in Montreal, Stiffer in Toronto—Cereal Business Quiet—Export Business Small.

The trade continues to talk a good deal about the changes on the Winnipeg grain exchange, which will result from the recent amendment passed by the Provincial Legislature. As the matter stands now, seats on the Exchange are practically valueless and this week a curb market is being operated, with a discontinuance of the American quotations. The Exchange is at work trying to evolve a way out of the apparent mix-up, but as yet nothing has been suggested.

Conditions are rather different in Quebec and Ontario this week. Flour declined 15c during the week in Montreal on an easier market, while in Ontario the feeling was stiffer, particularly owing to the scarcity of Manitoba wheat, and these grades advanced 20c.

The cereal business is quiet, with supplies rather light, as a result of the week's storms and bad roads. Very little export business is being done.

MONTREAL.

FLOUR—There is an easier feeling in flour this week and prices have dropped somewhat in several lines. Demand continues to be good.

Winter wheat patents.....	5 50
Straight rollers.....	4 75 4 80
Extra.....	4 00 4 10
Royal Household.....	6 10
Glenora.....	5 50
Manitoba spring wheat patents.....	6 10
strong bakers.....	5 50
Five Roses.....	6 10

ROLLED OATS—The rolled oats situation is unchanged since last report. Business continues fair at unchanged prices.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated ".....	3 20
Gold dust cornmeal, 98-lb. bags.....	2 25
White cornmeal.....	1 85 1 75
Roller oats, 90-lb. bags.....	2 90 3 02 1/2
80-lb. bags.....	2 75 2 87 1/2
bbls.....	6 10 6 35

WHEAT—There is a firmer feeling in wheat this week and a sharp advance in several lines is noticeable.

Manitoba bran.....	23 00 24 10
Manitoba shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
bran.....	23 00 24 10
Manitoba, milled.....	26 00 31 00
straight grained.....	27 00 33 33
Wheat flour.....	1 50 1 60

TORONTO.

FLOUR—A scarcity of western wheat has caused a firmer feeling in the markets this week and millers have advanced their prices on Manitoba flour 20c. Winter wheat grades are on the same basis.

Manitoba Wheat.	
75 per cent. patents.....	5 50
".....	5 80
strong bakers.....	5 20

Winter Wheat.	
Straight roller.....	4 90 5 10
Patents.....	5 20 5 41
Blended.....	5 25 5 30

CEREALS—Business continues rather quiet, with good local demand. Supplies of oats are light and only a small

amount of outside business is being done. Prices are unchanged.

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

KINNEARS WIN AGAIN.

Protested Game in Wholesalers' Hockey League Played off on Saturday.

There was more fun in the Toronto wholesalers' Hockey League last week. Here's the reason of it. In the game before the final the Kinnear Co. secured permission to play Robinson of Davidson Hay. Robinson was used again in the final game a week ago last Friday, though this time without permission, and according to the rules governing the league, a protest was in order, which was entered by the Lumbers team and was sustained. Consequently the game was played over on Saturday afternoon before a fairly good crowd of hockey enthusiasts, among whom were noticed several prominent grocermen. What must have delighted and encouraged the boys was the presence of a few ladies, who graced the occasion with their presence. The game was late in starting, but the time passed quickly enough. "Billy" May had his ferocious looking bull terrier with him which kept the frost from freezing the ardor of the hockeyites. "Charlie" Morrow, or "Quaker Oats," as the boys good-naturedly called him, afforded not a little fun when he and "Billy" May's pet had a warm bout on the ice.

The poor condition of the ice spoiled what would otherwise have been a fast game. As it was, things were warm enough at all stages. The slow ice made things more favorable for the Lumbers team and they were dangerous for the Kinnear bunch from the start to the finish. On good, keen ice the superior combination of Kinnear's world no doubt have piled up a much bigger score than Saturday's. Lumbers' played an individual game, but even at that they landed more than one hot shot on the Kinnear goal and "Roy" Marks saved the day more than once. Boyd, of the Lumbers' team, played a strong game at cover-point and stopped several dangerous Kinnear rushes. Kinnear's scored their two goals before Lumbers' got theirs, which came near the end of the game. Some smart playing was witnessed. This game settles any dispute as to the merits of the teams. The Tillson trophy will rest peacefully in the Kinnear sample room for a year at least.

The teams lined up as follows:

Lumbers—Goal, "Wes." Lumbers; point, Kerr; cover-point, Boyd; forwards, Frank Lumbers, Ford, McKenzie.

Kinnears—Goal, Marks; point, Minett;

Do You Cater To "Quality" Customers?

If you do, it'll pay you to know that one of the surest routes to the "quality" trade is

Mooney's Perfection Cream Sodas

They are the acme of deliciousness. They keep fresh and crisp down to the last cracker in the package.

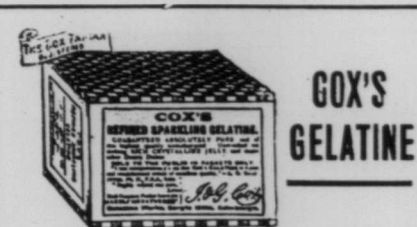


Write To-Day for Prices.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

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

cover-point, Humphrey; forwards, Caldwell, Rennie, Kinnear.

"Charlie" Morrow made an admirable referee and kept the game comparatively free from rough play. A few penalties were handed out, but no lemons.

BARRIE CORRESPONDENTS.

The Barrie Board of Trade met last Monday and elected their officers for 1908, as follows: Hon. pres., H. Lennox, M.P.; pres., H. B. Henwood; first vice president, W. A. Boys; 2nd vice-president, M. J. Frawley; sec.-treas., Geo. C. Brown; council, J. J. Brown, J. C. Irwin, Geo. Ball, H. J. Grasett, D. H. McLaren, S. Wessley and Thos. Beecroft. On taking the chair, President Henwood thanked the members for the honor done him and promised his utmost endeavors to promote the interests of the board and of the town and suggested that the present members get every live business man to take an interest in the board.

A car of oranges from Riverside County, California, arrived in Barrie on Monday last. It was just twelve days in transit, which is considered record time.

Barrie council has raised the peddlers' and hawkers' license from ten dollars

to fifty a year. This will no doubt put a check on quite a number of foreigners who have in the last year invaded the town with push carts and wagons, peddling fruit from door to door.

Eggs and butter can be bought at something reasonable now, the prevailing price being twenty-five cents a dozen, all round, and an outlook for cheaper eggs this week. The roads around here are now in perfect condition and things are beginning to brighten up for the merchants, who have suffered considerably on account of the very bad roads.

DEATH OF CONFECTIONER.

Geo. Robertson, One of Toronto's Manufacturers, Passed Away on Monday.

Death has removed a prominent figure in the wholesale confectionery business of Canada in the person of Geo. Robertson, who passed away at his home in Toronto on Monday, the 2nd inst. Mr. Robertson's name has been before the confectionery trade for many years. He was one of the original members of Robertson Bros., the firm having been established about forty-four years ago.

After three years' connection with the firm he began business for himself and, except for a few years when he was back with his brothers, he remained in that separate business ever since and has carried on a manufacturing establishment at the corner of Maitland and Yonge Sts.

Mr. Robertson was born in Selkirkshire, Scotland, on Christmas Day, 1841. At the age of fourteen he came with the rest of the family to Toronto, where he lived all the rest of his life. He is survived by his widow and six children. Mayor Oliver is a brother-in-law. Mr. Robertson belonged to the Central Presbyterian Church.

W. J. Rogers, president; S. F. Taylor, vice-president, and Frank Rogers, general manager, of the Borden Condensing Company, of New York, spent a few hours in town on Saturday on business in connection with the establishment of their factory in Tillsonburg. It is said that S. S. Chewning will be supervisor of the work, which may be started next month in connection with the factory. Mr. Chewning is a brother of the gentleman who was in Tillsonburg several weeks in the fall looking up the advantages the town had to offer for the new factory.—Tillsonburg Observer.

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

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

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

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

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

POT AND PEARL BARLEY FEED
 CALEDONIA MILLS
 John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
 IN ¼-LB. LABELLED TINS. 14-LB. BOXES
 Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
 In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

Keep Posted on Sugar
 Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

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

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY.



WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD

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

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

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

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

Meurisse Chocolates

ARE DELICIOUS
Grocers

Any of the undermentioned firms will be only too pleased to tell you all about *Meurisse Chocolates* on request. They have samples and prices. *Our Orange Chocolate Cream Bars* are great sellers.

Chocolate Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

or Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.



MANY manufacturers of coconut employ skilled workmen, but do not take the care to see that their good efforts are not offset by carelessness on the part of other employees who have something to do with the manufacturing. We give PERSONAL attention to EVERY step in the process of manufacture of

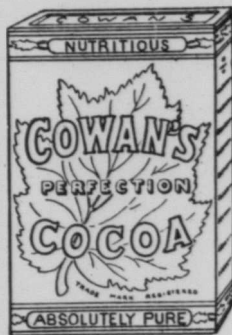
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The Canadian Coconut Co. 107 LaGauchetiere Street West, Montreal

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ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Rollison & Rollison.



