

**PAGES  
MISSING**

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 Food Stuffs Trades of Canada.

VOL. XX.

MONTREAL; TORONTO, WINNIPEG. APRIL 27, 1906

NO 17

## Robinson's Patent Barley

*Is a Steady Seller  
With the BEST TRADE*

Your store is the **finest** in the town. And,  
therefore, you are or should be selling

**ROBINSON'S  
PATENT BARLEY**

Liberal sampling among your customers  
on receipt of list addressed to

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



Raised on It.

When thinking of buying

# STARCH

why does the grocer always call to mind

**Benson's "Prepared Corn" and  
Edwardsburg "Silver Gloss" Starch ?**

For the simple and safe reason that these two brands have held the  
confidence of the consumer and the trade for nearly fifty years.

Always reliable. Unequaled for purity. All jobbers sell them.

**EDWARDSBURG STARCH CO., Limited**

53 Front St. East,  
TORONTO Ont.

ESTABLISHED 1858  
Works,  
CARDINAL, Ont.

164 St. James Street,  
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29



**NO DOUBT** THERE ARE

MANY KINDS OF JELLIES  
ON THE MARKET BUT  
HOW MANY ARE FLAVOR-  
ED WITH REAL FRUIT  
FIGURES?

**"KROVAN" JELLIES**

ARE FLAVORED WITH

**Real Fruit Juices**

AND THEREFORE "ABOVE  
ALL" OTHERS.

**SUTCLIFFE & BINGHAM, Limited**

17 St. John St., MONTREAL

**ROELOFFSON & ROELOFFSON**

182 Bay St., TORONTO

**Molasses**

We are prepared for

**SPRING TRADE**

with a splendid assortment of the Standard  
Grades:

Extra Choice Porto Rico, Lion Brand,

Clinton Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados

Grocery,

SEND FOR SAMPLES AND PRICES

**Dominion Molasses Co.,**

LIMITED

Halifax, Nova Scotia

Agents

**GEORGE HUNTER & CO.,**  
JOHN W. BIRNIE & BREWSTER,  
EDMUND W. BIRNIE,  
TOMMIE W. BIRNIE,  
WILSON & WILSON

**No Cut Profits**

with the Master Mechanics Extraordinary Tar  
Soap—because it has no competition.

There is no soap exactly like it—consequently there  
is an unusual demand for it among Mechanics,  
Engineers, Farmers, Sportsmen and all whose  
work or play stains the skin or is hard on the  
hands.  
It is a high grade pure soap that removes all  
grease stains remarkably quickly.  
It bears a good profit.  
It has always been a large seller and its sales are  
increasing.

THE

**Master Mechanics**

Extraordinary Tar Soap

One of the excellent lines manufactured by  
Albert Soaps Limited, Montreal



**National Licorice Co.**  
Brooklyn, N.Y.

**R. S. McIndoe**

Selling Agent 120 Church St., Toronto

**Doubt  
Less**

*"Earn More"  
"Earn More"  
"Earn More"*

**and**

*"Earn More"  
"Earn More"*

**Earn  
More**

Earn more money by buying goods of standard value—Doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

**Sell Goods of Known  
Quality**

**Fry's  
Cocoa and  
Chocolate**

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest, Strongest. Made by the largest manufacturers in the world.

**TRADE MARK**



**"SHELL BRAND"  
(LA COQUILLE)**

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

**Cox's  
Gelatine**

Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. "The Gelatine of Quality."

*LEADING WHOLESALERS SELL THEM.*

**ARTHUR P. TIPPET & CO., Agents**



Manufacturers' Agents and Brokers' Directory

BARBADOES, W.I.

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

CALGARY

**The Dominion Brokerage Co.,**  
 Wholesale Limited  
 Commission Merchants and Brokers  
 CALGARY and EDMONTON, ALBERTA  
 Excellent Trade Connection  
 Highest References

**WESTERN CARTAGE CO.,**  
 Cartage and Warehousing  
 Storage and Brokerage for Eastern Wholesalers.  
 Handling and Forwarding of CAR SHIPMENTS.  
 Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

**HORACE HASZARD**  
 IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.  
 EXPORTER of Cheese, Butter and Canned Goods.  
 AGENT in Canada and the United States for the famous BRAHMIN TEA.  
 Charlottetown, Prince Edward Island.

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.

MONTREAL.

**H. J. STEVENS**  
 126 Board of Trade, - Montreal  
 Wholesale Brokerage  
 Beans, Boiling Peas, Flour, Oats

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

**W. E. FELLOWES**

Manufacturers' Agent and Commission Merchant  
 6 St. Sacrament St. - - Montreal.  
 I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

TORONTO.

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

**W. E. BIDWELL**  
 Broker and Commission Merchant  
 27½ FRONT ST. E., TORONTO  
 Calling on best Grocers and Mfg. Confectioners.  
 Could handle another first-class specialty for Manufacturers.

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

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

**A. F. MacLAREN IMPERIAL CHEESE CO.**  
 Limited  
 AGENCY DEPARTMENT:  
 Agents for Grocers' Specialties and Wholesale Grocery Brokers.  
 Correspondence solicited. Address all communications to our head office.  
 28 Front St. East, Toronto

**TOMATOES**  
**CORN**  
**RAW SUGARS**  
**W. H. MILLMAN & SONS**  
 Grocery Brokers  
 TORONTO

**McGAW & RUSSELL**

Manufacturers' Agents and Importers  
 48½ Front St. East, Toronto  
 Highest References Correspondence Solicited  
 Phone Main 2847

MOOSE JAW.

**THE MOOSE JAW FRUIT & PRODUCE CO.**  
 D. STAMPER, Prop.  
 Wholesale Agents and Jobbers  
 Fruits, Groceries, Tobaccos, Cigars, etc.  
 Correspondence Solicited.  
 P.O. Box 238, MOOSE JAW, Sask  
 Office, 8 Main Street.

QUEBEC.

**P. W. CARRIER**  
 COMMISSION  
**GROCERIES, FLOUR, GRAIN**  
 Domestic and Foreign Agencies Solicited.  
 Hochelaga Bank Building,  
 QUEBEC.

WINNIPEG.

**CALGARY STORAGE**  
 In a new brick block centrally located  
**Dingle & Stewart**  
 Winnipeg, Man. - Calgary, Alta.  
 COMMISSION BROKERS.

**JOSEPH CARMAN**  
 Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.  
 Union Bank Block, Rooms 722 and 723  
 Winnipeg, Man.  
 Open for good Agencies. Correspondence Solicited.

**STUART WATSON**  
 Manufacturers' Agent and Wholesale Commission Broker.  
 Winnipeg, - Man.  
 Highest References. Correspondence 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

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

(Continued on page 52.)

Hamilton, Ont., April 24th, 1906.

Dear Sir:—

## RE THE FOOD VALUE OF PEAS

It is estimated that food for the average man should contain 125 grams proteids, 500 grams carbohydrates and 50 grams of fat, representing over 3,000 calorics of heat energy.

It will be seen that the carbohydrates are the largest in bodily demand.

Peas are especially rich in carbohydrates. In fact, so much so is this the case that Peas have been called the poor man's beef. It is claimed that 1½ lbs. of dried Peas would supply the daily requirements of proteid for the average man, and the energy liberated, weight for weight, is greater than in beef, eggs or milk.

Canned Peas are without doubt the cheapest and the best food on the market at the present time. Taking the standard amount of energy liberated the cost of Peas is less than half the cost of Meats, etc., and many of your customers are spending too much money on Meats, Eggs, etc.

By calling your customers' attention to the facts as stated above, you will largely increase your sales, and especially so if you only sell Peas packed by the Canadian Cannery, Limited. under any of the following brands, viz.—"Canada First," "Little Chief," "Log Cabin," "Horse-shoe," "Auto," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Globe," "Grand River," "Jubilee," "White Rose," "Deer," etc.

The Peas of these brands are packed the same day as picked, and when best suited for table use. The process of packing them is such that the Peas travel from the field to the can without coming in contact with the human hand, and thus these brands of Peas are more wholesome and cleanly than if cooked in a private kitchen.

You may assure your customers that every tin of goods under our label is guaranteed as to quality.

Yours truly,

**"CANADIAN CANNERS, Limited"**

ry

RUSSELL

Imports and Importers  
Toronto  
Correspondence Solicited  
2647

AW.

& PRODUCE CO.