Cowan's Cocoa and Chocolate

leads in purity,
flavor and profit.

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

The Cowan Co., Ltd.

FRUITS, VEGETABLES AND FISH

Improved Business in Green Fruits—Vegetable Market Remains Steady—
Bright Outlook for Lenten Business in Fish.

The demand for green fruits is steadily improving and, with milder weather, should assume better proportions. Prices all round are steady. Oranges have a firmer feeling. Marmalade oranges are in good demand. Lemons are unchanged and are selling well at low prices. Alarming reports have been circulated as to a great shortage in the banana crop, but fruit dealers are inclined to discredit the fears. Apples are fairly steady. Cranberries are firmer and scarce.

Nothing very unusual has happened in the vegetable market. Potatoes are maintaining their high level, though supplies are quite satisfactory. Domestic vegetables are selling well at old prices. California celery is about off the market and is being replaced by shipments from Florida. Imported early lines are moving more freely.

The Lenten season has opened strong. Substantial orders for all lines of fish are being received. Dealers look forward to a busy time for the next six weeks. Fears as to the adequate supplies have been banished and no scarcity is anticipated. Prices have not changed materially.

MONTREAL.

GREEN FRUITS—Business this week is a shade brisker, and increased business is looked for during March. All lines are selling well at unchanged prices.

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

VEGETABLES—There is a fair amount of business doing this week in vegetables, and a firm feeling prevails. Boston hot house lettuce and cucumbers and California celery have slightly advanced in price, while spinach has gone down. Other lines are selling well at unchanged prices.

Parsley, per doz. bunches	0 35
American parsley, large bunches, doz.	0 75
Sage, per doz.	0 60
Savory, per doz.	0 60
Cabbage, bbl	0 75 1 00
Turnips, bag	0 65 0 75
Celery, doz	0 25 1 00
California celery, crate	6 00 7 00
Water cress, large bunches, per doz	0 75
Spinach, bbl	4 00
Green peppers, crate	3 50
Boston hot house cucumbers, doz.	3 00 3 50
Potatoes, per bag	1 00 1 15
Sweet Potatoes, basket	3 50
Beets bag	0 75 0 80
Carrots, bag	0 65 0 70
Tomatoes, Florida, crate	5 50
Tomatoes, hot house, per lb.	0 35
Spanish onions, small crates	0 75 1 00
" large crates	0 25
Canadian onions, lb.	0 01 0 02
Boston lettuce, hot house, per doz.	0 75 0 85
No. 1 salt cels, lb.	0 07 0 08
Radishes, doz.	0 60
ermuda parsley, crate	3 50

Mushrooms, per lb.	0 85
Horse radish, per lb.	0 12
Beans, green, basket	1 00
Egg plant, doz.	2 00 3 00
Green peas, basket	5 00 5 50
California cauliflowers, per crate	4 00 4 70

FISH—With Lent at hand the fish dealers are kept hustling to fill the large amount of orders that are coming in. It was feared a few weeks ago that there would be a scarcity of fresh fish but dealers now claim to have a good stock on hand and will be able to handle all the business that comes in.

Fresh and Frozen Fish.

Haddock, per lb.	0 45 0 65
Halibut, per lb.	0 02 0 60
Mackerel	0 08
Dore	0 07 0 08
Grass pike, lb.	0 04 0 05
Cod fish, l.	0 04
Steak cod, lb.	0 05
Whitefish, lb.	0 07 0 08
B.C. salmon, lb.	0 08 0 09
Qualla Salmon, lb.	0 07 0 08
No. 1 Smelt's, lb.	0 07
New tomcods, bbl.	2 00
Sea herring, bbl.	1 60 1 70
Smoked and Salted—	
Haddies, boxes, per lb.	0 07 0 08
Kipperd Herring, 50 in box	1 10
Smoked herring, per small box	0 16
Yarmouth Bloaters, per box	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 25
Boneless cod, 20 lb. boxes	0 05 0 06
Boneless fish, 20-lb. boxes, blocks	0 05 0 05 1/2
Boneless fish, 25-lb., boxes, per lb.	0 04 1/2
Oysters and Lobsters—	
Standard, bulk, per imp. gal.	1 10
Selects, bulk, gal.	1 60
Paper pails, 100, pint size	1 10
" 100, quart size	1 50
Live lobsters lb.	0 20
Pickled fish—	
No. 1 Labrador herring, per bbl.	5 50
" per half bbl.	3 00
No. 1 Nova Scotia per bbl.	5 00
" per half-bbl	2 75
No. 1 Haddock, bbl	6 00
No. 1 Mackerel, 20-lb. kitts.	1 75
Green cod, per bbl.	8 00
Medium " "	8 50
Large " " "	8 50
Labrador Salmon, 1/2-bbls.	8 50

TORONTO.

GREEN FRUITS—The market is fairly active in spite of the recent storm which has retarded outside shipments. An improvement is noticeable in sales. Prices rule steady all round. Oranges are moving better. A few bargains are being offered. Lemons are unchanged. Apples are slightly firmer. Reports of a probable shortage of bananas are not being seriously taken, prices remaining the same. Cranberries are getting scarce and are quoted 50c higher. Almerias are about done.

Oranges, Florida's new	2 00
" navals, new	2 60 3 00
" Valencias	4 50 5 00
" Murcias	1 50
" Bahamas	1 75 2 00
Oranges, bitter	2 50 2 50
Lemons, California, 240, 300, 360, 420	3 00 3 00
" Messinas, new crop	2 50 2 75
Grape fruit, 54's 80's, 96's	5 50 6 00
Apples, No. 1 wint-r fruit	2 00 2 50
" No. 2	2 00 2 50
Bananas, Jamaica firsts, per bunch	1 65 1 75
Bananas, jumbo bunches	2 25 2 25
Quinces, per basket	0 50 0 60
Cranberries, per bbl.	9 00 10 50
Almeria grapes, per keg	5 50 7 00
Tangerines	3 00 4 00

VEGETABLES—Potatoes continue to maintain their high range. Supplies are fairly plentiful in spite of the recent rough weather. Turnips and cabbage are moving well. California celery is getting very scarce, in fact supplies are practically done. Florida celery is beginning to come on the market. Prices of choice fancy stuff are unchanged.

HEAVY

That is what the demand has been for our

Golden Flower and Rose Brand Navels

and expect it to continue as Fruit is fine. Have several cars en route.

Are also offering something fine in extra choice **Navels, Messina Lemons, California Celery, Pineapples**, etc.

Have two cars extra fine cabbage to arrive this week. Send us your orders.

McWILLIAM

Mc. AND E.
EVERIST

21-27 Church St., TORONTO

Are you in the "Rut"

Are you convinced that

"Golden Flower"

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

"Rut"

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association
Redlands - California

New Brunswick Delawares, per bag	1 10	1 20
New potatoes, Canadian, per bbl.	1 10	1 15
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
Beets, per bag	0 90	0 95
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Turnips, per doz.	0 85	0 95
Radishes, per bag	0 60	1 00
Radishes, per doz.		0 80
Patatey, Canadian, per doz.	0 35	0 40
Patatey, California, per doz.		0 75
Lettuce, imported		1 15
Cucumbers, imported, per doz.		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb.		0 65
Pineapples, per crate		5 50

FISH—With the advent of Lent, business has taken a brisk turn. Good orders are being booked, although the recent storm has delayed shipments. Prices are not quotably higher. Stocks are quite satisfactory and no shortage is anticipated. Halibut, cod, sea salmon and oysters are selling strong.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Holland herring, per lb	0 90	0 95
Herring, medium, per lb	0 07	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Clasoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod, per doz.		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefish, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08
Flounders, per lb		0 04
Flourishers, Yarmouth, per box		1 10
Oysters, per gal		1 85
" in shell, per 100		1 50

TRADE NOTES.

J. Cook, general merchant, of Rosendale, Man., has assigned.

Stanley Williams, Sarnia, Ont., has remodeled and renovated his grocery.

E. A. Bates, Carlisle, Ont., has taken over the general store business of J. A. Tuplin.

Bouness & Fox., general merchants, of Asquith, Sask., have sold to Taylor & Creffeld.

Kerr & Payne, wholesale produce merchants, of Winnipeg, have made an assignment.

The Windthorst Trading Co., general merchandise, of Windthorst, Sask., has been sold to A. T. Morrison.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Messrs. Laporte, Martin & Co., Ltd., who for years have been located on St. Peter St., will move this week into their newly completed and commodious building, Nos. 662 to 668 St. Paul St., a few doors west of McGill Street, where they will be in a better position than ever to handle the trade which has increased wonderfully in these last few years.

Messrs. Laporte, Martin & Co., Ltd., send a cordial invitation to all their friends and customers to call and visit their new premises, where, in order to suitably inaugurate their new installation they will offer them bargains of exceptional value.—Advt.

LENT BEGINS

MARCH 4th

The Greatest of Fish Seasons. Everything good and cheap.

**SEA HERRINGS
SMELTS**

**LAKE HERRINGS
LABRADOR HERRINGS**

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

**FRESH FROZEN
Trout, Whitefish, Sea Salmon, Halibut**

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

Tracuzzi Says:—

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

A word to the wise—'Nuf sed.

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

FANCY RIPE

BANANAS

Fancy Sound Almeria Grapes

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

Send your orders to

HUGH WALKER & SON

Established 1861

Guelph, Ont.

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

SHIP TO US

We pay the highest market price for

DRIED APPLES

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

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

JOHN E. CASSIDY

Highest Quality Oysters

WHOLESALE

986 St. Catherine St. W., Montreal
Telephone Uptown 2119

JUST RECEIVED

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

No. 1 and Large Green Cod,

No. 1 Labrador Herring,

No. 1 Newfoundland Herring,

No. 1 Gaspé Herring,

Large Frozen Newfoundland Herring,
Frozen Tomcods, Frozen Flounders.

Choice Stock.

Quality Guaranteed.

Attractive Prices.

J. & R. McLEA

WHOLESALE FISH

23 COMMON ST., - MONTREAL

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

MARMALADE ORANGES

We have 500 Boxes of fine stuff and will make a special price in lots.

THE DAWSON COMMISSION CO., - TORONTO

WHAT TO DO IN MARCH

Take Full Advantage of Lenten Business—Some Hints on Selling Fish—Extend Your Canned Goods Trade and Prepare for Spring Seed Business.

This is a month of possibilities. March is first and foremost the Lenten season. It affords the grocer, the go-ahead grocer a mighty good chance to demonstrate his energy. The hardware merchant, the dry goods man, the stationer, have no particular opportunity to extend their trade during Lent. The grocer has. And the grocer who is alive to his opportunities and fully grasps the situation is the man worthy of his calling. The successful professional, financial and business man has achieved a great measure of his prosperity through seizing some golden chance, overlooked or ignored by others. Not a little of the success of the big grocermen is due to their capacity to adapt themselves and their business to the needs of the hour. Just what these demands will be during March any grocer should know. Do they not point forcibly to Lenten goods? Are not some lines consumed more during Lent than at any other period of the year? "Certainly," answers the energetic grocer, "and I'm going to remind my customers and the buying public of the fact." That is the sort of a grocer whose business grows, while his sleepy opposition across the street or around the corner fails to grasp his opportunity and complacently continues in the rut.

Some Ideas for Lenten Goods.

Upon what goods should a grocer concentrate his attention during Lent? The first thing that arises in his mind is fish. Fish is the great Lenten victual. Its consumption is enormous. There is sure to be a good demand for the various lines. Remembering this essential fact, the grocer has to discover ways and means of getting, if not the lion's share, at least his part of the business. It's up to him to push fish just as far as his business will warrant. It doesn't matter whether it is canned salmon, sardines, herring, cod, halibut, mackerel, whitefish, trout or oysters, as long as it falls under the category of fish. The grocer ought to be able to sell fish and thereby utilize his opportunities. How is he to do it?

The two old reliable methods are always with the grocer, timely advertising and spicy window dressing. Originate something catchy and attractive for your window. Let the people know that you are right there with the goods, that you have complete assortments of food specialties suitable for Lent. Draw attention to their quality. Tell them all about the fine stock of smoked, frozen, salted or canned fish you are handling. And right here, if a digression is pardonable, a general thought is helpful. Be a salesman and know your goods. Get up your talking points like your A B C's and pump the public full of talk that means business. It's your game to impress upon your customers the excel-

lence, the superiority of a specified article. Too many, unfortunately, are horribly ignorant of what they are selling. They may know that a particular kind of fish is sea salmon, but can say nothing more to make the indifferent customer buy that salmon. It is absolutely necessary to know your goods. When you advertise, give the public a talk on the merits of your goods. When you have dressed your window suitably and people are enquiring after the goods displayed, arm yourself with telling talking points. To be successful as a salesman it is obviously necessary to study your goods and thus make your position strong. This is a general rule, but it can be applied forcibly to your Lenten business.

In addition to fish, there are other good Lenten sellers, eggs, pancake flour, macaroni, vermicelli, dried fruits, etc., which deserve particular attention. Push these lines intelligently and energetically, either through bright, dressy windows, or judicious advertising, and you will surely catch a satisfactory share of the Lenten business.

Other Timely Lines.

During March there are other lines of appropriate goods to sell. Various lines of canned goods are in good demand. Many housekeepers find that their preserved fruits are getting low and consequently are forced to lay in supplies of canned tomatoes, corn, peaches, plums, jams and marmalade. This gives the grocer another chance to get busy and make things hum. Fix up a well arranged display. Point out to your customers the merits of canned goods in general, how much labor and drudgery is saved, how convenient they are in a pinch. While pushing your business in this way, you are unconsciously developing your selling ability and making yourself stronger every day.

Prepare for Spring Seed Trade.

Now's the time also to get ready for the annual seed trade. Every grocer, whether in the country, town or city, should carry a good, up-to-date line of seeds. There's a nice profit in it, more indeed than on many other lines carried. Make your preparations right away for a big spring seed trade. The garden-loving public will soon be on the look-out for seeds. The farmer, likewise, will be laying in his supplies of seed grain. It pays to get into touch with some of our big seed firms. Have some good reliable seed catalogues close at hand for ready reference. You will probably run across something special in them which you can put to good advantage in booking orders. It's a good plan also to study the different varieties of seeds, learn how best to plant them, what sort of soil is most useful, etc. In this way you win the confidence of your customers. Once this is secured half the battle is won. In conclusion, don't neglect to study the seed situation carefully and secure your stocks in time. How many will see to it that March's possibilities are closely watched?

Eve
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THE SIGN OF GOOD FISH

For prices write to A. H. Brittain & Co., Montreal; Stuart, Watson & Co., Winnipeg, and Milne & Gunn, Vancouver.

Also to Head Office. Atlantic Fish Co.'s, Limited, Lunenburg, N.S.

Every package of Fish bearing the above trade-mark is guaranteed to be the very purest, cleanest and best flavored obtainable. If every person in Canada knew how delicious and healthy are **Halifax, Acadia** and **Atlantic Prepared Codfish**, the present output would fall far short of the market's needs.



"Brunswick Brand"

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

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

- Herring Tomato Sauce**
- Kipperd Herring**
- Finnan Haddies and Sardines**



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

HERRINGS!

I want you to send me a trial order for my Herrings. You will want them now that Lent has begun, and I have the finest from Scotland and Holland.

They are really something extra, and are packed in barrels, half-barrels and kegs. Interesting prices make buying easy.

WRITE ME TO-DAY.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of California and Lima Beans and Black Olives.

OUR LEADER FOR LENT

Frozen Sea Herring

Choice, large, bright fish. Also full supply of

Frozen Haddock
Yarmouth Bloaters
Frozen Halibut
Green Codfish
Frozen Whitefish
Bulk Oysters

Finnan Haddies
Frozen Salmon
Labrador Herring
Frozen Pickerel
Boneless Codfish

Frozen Cod
Kippered Herring
Frozen Pike
Skinless Codfish
Frozen Smelts

and all other kinds in season.

Prompt Shipment.

Mail Orders a Specialty.

Fair Treatment.

Get Our Prices.

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.
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LONG
DISTANCE
TELEPHONES

LEONARD BROS.

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

MONTREAL

Branches :

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

LENT LENT LENT

COMMENCED ASH WEDNESDAY, MARCH 4th.

Salt Trout
Cod
Bloaters
Oysters
Trout
Smelts
Mackerel
Yellow Pickerel

Fresh Frozen White
Lake Herrings
Ciscoes
Pike
Halibut
Sea Herrings
Goldeyes

Salmon
Flounders
Tom Cods
Labrador Herrings
Haddock
Finnan Haddie
Perch

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

PROMPT SHIPMENTS. WRITE, TELEGRAPH OR MAIL YOUR ORDERS.

The F. T. James Co., Limited

Toronto

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Advertisements under this heading, i.e. a word each section.
 Contractions count as one word, but five figures (as 1122) 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
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" " " 1 year.....	17 00
" " " 6 months.....	10 00
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BUSINESS CHANCES.

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

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

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

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

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

ARTICLES FOR SALE.

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

SMALLE orange marmalade pulp in hogsheds with peel mixed ready for boiling; free from any preservatives. Box 182, CANADIAN GROCER, Toronto.

CANNED TOMATOES—Vineland brand; finest quality—hand packed; special price to introduce; dozen case lots or over \$1.10 per dozen; F.O.B. Toronto. Bradley & Son, St. Catharines, Ont.

SITUATIONS WANTED.

Travelers and Produce Merchants—Traveller with first class experience and thorough knowledge of the business; is open for engagement in any house; city or country. Traveller care of Wood, 9 Ann Street, Toronto.

AGENCY WANTED.

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

TRAVELERS WANTED.

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

WANTED.

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

BOOKS FOR THE GROCER.

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

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

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

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

FOR SALE

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

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (116)

LOWER GERMAN APPLE TARIFF.

Nova Scotia Farmers' Association Taking Steps to Open Market to Canada.

At a recent meeting of the Nova Scotia Farmers' Association a resolution was introduced by C. O. Allen, Kentville, petitioning the Canadian government to take steps to have the duty on Canadian apples going into Germany reduced.