Prop.  
and Jobbers  
Cigars, etc.  
Solicited.  
MOOSE JAW, Sask  
Street.

2.

BARRIER

ION  
GRAIN

Articles Solicited.  
Building,  
C.

0.

STORAGE

Centrally located  
Stewart

Calgary, Alta.  
ROKERS.

ARMAN

and Manufacturers  
Wholesale Brokers  
n.  
722 and 723  
Man.  
Correspondence Solicited.

ATSON

Import and Whole-  
Sale Broker.

Man.  
Correspondence Solicited.

Our business to this  
COUNTRY  
account to our  
STAGE.

Established over 12 years  
m & Co.  
Commission Merchants  
WINNIPEG

MPSON

and Commission  
Merchant  
WINNIPEG, MAN.  
"CAPSTAN."  
Correspondence solicited

page 52.)



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A satisfied customer is the grocer's best advertisement.

It is of the first importance, therefore, that the grocer sees to it that his every customer is pleased and satisfied.

Probably in no article does a customer exercise so particular a discrimination as in purchasing the refreshing cup-o'-tea. It must just suit the critical palate.

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*If the grocer is to capture and hold his customers, he can only do it on quality and uniformity—which means in tea,*

**Buy Only Ceylon Tea**

(GREEN OR BLACK)

**Canada's Favorite Beverage.**

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## **WILL PAY FOR YOUR ENERGY**

It is a well-known fact that no tea ever placed on the Canadian market possesses as much intrinsic value as

# **Red Rose Tea**

There are many ways to prove it

**Try the tea yourself!**

**Ask other people who drink it!**

**Ask any disinterested tea man!**

Put the energy into selling Red Rose Tea that you put into other brands, and you will sell more tea and make more money.

If you are not selling it, I think these facts will be proved by a single case. Is it not worth ordering one?

## **T. H. ESTABROOKS**

**Branches:**  
**TORONTO, WINNIPEG**

**ST. JOHN N.B.**





### The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

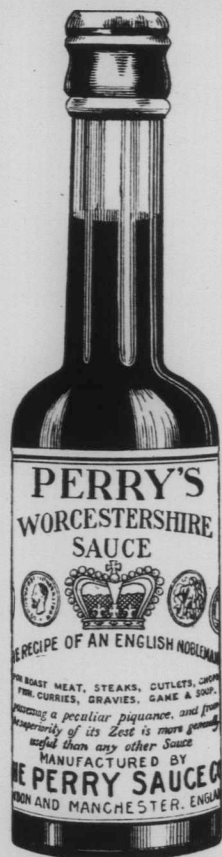
- Gold Dust Washing Powder
- Fairy Soap, Copco Soap
- Fairbank's Glycerine-Tar Soap
- Fairbank's Scouring Soap
- Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY  
MONTREAL, CANADA



"With oysters, either fried or stewed,  
Perry's Sauce will make good food."

Those who have tried the combination say it is delicious. Find the reason in the Perry Process and the skill back of it.

### Perry's Worcestershire Sauce

is not "new." It has been used for years.

All Canadian grocers should stock up this sauce and show that they take advantage of opportunities.

Write us for full information.

Taylor & Pringle Co.  
Limited

Manufacturers of Queen Quality  
Brand Pickles

OWEN SOUND, ONT.

Selling Agents.

### "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

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They Have  
Considerably **DWINDLED**

**THE NUMBER OF DEALERS THAT ARE NOT** already benefiting by the sale of the celebrated "Salada" Ceylon Tea have dwindled to an almost imperceptible quantity, which proves conclusively that it is the "**Tea of Teas**" by public consent.

**JUST AS**—"Salada" Black Teas have displaced all others  
**SO ARE**—"Salada" Green Teas relegating Japans to oblivion.

A one-cent postal enquiry investment will bring dollars worth of information in return.



Address "SALADA," Toronto or Montreal



**USE ONLY THE BEST**

**GILLETTS**  
PERFUMED  
**LYE**

Is the **STANDARD** article  
**READY FOR USE**  
**IN ANY QUANTITY.**

For making soap softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

**SOLD EVERYWHERE.**

**E.W. GILLETT COMPANY LIMITED**  
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St Louis, Mo., 1904



There's a "knack" in making pickles that is possessed in large degree by the manufacturers of

**STERLING**  
**BRAND**  
**PICKLES**

These are made from best grown Canadian vegetables in Canada's largest pickle factory.