A duty of \$1.63 a barrel, the production of which would not cost more than \$1, is considered an unreasonable tax, and there is probably no commodity obtained from the soil, or manufactured in Canada, that is subject to such excessive duty, entering Germany. This duty is considered all the more injurious when it is remembered that apples from the United States go into Germany under a preferential tariff \$1.11 less than Canadian. It has been said by some that the preference shown American apples in Germany does not affect the fruit industry of Canada so materially, for while the States are placing their apples on the German markets, those of the Canadian provinces are placed on the markets of Great Britain. But Mr. Allen, speaking in support of the resolution, said it had a more damaging effect, as there are times when the British markets can handle 25,000 or 30,000 barrels a week, but if, on the other hand, she gets double that quantity, the price is bound to drop unless relieved by other sources. One week last December 30,000 barrels of apples were shipped into London, and while Germany was short, she could not pay the 10 marks per 100 kilos. Consequently down went the prices apples valued at \$3 scarcely realized \$1 per barrel. This caused a loss to three counties in Nova Scotia of \$200,000 to \$300,000, of which the farmers had to bear the brunt. The

discriminating duty of \$1.11 per barrel on American apples was largely responsible for this.

The following is the resolution of the society:

"Whereas, in the year 1906, Germany imposed a duty on apples going into their country, amounting to 10 marks per 100 kilos, equivalent to \$1.63½ per barrel of 150 pounds, on all apples from Canada, and 3 marks 20 pennings per 100 kilos, equal to 52½c. per barrel on apples from the United States thus enabling our competitive fruit growers across the border to get their apples into Germany at a preference of \$1.11 less than our own country, which has practically shut out all Canadian apples from the German markets;

"And whereas, before the duty went into effect frequently large quantities of Canadian apples found ready market in being either shipped direct to Hamburg, or by German buyers purchasing in the London and Liverpool markets, both of which are now entirely lost, greatly to the detriment of the Canadian fruit industry;

"Therefore resolved that the fruit growers of Nova Scotia earnestly entreat the department of finance at Ottawa to secure trade relations with Germany which will admit Canadian apples in the German market under as favorable a tariff as is granted to our competitors from the United States;

"And further resolved, that copies of this resolution be forwarded to every Fruit Growers' Association in Canada, asking their hearty co-operation against the unreasonable discrimination against one of Canada's important industries, amounting to \$1.11 per barrel, exceeding the first cost of production."

SHORTENING CREDIT IN WEST.

Widespread Introduction of Cash System in Retail Trade.

Without doubt the outstanding development in the retail trade of the west during the last few months has been the universal curtailment of credit and the widespread introduction of the cash system. Long before the financial stringency was dreamed of there was a steady movement on the part of retailers in all parts of the west towards the introduction of the cash system, or, at all events, the sharp curtailment of credit. The efforts in this direction of the shrewdest and wisest dealers were in many places rendered abortive by the tactics of competitors who were still wedded to the credit system, and who made it difficult or impossible for their business rivals to free themselves from the credit incubus without losing valued customers. The financial stringency and the accompanying touch of hard times are now regarded in many localities as having been a blessing in disguise for the unprogressive merchants who were hindering the introduction of the cash system have for the most part been compelled to make a virtue of necessity and the result is that greater progress has been made during the last six months towards putting the retail business of the west on a cash basis than was made during the six preceding years.

The cash system is being established in all parts of the west and business will henceforth be conducted on a sounder and more stable basis than ever before.

One of The Beauties

ABOUT

Royal Sport and Hogen Mogen Cigars

is that smokers are always asking for them, so you never have any old stock on your shelves.

This is a significant fact.

The Sherbrooke Cigar Co., Sherbrooke, Que.

The Leading Pipe Tobacco Is

T. & B.

A regular trade builder for grocers. It always pleases the discriminating smoker. It's popularity is always on the increase. Why? Simply because it is pure, well grown tobacco, cured, flavored and cut to absolute perfection for pipe use.

WRITE TO-DAY FOR PRICES

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

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

NEW

Provincial I

St. John
Business has
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NEW BRUNSWICK GROCERY NEWS

Provincial Elections Absorbing Attention—News From the Local Markets—
Some Business Changes.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Mar. 2, 1908.

Business has been rather quiet here during the past week. The provincial elections have occupied more attention than anything else, of late. Timothy has advanced another 10 cents; pork has declined from 75 cents to a dollar a barrel; beef has advanced 25 cents a barrel, and oatmeal has also taken a jump upwards of 25 cents. All grades of English pickles have advanced from 10 to 30 cents a dozen. Flour and sugar remain steady. The N. Y. sugar market has advanced but the local market has not been affected. Pure lard is half a cent easier and compound remains unchanged. The dealers look for pure lard to come up again. Collections are very fair.

* * *

W. C. Prime, who has been conducting general stores at Westfield and Hampstead, and also has a large store at the corner of Union and Brussels streets, where he carries a heavy stock of flour, hay, feed, etc., has converted his business into a joint stock company with a capital of \$99,000. The new company is composed of W. C. and Mrs. Prime, L. B. and Mrs. Knight, and Fred R. Taylor. The style of the company will be W. C. Prime Co., Ltd.

The company have taken over the stores at Westfield and Hampstead, as well as the one at St. John, and have leased from the C.P.R. the building just opposite the post office on the west side, in front of this structure and facing on the street they will erect a new building measuring one hundred by fifty feet, and will conduct business as wholesale dealers in flour, feed, grain and hay, with a large staff of road representatives. This enterprise is the most important to be established in St. John west of late years, and developments are awaited with interest.

* * *

A Hartland, Carleton county, despatch, of Feb. 25, says: "The potato market, which has been giving farmers some uneasiness for many months, is now up to where it pays to sell. To-day \$1.50 to \$1.60 is freely offered.

* * *

M. W. Eveleigh has been appointed manager of the Maritime Dairy Co., Ltd., J. Frank Tilley having resigned on account of ill health.

* * *

Fred Peters, of C. H. Peters' Sons, flour and feed merchants, who has been ill with pneumonia, is improving daily and expects to get out in a day or two.

* * *

A battle royal was waged in the Glacier rink here, Saturday, Feb. 22, when the Red Rose tea team and a seute of telegraphers played a hockey match that resulted in a score of 2-2 after five minutes over-play. The attempt to mix the exponents of tea and electricity resulted as disastrously as would an effort to mix those famous "juices" themselves. Not a man in the whole collection of fourteen warriors,

with the possible exception of the respective goal tenders, can boast of a whole skin, various injuries being received. The line-up of the teams was:

Telegraphers	Red Rose Tea
Knapman	Goal Titus
Conway	Point Stewart
Rowney	Cover Point Birmingham
Emery	Right Wing Jones
Payson	Left Wing Crosby
Colborne	Centre Harrison
Oulton	Rover March

FAILURE OF NEW YORK SPICE FIRM.

News was received with regret by the trade last week of the failure of Stallman, Fulton & Co., of New York. This firm has been doing business in spices and drugs with Canadian houses for forty years and were highly esteemed. Dull business and difficulty in collections combined with the recent death of the company's president are given as reasons for the trouble.

NEW PACKING CO. AT AYLMEY.

The Provincial Secretary of Ontario has granted letters of incorporation to Newman Booker, C. W. St. Clare, R. G. Moore, D. C. Davis and J. M. Wrong, all of Aylmer, Ont., "to manufacture, pack, can or otherwise prepare for market products of hogs, cattle, poultry, cheese, butter and products, and to carry on the general business of a packer and exporter" under the name of the Aylmer Packing Company. The firm is capitalized at \$40,000, Aylmer being its head office.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

None Equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

20 years of progress of the firm of

JOS. COTE

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

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

We have 6 travellers who are continually on the road at the disposal of our customers.

Branch: 179 St. Joseph St. Phone 1272, 209

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

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



NOVA SCOTIA MARKETS STEADY

Apple Business Brisk—Dairying Improving in Prince Edward Island—Want Board for Administration of Coast Fisheries.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., March 2, 1908.

The grocery markets were practically featureless last week. Business is about an average, and prices generally are steady. Eggs continue in good supply. Butter is still very scarce and the price continues firm. There is a good demand for fish from some quarters but not as heavy as expected, in view of the near approach of the Lenten season. There is quite a brisk movement in apples, the Furness line steamers Shenandoah and Halifax City taking 22,000 barrels from this port to the London market last week.

* * *

That the dairy industry of Prince Edward Island is now regaining its lost ground was shown by the reports presented at the annual meeting of the Provincial Dairy Association, held at Charlottetown last week. The gross value of the cheese and butter produced during the past year was \$364,715.08, an increase of \$7,000 over the previous year. There was also a marked improvement in the quality of the output. In all there were forty-seven factories in operation. The object of this association is to increase the production of dairy products, and to raise the quality of the same to the highest possible level. The average price received for cheese during the past season was 11½ cents.

* * *

The Nova Scotia delegation, consisting of S. T. Wilson, C. Jamieson and A. H. Whitman, who went to Ottawa to confer with the Minister of Marine and Fisheries re the appointment of a Fisheries Board for the administration of the Canadian Atlantic Fisheries, have returned and issued their report. The scheme outlined by the delegation was as follows: The appointment of an Advisory Fisheries Board for the Maritime Provinces under a chairman appointed by the government, such board to have equal representation from the fishermen and the merchant, and to work out a system of fishery laws and regulations acceptable to the various interests. This central board is to look after the more important matters such as the changing of laws, enforcement of regulations, investigating of foreign markets, etc., and to relegate to provincial boards matters of local interest. It also, if found necessary, is to appoint district boards so as to bring together the two elements, the fishermen and the merchants, which so far are more or less antagonistic without any real cause. With equal representation of the fishermen and merchants on the proposed boards surely something can be done to conserve and develop this great natural industry.

It was further explained that it is a mistake to think that the movers in regard to the better administration of the fisheries are determined to force the adoption of the Scotch Fishery Board. The matter stands this way, say the

delegates: "We are advocating the appointment of a board along the lines of the Scotch Fisheries Boards, because we know of the tremendous development in Scotland and also that the system there has practically been adopted in its entirety by Norway and Iceland, which countries have made big advances in their fisheries. If, however, any other method or scheme can be brought forward better applicable to our Canadian conditions, it would have our hearty support."

The delegates are hopeful of good results as it was practically admitted that under the present conditions our fisheries are going behind.

WANT ENGLISH GROCERS ALSO.

Montreal Retailers' Association Will Welcome English-Speaking Merchants at Their Meetings.

Interest has been aroused in the matter of establishing an English Retail Grocers' Association in Montreal, and the matter is discussed freely by grocers throughout the city.

President Laniel, of the Retail Grocers' Association, thinks that the English-speaking grocers should attend the meetings of the present association, in which case they would be made welcome and every courtesy shown them. He says they are only too pleased to have the proceedings carried on in both languages when there are English grocers at the meetings.

In a letter embodying these statements, he says:

"I have noticed in the columns of the last two issues of The Canadian Grocer correspondence from some English speaking grocers of the city of Montreal, discussing the advisability of forming an English-speaking association of grocers, and as a matter of justice to the present association, I wish to state the fact that whenever some of our English conferees attend our meetings we are always very glad to read the minutes, and all the resolutions that are moved, in French and in English. Of course when there are no English-speaking members at all at the meeting we don't retard the discussion or the meeting by repeating in English what has been said in French. As president, I take this opportunity to invite our English-speaking members to attend our meetings, and I can assure you and them that I will always be only too glad to see that the proceedings take place also in English.

"In the past I have often made the remark that I was sorry to notice that the English-speaking grocers would not join in with us and work hand in hand to improve the conditions of the retail grocery trade. I feel that by uniting the two races forming the grocery population of Montreal, we would be in a

better position to rectify the grievances that we have to contend with, and we would be in a stronger position to make our influence felt.

"It is useless for me to emphasize the fact that the French-speaking grocers have shown in the past that they were always willing to co-operate with their English conferees in any questions that would benefit the retail grocery trade in general. I hope that we may see a great number of English grocers at our future meetings.

Yours truly,

(Sgd.) H. LANIEL,
President.

Editor Canadian Grocer, Montreal.

CEYLON IMPORTS INCREASING.

The astonishing increase in the importation into North America of Ceylon tea has been the marvel of contemporary trade—from 155,000 pounds in 1890 to something over 24,000,000 pounds in 1907!

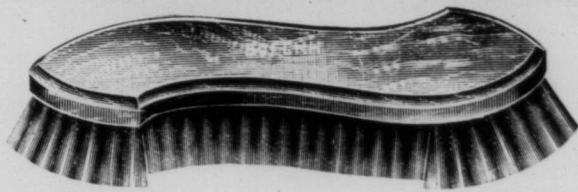
The official figures show that there have been comparatively trifling variations in the imports of all teas in that period, except for the Spanish war year when they fell to about 25 per cent. below, and that in which the duty was taken off tea, when they rose to about 11 per cent. above the normal.

Ceylon has won, of course, upon its merits, but not wholly. The enterprising and enlightened methods employed by the planters in introducing their product in various countries, have had much to do with the winning of the tea drinkers' favor everywhere. For example, not content, as have been the growers of other teas, to let American consumers discover its merits for themselves, and still less to leave its middlemen to essay, unguided and unaided, the marketing of their comparatively unknown product, they early sent a commissioner to this country to watch over the strangers' fortunes, and to study the tastes and needs of the consumers in the different sections, that the handlers might proceed along the lines of least resistance, and not waste effort in the attempt to force upon a locale a variety or blend suited neither to its climate and water, nor to the habits (which are the result of environment) or palates of its people.

The merchant will naturally prefer to handle the goods that the producers do not seem to lose interest in when they have passed into his hands, and the tea drinker will buy with confidence a tea which he has been taught to believe is offered him as a result of exhaustive knowledge of both his needs and his tastes.

The efficient work of Mr. Walter Courtney, for the past two years the indefatigable commissioner to this country and the results of that highly successful work, as shown in the figures of increase in the American consumption of this tea, are in themselves a vindication of the Ceylon planters' business acumen, and of their judgment in the selection of lieutenants for the execution of their strategic plans of campaign. The commissioner has—so to speak—absolutely pervaded the trade in America while seeming to find plenty of time to devote to the education, by tongue and pen, of the consumer.

Over 210,000
The Go



Handle only

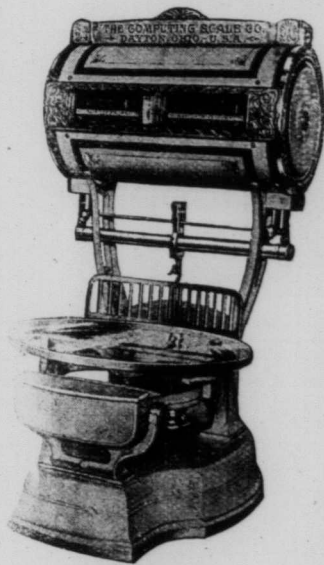
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UNITED FACTORIES, Limited, TORONTO ONT.

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

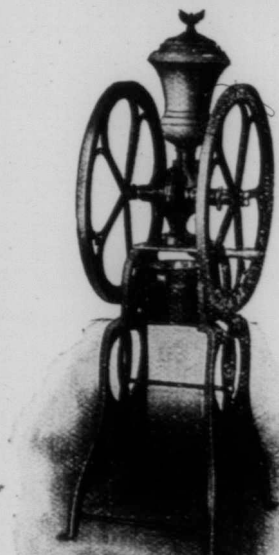
Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . . .
Excellence



Price \$25.00

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

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

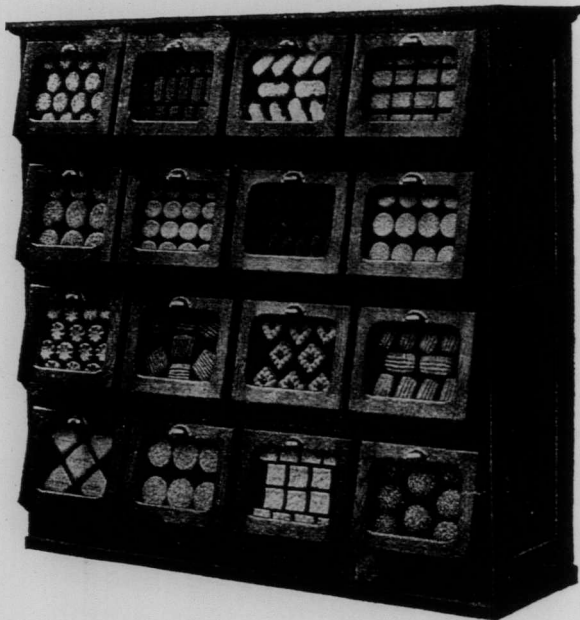
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Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
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"WALKER BIN" BISCUIT CASE

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



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

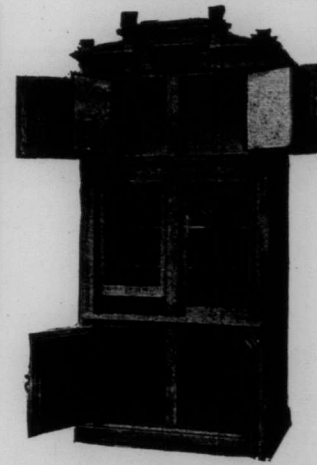
The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of
Modern Store Fixtures

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Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
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Write for Illustrated Catalogue: "Modern Grocery Fixtures."



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Best on the
Market

Arctic Refrigerator

Serviceable,
Dry, Low
Temperature
and
Easy-Price.

John Hitlock
& Co., Ltd.

Toronto

Saving at the Spigot And Wasting at the Bung



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

Allison Coupon System

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

HERE IS HOW THEY WORK:

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

Allison Coupon Books are recognized everywhere as the best.

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

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The EBY-BLAIN CO., Ltd.
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PAYS FOR ITSELF EVERY 90 DAYS



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The Perfection Computing Cheese Cutter

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

**SIMPLE ACCURATE
ATTRACTIVE**

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

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

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
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How to Save Many Dollars!