SOLD BY LEADING JOBBERS

**THE T. A. LYTLE CO., LIMITED**  
TORONTO, CAN.



# MAPLE SUGAR

*Largest Exporters of*  
**PURE**  
**BEAUCE COUNTY**  
**SUGAR**

**D. RATTRAY & SONS**

QUEBEC

Montreal

OTTAWA



THEY

Sell  
Well

Show  
a Nice  
Profit.

Give  
Satis-  
faction.

WHY?

Because they are  
**CANADA'S BEST**

ROSE & LAFLAMME, - - MONTREAL



**PATERSON'S**  
**WORCESTERSHIRE**  
**SAUCE**

sells quickly because of its great merit.  
 It affords the dealer a good profit—  
 what more do you want?  
 Have you enough in stock?

ROSE & LAFLAMME  
 Agents, - - - Montreal.



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## LARGE ADVERTISING

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well known and deservedly popular RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins the real live dealer must recognize the help we give him in selling the right Stove Polish. Largely increased sales support our policy of merit backed by extensive advertising.

**MORSE BROS., Props.,**

**Canton, Mass., U.S.A.**

# FARROW'S *Real* MUSHROOM KETCHUP

is absolutely pure and free from any foreign Acids, Salicylic or otherwise. Warranted. Purity certified by Sir Charles Cameron, C.B., Professor of Chemistry, R.C.S.I.

AGENTS WANTED EVERYWHERE

Apply **J. FARROW & CO., Mustard Makers**  
PETERBOROUGH, ENGLAND

ESTABLISHED 1833

The largest and best makers of Mushroom Ketchup in the world

## He Who Hesitates is Lost !!!

Many a grocer hesitates to go right in for packet tea.

**Yet He Knows** the day for the one-shop grocer to blend his own tea is past. He can't hold trade that way, it's too uncertain.

**It's Right Here Where**

# Blue Ribbon Ceylon Tea

Comes In

It's Always Uniform in  
Strength.  
It's Always Even in Flavor.  
It Always Gives You Sure  
Profit.

AR

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OTTAWA

ON'S  
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its great merit.  
good profit—  
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LAMME  
Montreal.



# Japan Teas

do not come under the grade of **green** teas—they are absolutely in a class by themselves.

The so-called green teas may be imitated, but

## Japan Teas

cannot be imitated.

Remember that the teas of Japan are as inimitable as the rose. As the rose is the queen of flowers, so Japan Tea is the queen of all teas.

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

Manufactured by

THE  
**CANADA SUGAR REFINING CO.**  
LIMITED

*Montreal*

## OUR MOTTO

**THE BEST PRODUCT  
FROM THE PUREST MATERIAL**

We carry this principle into actual practice—every day.

The milk is procured in the richest dairy sections in Canada.

The strictest care is used in its selection—every can of milk is tested before it is received.

Manufacturing conditions are guarded at every point—our methods and appliances are the most modern and improved.

The net result is quality.

**"REINDEER" Condensed MILK  
"JERSEY" Sterilized CREAM**

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

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# A SNAP

In Ceylon Tea to retail at a quarter

A genuine bargain.

Write quick, for sample

## Thomas Kinnear & Co.

WHOLESALE  
GROCCERS

TORONTO AND PETERBORO

### SUCCESS FOR YOU

Do you know that an opportunity is before you to secure the starch business of your district?

Your jobber will sell you a supply of

## IVORINE COLD-WATER STARCH

and with it you will be equipped for the starch trade. "Ivorine" requires no boiling, and gives far greater satisfaction than other kinds of starch.

"Ivorine" sells at a fair price, and nets you a handsome profit.

Be wise when the opportunity  
is yours.

**St. Lawrence Starch Co.**  
Port Credit, Ontario Limited

## Purnell's Genuine Worcestershire Sauce



Shews a good profit

Never fails to  
give satisfaction.

Do You Stock it?

If not, mail your order  
to-day.