Lots of grocers lose money by not knowing to a cent what is coming to them from customers. By using our

"DUPLIX"

COUNTER CHECK BOOK

YOU can confront a doubting customer with any item he may dispute and so avoid loss and friction. A post card will bring particulars.

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Toronto and Montreal



Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever
sold in Canada.

FOR SALE EVERYWHERE

WHEN FITTING UP YOUR STORE

it'll pay you to let me quote prices. I
will design and make the kind of fitt-
ings that really will suit you.

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Five hundred neatly printed Business Cards, Bill-
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Work will take but a few hours a week.

You Need no Money because we provide
the capital.

We will start you in business by sending
you your first stock without charge. The
money from the sales of these will be used in
buying new stock.

If you will try it, we will send supplies at
once. Your profits are large.

IN ADDITION

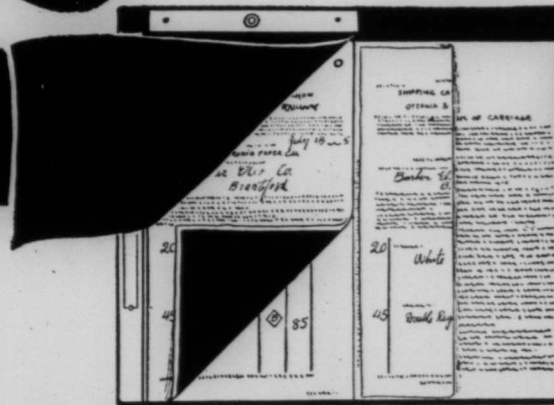
there are bonus prizes: a watch is one of these
bonuses.

Some boys and youths are earning a large
sum each week as extra money.

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Foldover Shipping Bills

Shipping Order for Railway--Duplicate for Customer
--Original for Filing

Show your shipping clerk our Crain Patented Foldover
Shipping Bill System and he will wax enthusiastic over it. He
will like its neat get up, admire the secure manner in which
the wire-stitched pads are held in place and the convenient
way the carbon paper is carried by the combination holder.

Customers will not be writing in and asking "on which
railway did you ship my goods?" Customer receives duplicate
with his invoice, and gets all required information. Shipping
order goes to railway. Original, signed by R. R. Agent, is filed
on a reference binder.

Complete information in our Foldover Shipping Bill Folder. Write for it,
The Rolla L. Crain Co., Limited., Ottawa, Canada.
Branch Offices: TORONTO, MONTREAL, WINNIPEG.

Three Good Things For Shippers

of Groceries, Canned Goods, Liquors, etc.

WARMINTON'S CLUTCH NAILS

for strengthening and repairing boxes.

WARMINTON'S PAIL HOOKS

for Candy Pails, Lard Pails, etc.

WARMINTON'S STRAPPING

for binding cases.

Save you more in a month than will pay you for a year's supply.

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COUNTER CHECK BOOK

Handiest and cheapest counter book for you.

Write for samples and prices if you are not a user of this book.

We manufacture all kinds and sizes of counter check book, also

THE MERCHANTS' SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
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UPTON'S

Pure

Orange Marmalade

In 12 oz. glass jars, at \$1.00 per dozen.
 " 1 lb. " " " 1.40 " "
 " 5 lb. gold lined tin pails, at 7c. per lb.



Guaranteed **absolutely pure** by the oldest established Marmalade maker in Canada.

Easy to buy (you can get it from any wholesaler) and easy to sell because the consumer knows that Upton's Orange Marmalade is the best.

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 responsible
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Sak
 W. H.
 Diamond—
 1/2 tin, 2 doz. 1
 1/2 tin, 3 " "
 1/2 tin, 4 " "

IMPERIA
 Cases.
 2 doz.
 3 doz.
 4 doz.
 5 doz.
 6 doz.



ROYAL
 Sizes.
 Royal-Dime
 " 1 lb.
 " 6 oz.
 " 1 lb.
 " 12 oz.
 " 1 lb.
 " 3 lb.
 " 5 lb.

CLEVELAND
 Sizes
 Cleveland's-Dim
 " 1 lb.
 " 6 oz.
 " 1 lb.
 " 12 oz.
 " 1 lb.
 " 3 lb.
 " 5 lb.

T. K.
 Crown Brand—
 1/2 tin, 2 doz. in
 " 2 " "
 " 4 " "



THE ROBE
 White down Baki
 1/2 doz. 3-doz.

Roche Oxford, pe
 1/2 box lots
 Mammot

Navy's—
 Navy
 Navyrock
 Navy
 Navy
 Navy 25
 Navy A
 " B
 " O
 " D
 " E

Wheat OS, 1 lb. pl
 7 lb. c
 EBY, B
 Meat of Wheat, p
 Wheat OS, 16 lb.
 " Pikinney" Bi

P
 P

OUR INCREASED SALES

RISING SUN  **SUN**
STOVE POLISH **&** **PASTE**
IN CAKES  **STOVE POLISH**
IN TINS

Under adverse conditions of last year, go a long way toward proving our claim that nothing can excel the products of the **RISING SUN** Black Lead works, which appeal to the consumer as well as to the trade. The real proof is in sales—that is what you want. That is what you will have when you push **RISING SUN** in Cakes and **SUN PASTE** in Tins, no matter whether it is hard times or good times. They also give you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The
Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED
 14-38 Gray Nun Street, MONTREAL



INGERSOLL, CANADA—FACTORY


AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
 EVAPORATED CREAM**

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

W.
 Pur
 Wa
 5
 Jam
 BAKER'S WHOL
 Agents, Rose J
 1 lb. glass jar, scr
 THO
 Prices on appli
 1.
 Compound Fruit
 12 oz. glass jars, 1
 2 doz. tins, 2 doz. 1
 2 and 7-lb. tin pr
 vate...
 1 and 14-lb. woo
 30 lb. wood palls
 Compound Fruit
 12 oz. glass jars, 1
 2 doz. tins, 2 doz. 1
 1 and 14-lb. wood
 30 lb. wood palls.
 Home Made Jan
 1 lb. glass jars (c
 case...
 2, 7, 14 and 30-lb
 Jel
 GENESI
 Jell-O
 Assorted case,
 12 noon (straight)
 "Orange"
 "Raspberry"
 "Strawberry"
 "Vanilla"
 "Lemon"
 "Lime"
 "Mint"
 THE ROBERT C
 White Swan, 15
 1 doz in ha
 counter cart
 doz., 90c.




WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

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

Wagstaffe Limited

57 Vine Street - - - Hamilton
PURE FRUIT PRESERVERS



last year, go
claim that
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works, which
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good margin

S.A.

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Co.
LIMITED

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CREAM

world's Fair st.
purest and best
FERABLE TO
chased through

ensing Co.

Jams and Jellies.
BATER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.
1 lb. glass jar, screw top, 4 doz., per doz. 2 20
THOMAS J. LIPTON
Prices on application.
A. UPRON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
24-oz. tins, 2 doz. in case, per lb. 0 07 1/2
1 and 7-lb. tin pails, 8 and 9 pails in
crate, per lb. 0 07 1/2
1 and 14-lb. wood pails, per lb. 0 07 1/2
30-lb. wood pails, per lb. 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
24-oz. tins, 2 doz. in case, per lb. 0 07 1/2
1 and 14-lb. wood pails, 8 pails in crate
per lb. 0 07 1/2
30-lb. wood pails, per lb. 0 07 1/2
House Made Jams—absolutely pure—
12-oz. glass jars (16-oz. gem) 3 doz. in
case, per doz. \$1 80
1 and 7-lb. and 30-lb. pails, per lb. 0 09 0 19
Jelly Powders
GENESEE PURE FOOD CO.
Jell-O—The dainty desert
Assorted case, contains 2 doz. \$2 25
1-lb. (straight), " 2 " 2 25
"Orange" " 2 " 2 25
"Raspberry" " 2 " 2 25
"Strawberry" " 2 " 2 25
"Vanilla" " 2 " 2 25
"Lemon" " 2 " 2 25
"Lime" " 2 " 2 25



Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.
Tierces....\$0 09
1-bbls. 0 09 1/2
Tubs, 30 lbs. 0 09 1/2
30-lb. Pails. 1 90
30-lb. tins. 1 80
Cases 3-lb. 0 10
" 5-lb. 0 09 1/2
" 10-lb. 0 09 1/2

Licorice
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper...per lb. \$0 40
Fancy boxes (35 or 50 sticks)...per box 1 35
"Ringed" 5-lb. boxes...per lb. 0 40
"Acme" pellets, 5-lb. cans...per can 3 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cansper can 3 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" 30 5-lb. cans..... 1 50
"Purity" licorice 10 sticks..... 1 45
" 100 sticks..... 0 75
Dulce large cent sticks, 100 in box.....
Lye (Concentrated).
GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 50
3 cases of 4 doz. \$3 50
5 cases or more \$ 40
Marmalade.
J. W. WINDSOR, MONTREAL

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.
T. UPTON & CO.
12-oz. glass jars, 3 doz. case...per doz. \$ 1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case,
per doz. 1 75
SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25

THOMAS J. LIPTON
Prices on application.
Mince Meat.
Wetley's condensed, per gross net ...\$12 00
per case of doz. net 3 00
Mustard.
COLMAN'S OR KERR'S.
D.S.F., 1-lb. tins.....per doz. \$ 1 40
" 1-lb. tins..... " 3 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... 0 25
F. D. 1-lb. tins.....per doz. 0 85
" 1-lb. tins..... " 1 45
Olive Oil.
LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pts. 24's 8 50
" pts. 34's 25
Sauces.
PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75
THOMAS J. LIPTON
Prices on application.

Soda.
COW BRAND.

Case of 1-lb. contain
ing 60 packages pe
box, \$3 00.
Case of 1-lb. (con
taining 120 pkg.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 20
1-lb. and 80 1-lb.
pkgs), per box, \$3 00.
Case of 50 pkgs. containing 96 pkgs., per
box, \$3
MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages.....\$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 25
5 cases 2 75
Soap and Washing Powders.
A. P. TEFERT & CO., Agents.
Maypole soap, colors.....per gross \$10 20
" black..... " 15 20
Oricle soap..... " 10 20
Gloriola soap..... " 13 00
Straw hat polish..... " 18 20
Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches—
No. 1 White or blue, 4-lb. carton. \$ 0 07
No. 1 " " 2-lb. " 0 07
Canada laundry..... 0 06
Silver gloss, 5-lb. draw-lid boxes. 0 08
Silver gloss, 5-lb. tin canisters.... 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kaga silver gloss, large crystal.... 0 08
Benson's satin, 1-lb. cartons 0 08
No. 1 white, bbla. and kaga..... 0 06 1/2
Canada White Gloss, 1-lb. pkgs... 0 06
Benson's enamel....per box 1 50 to 3 00
Ordinary Starch—
Benson & Co.'s Prepared Corn.... 0 07 1/2
Canada Pure Corn 0 06 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" 1 " or blue, 4 lb. lumps..... 0 04
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons boxes of 40 lb. 0 04
Finest Quality White Laundry—
5-lb. Canisters, cases of 40 lb. 0 04
Barrels, 200 lb. 0 04
Kaga, 200 lb. 0 04

THE ROBERT GREIG
White Swan, 15 flavors
1 doz. in handsome
counter carton, p r
doz., 90c.


List price
'Shirriff's' (all
flavors) per doz. 0 90
Discounts on ap-
plication.

Balmoral Brand
SCOTCH MARMALADE ETC.

ABSOLUTE PURE
Scotch Marmalade, 1 and 2 lb. glass jars;
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
jars; 1, 4, 5 and 7 lb. tins.

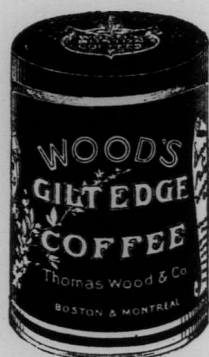
69

Looking to the Sunlight

The keen-eyed lookouts and pilots on the financial ship report that the business atmosphere is clear ahead, and that the glow of the morning is brightening into sunlight.

Be guided by their reports.

Remember that the Spring trade is at hand, that preparation is half the battle, and that



ESTABLISHED 1879

WOOD'S COFFEES

will brighten it up amazingly.

Go to the front with the lookouts and pilots.

Send in your orders NOW.

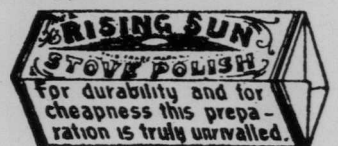
Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

- Lily White Gloss—**
 1-lb. fancy cartons, cases 50 lb. 0 68
 5-lb. toy trunks, 5 in case..... 0 08
 5-lb. enamelled tin canisters, 5 in case..... 0 08
 Kegs, ex. crystals, 100 lb..... 0 07
Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb. 0 08
Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 3 00
Callinoid Starch—
 Boxes of 45 cartons, per case.... 3 60
- Culinary Starches—**
Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb..... 0 64
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb..... 0 07 1/2
Crystal Malt Corn Starch—
 1-lb. packages, boxes 40 lb..... 0 07 1/2
- SAN TOY STARCH.**
 pkgs, cases 5 doz., per case.... 4 75
- ST. LAWRENCE STARCH CO., LIMITED.**
 Ontario and Quebec.
- Culinary Starches—**
 St. Lawrence corn starch, 40 lb. 0 07 1/2
 Durham corn starch, 40 lb. 0 06 1/2
- Laundry Starches—**
 No. 1 White, 4-lb. cartons, 48 lb. 0 07
 " " 2-lb. cartons, 36 lb. 0 07
 " " 200-lb. bbl. 0 06 1/2
 " " 100-lb. kegs. 0 06 1/2
 Canada Laundry, 40 to 48 lb. 0 06
 Ivory Gloss, 8-6 family pkgs., 48 lb 0 08
 1-lb. fancy, 30 lb. 0 08
 " large lumps, 100-lb kegs 0 07
 Patent starch, 1-lb. fancy, 36 lb. 0 08
 Akron Gloss, 1-lb. packages, 40 lb. 0 06 1/2
 Coldwater Ivory Starch, per box, 40 pkgs. 3 00

- Stove Polish.** Per gross.
- Rising Sun, 8-oz. cakes, 4-gross boxes \$3 50
 Rising Sun, 2-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 4-gross boxes... 10 00
 Sun Paste 5c. size, 4-gross boxes.... 6 00



- JAMES' DOME BLACK LEAD** Per gross
- 6a size 2 50
 2a " 2 50
- NICKLE PLATE STOVE POLISH.**
- Pints..... 2 90
 Quarts..... 5 40
 1/2 gallons..... 5 10
 Gallons..... 4 80
 1/2 gallons..... 4 50

- Syrup.**
- EDWARDSBURG STARCH CO., LTD.**
- "Crown" Brand Perfection Syrup.
- Barrels, 600 lbs. 0 03 1/2 per lb.
 Half-barrels, 350 lbs. 0 03
 Kegs, 150 lbs. 0 03 1/2
 2-gal. pails 25 lbs. 1 25 each
 3 " " 38 1/2 lbs. 1 75
- Plain tins, with label—** Per case.
- 2-lb. tins, 2 doz. in case..... 2 40
 5 " " " " " " 2 75
 10 " " " " " " 2 65
 20 " " " " " " 2 60
 (5, 10 and 20 lb. tins have wire handles.)

- ST. LAWRENCE STARCH CO., LIMITED.**
 Bee Hive Brand Corn Syrup.
- Barrels, 60 lbs. 0 03 1/2 per lb.
 Half-barrels, 350 lbs. 0 03
 Kegs, 150 lbs. 0 03 1/2
 2-gal. pails 25 lb. 1 25 each
 " " 38 1/2 lbs. 1 75
- 2-lb. tins, 24 in case, per case... 2 40
 5-lb. " 12 " " " " " " 2 75
 10-lb. " 6 " " " " " " 2 65
 20-lb. " 3 " " " " " " 2 60

Teas.

SALADA
CEYLON TEA

SALADA OXYLON
 Wholesale. Retail.

Brown Label, 1's, 2's \$0 25 0 30
 Green Label, 1's and 2's 0 27 0 35
 Blue Label, 1's, 1 1/2's and 2's 0 30 0 40
 Red Label, 1's and 2's 0 36 0 50
 Gold Label, 2's 0 44 0 60

LIPTON'S TEA

LIPTON

Thomas J. Lipton
 75 Front St.
 East,
 Toronto.

EXTRA CHOICEST BLACK TEA
 CEYLON AND INDIA.
BLENDA
 MALT FRONT ST. TOR.

Packed in air-tight tins only.

	Wholesale	Retail
Green label, 1's only.....	0 20	0 25
Blue " " 1's and 1 1/2's	0 24	0 30
Orange " " 1's and 1 1/2's	0 28	0 40
Pink " " 1/2's & 1's, tins	0 35	0 50
Red " " Dominion blend,		
1/2's and 1's.....	0 44	0 60
Gold " " Afternoon blend,		
1/2's and 1's	0 50	0 70

LUDELLA
CEYLON TEA

Blue Label, 1's.....	\$0 20	\$0 25
Blue Label, 1/2's.....	0 21	0 25
Orange Label, 1's and 1 1/2's	0 23	0 30
Brown Label, 1's and 1 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

LAPORTE, MARTIN & CO., LTD.

Japan Teas—
 Victoria, hf-c, 90 lbs 0 25
 Princess Louise, hf c, 90 lbs 0 19
 Ceylon Green Teas—Japan style—
 Lady, cases 60 lbs 0 18
 Duchess, cases 60 lbs 0 19

"CROWN" BRAND

	Wholesale	Retail
Red Label, 1-lb. and 1/2-lb.	\$0 25	\$0 30
Blue Label, 1-lb. and 1/2-lb.	0 28	0 35
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2-lb.	0 20	0 25
span 1s	0 19	0 25

Blue Ribbon
TEA CO., TORONTO

BLUE RIBBON
TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " " " " " " " 0 21	0 21	0 25
Green Label, 1's and 1 1/2's	0 22	0 30
Blue Label, 1's and 1 1/2's	0 25	0 35
Red Label 1's, 1 1/2's and 2's.	0 30	0 40
White Label, 1's, 1 1/2's and 2's	0 35	0 50
Gold Label 1's and 2's 0 42	0 42	0 60
Purple Label, 1's and 2's.....	0 55	0 80
m bossed, 1/2's and 1's.....	0 70	1 00

RAM LAL'S PURE INDIAN TEA

MAINTAINED ABSOLUTELY PURE
 AS MANUFACTURED IN THE
 GARDENS OF INDIA.

Cases, each 60 1-lb. \$0 35
 " " 60 1-lb. 0 35
 " " 120 1-lb. 0 35

MELAGAMA TEA.

MELAGAMA
TEA

put up in 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1/2's.....	0 70	1 00
" " " " " " " " " "	0 55	0 80
" " " 1 lb. & 1/2 lb.	0 42	0 60
" " " 1 lb. & 1/2 lb.	0 35	0 50
" " " 1 lb. & 1/2 lb.	0 30	0 40
" " " 1 lb. & 1/2 lb.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

KOLONA
PURE CEYLON TEA

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 20	\$0 21
" " " 1-lb.	0 21	0 21
Blue Label, retail at 30c.	0 22	0 22
Green Label " " " "	0 30	0 30
Red Label " " " "	0 30	0 35
Orange Label, " " " "	0 40	0 40
Gold Label, " " " "	0 55	0 55

WOOD'S PURE PACKAGE TEA

THOMAS WOOD & CO.
 Montreal and Boston

	Wholesale	Retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis 0 30	0 30	0 40

Pack in 1/2-lb. tins. All grades—either black, green or mixed.

- Tobacco.**
- THE EMPIRE TOBACCO CO., LIMITED**
- Smoking—Empire, 4s, 6s, and 12s. \$0 46
 " Amber, 2s and 3s 0 60
 " Ivy, 7s 0 50
 " Rosebud, 7s 9 51

- Chewing—**
 Currency, 12s. and 6 1/2s.... 0 46
 " Old Fox, 12s. 0 48
 " Snowshoe, 6 1/2s. 0 51
 " Easy Roll, 7 1/2s. 0 56
 " Stag, 10 oz. 0 45
 " Boba, 6s. and 12s. 0 45
 " " 30 oz. bars, 6 1/2s. 0 45
 " Fair Play, 8s. and 12s. 0 53
 " Club, 6s. and 12s. 0 46
 " Universal, 12s. 0 47
 " Dixie, 7s. 0 56

- JOS. COTE, QUEBEC.**
- Cigars, per thousand.
- Cote's Fine Cheroots, 1-10 \$15
 V.H.C., 1-20 25 00
 St. Louis (Union), 1-20 33 00
 Champlain, 1-20 35 00
 El Sergeant Premium, 1-20-1-40 55 00
 J.C. Cl, Havana P. Finos, 1-20 75 00

- Cut tobaccos.**
- Petit Havana, 1-12-1-6 0 40
 Quenel, 1-4, 1-3 0 65
 " " 1-9 0 68
 Cote's Choice Mixture, 1-lb tins 0 75
 " " " " " " " " 1-lb " 0 7
 " " " " " " " " 1-lb " 0 0

- Veterinary Remedies.**
- W. F. YOUNG**
- Absorbine, per doz. \$18 00
 Absorbine, per dozen 6 00
 Absorbine Jr., per dozen 9 00

- Woodenware.**
- BOECKH'S BAMBO CARPET BROOMS.**
- Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.
- A-4 string, plush finish \$1 70
 B-4 " fancy " 1 00
 C-4 " plush " 4 10
 D-4 " fancy " 3 35
 F-4 " wire " 3 65
 G-3 " " " 3 40
 I-3 " " " 2 90

- CANE'S WIRE HOOP WOODEN TUBS.**
- No. 0, per doz. \$11 00 No. 1, per doz. 9 00
 No. 2, " " 7 50 No. 3, " " 6 50
- CANE'S WIRE HOOP WOODEN PAILS.**
- No. 1, 2-hp. pails \$1 90
 No. 1, 3-hp. pails 2 05

- CANE'S WASHBOARDS.**
- Pony per doz. \$ 110
 Crown 1 75
 Improved Globe 1 95
 Standard Globe 2 05
 Original Globe 2 35
 Superior Globe 2 70
 Newmarket King 2 75
 Jubilee 2 35

- CANE'S CLOTHESPINS.**
- | | 5 gross loose, per case | 5 cases, single |
|--------------------------------|-------------------------|-----------------|
| 4 " " packages, per case. | 0 82 | 0 87 |
| 6 " " " " " " " " " " | 0 82 | 0 87 |

- Yeast.**
- Royal yeast, 3 doz 5 cent. pkgs \$1 10
 Giltett's cream yeast, 3 doz. in case 1 10

Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME,
Montreal

Strawberry Jam

All
Valencia
Raisins
packed by

MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

"M.D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

AGENTS:

ROSE & LAFLAMME
MONTREAL and TORONTO

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A		B		C		D		E		F		G		H		I		J		K		L	
Acme Can Works	19	Balfour, Smye & Co	27	Campbell's, R. Sons	inside back cover	Dawson Commission Co	56	Eby-Blain, Limited	2	Fairbank, N. K., Co	26	Galbraith, Wm., & Son	28	Hudson, Hebert & Cie	31	Imperial Extract Co	12	James, F. T., & Co	58	Kingery Mfg. Co	50	La Cie Des Savon Francois	14
Adamson, J. T., & Co	2	Barnard, Frank H.	65	Canada Sugar Refining Co	10	Dominion Molasses Co	3	Eckardt, H. P., & Co	25	Fearman, F. W., Co	46	Genesee Pure Food Co	17	Hillcock, John, & Co	64	Imperial Syrup Co	22, 19	James, J., Howell	65	Kinnear, Thos., & Co	14	Lambe, W. G. A.	21
Adelstein, P.	57	Bentwood Agency	65	Canadian Cannery	5	Douglas, J. M., & Co	53	Edwardsburg Starch	outside front cover	Foley, F. J., & Co	46	Gibb, W. A. & Co	56	Hillcock, John, & Co	64	Improved Match Co	14	Jones, S. J., & Co	28	Kirouac, Nap. G., & Co	52	Laporte, Martin & Co	22
Albin, Robt., Co	2	Behr, Thos., & Sons	17	Canadian Coconut Co	53	Empire Tobacco Co	61	Elson & Whitlock	2	Gilbert, W. H., & Co	10	Gillard, W. H., & Co	10	James, J., Howell	65	Kit Coffee Co	12	Lea Pickling & Preserving Co	22	Lea Pickling & Preserving Co	22	Lea Pickling & Preserving Co	22
Alison Coupon Co	64	Belleville Fruit and Vinegar Co	11	Canadian Salt Co	28	Empire Tobacco Co	61	Elson & Whitlock	2	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Leonard Bros	58	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
American Computing Co	64	Bell, F. L.	52	Canadian Tea Co	3	Empire Tobacco Co	61	Elson & Whitlock	2	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
American Tobacco Co	61	Belleville Fruit and Vinegar Co	11	Canada Tea Co	52	Estabrook's	30	Edwardsburg Starch	outside front cover	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Andron, Powis & Co	2	Belleville Fruit and Vinegar Co	11	Bellefleur, Thos. Co	3	Evans, Geo. F.	4	Empire Tobacco Co	61	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Atlantic Fish Companies	57	Belleville Fruit and Vinegar Co	11	Bellefleur, Thos. Co	3	Ewing, S. H., & Sons	18	Estabrook's	30	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Balfour, Smye & Co	27	Bellefleur, Thos. Co	3	Benjamin, T. A. & Co	24	Ewing, S. H., & Sons	18	Estabrook's	30	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Barnard, Frank H.	65	Bellefleur, Thos. Co	3	Bentwood Agency	65	Ewing, S. H., & Sons	18	Estabrook's	30	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Bentwood Agency	65	Bellefleur, Thos. Co	3	Behr, Thos., & Sons	17	Ewing, S. H., & Sons	18	Estabrook's	30	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Behr, Thos., & Sons	17	Bellefleur, Thos. Co	3	Belleville Fruit and Vinegar Co	11	Ewing, S. H., & Sons	18	Estabrook's	30	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Belleville Fruit and Vinegar Co	11	Bellefleur, Thos. Co	3	Belleville Fruit and Vinegar Co	11	Ewing, S. H., & Sons	18	Estabrook's	30	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Belleville Fruit and Vinegar Co	11	Bellefleur, Thos. Co	3	Belleville Fruit and Vinegar Co	11	Ewing, S. H., & Sons	18	Estabrook's	30	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
Belleville Fruit and Vinegar Co	11	Bellefleur, Thos. Co	3	Belleville Fruit and Vinegar Co	11	Ewing, S. H., & Sons	18	Estabrook's	30	Gilbert, W. H., & Co	10	Gilbert, W. H., & Co	10	Lea Pickling & Preserving Co	22	Kit Coffee Co	12	Lipton, Thos. J.	25	Laporte, Martin & Co	22	Lea Pickling & Preserving Co	22
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