**PURNELL WEBB & CO.,**  
Limited  
BRISTOL, ENGLAND  
ESTABLISHED 1750

*We are offering some exceptionally good values in  
new crop, fine flavory*

## CEYLON TEAS

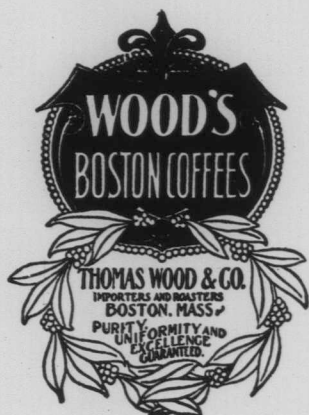
If interested in **JAPANS** drop us a card for samples.

**THE DAVIDSON & HAY, LIMITED**

WHOLESALE GROCERS, TORONTO



## The Agricultural Schoolmaster



is abroad, and the farmers are learning the important truth that the better the seed the better the crop.

The Grocer may take a lesson from this newest beneficent enterprise. Use none but pure, superior goods in your store, and you will raise a great crop of customers.

The selected Coffee beans that form WOOD'S COFFEES will make one important department produce a great harvest of trade.

CANADIAN FACTORY and SALESROOM:  
No. 428 St. Paul Street - - MONTREAL.

## Diamond E. Blend Coffee

DON'T STAY IN THE RUT  
IMPROVE YOUR COFFEE TRADE

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

S. H. & A. S. EWING, MONTREAL

## RAYON D'OR THE FINEST PURE OLIVE OIL OF THE MARKET

A quick seller.

A pleasure to use.

**MENGERT CAGNOLI & CIE**

Canadian Agency:  
J. RUSSELL MURRAY, MONTREAL

BARI LUCCA, NICE

## A Delicious Cup of Coffee

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

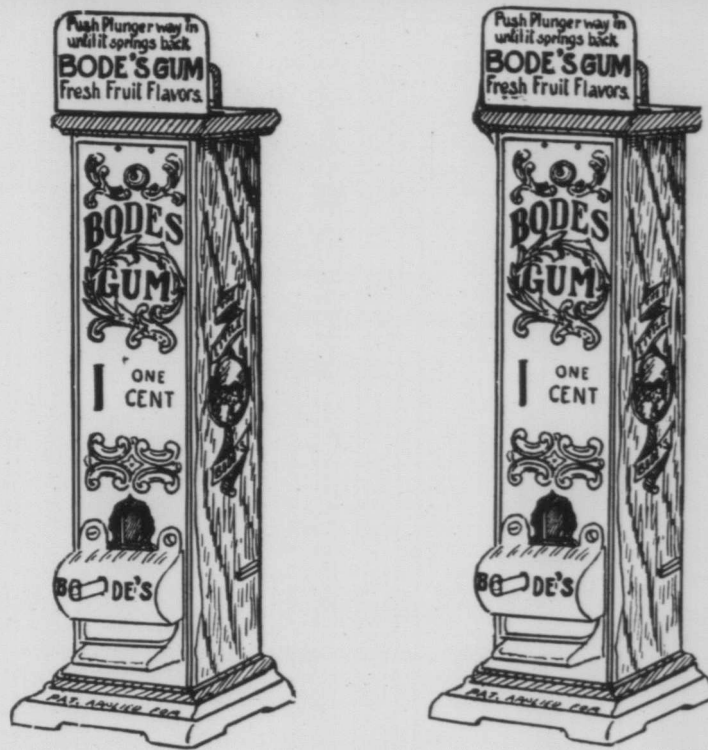
Cultivate your coffee trade, it will pay you, by buying the best—"CLUB" BRAND. Try us,—that is all we ask to convince you of the superior value of "CLUB" COFFEE.

**S. H. EWING & SONS**

96-104 KING ST., MONTREAL  
Telephone Bell Main 65.  
" Merchants 532.

Telephone orders receive prompt attention.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.



**Here they come !** No bigger, but **better than ever.** Price the same. Machine and **1,000** one-cent sticks of Gum for **\$8.00.** Gum for re-filling machine, **\$6.50** per **1,000.**

**Motto of the Bode's Gum Co., Ltd. :**  
*"Always seeking to improve in quality and style."*

Their rapid growth of business proves their method to be the right one. They are still presenting to the retail trade a handsome little Gum Show Case with a ten-box assortment.

**Order at once through your jobber**

**BODE'S GUM CO., Ltd.**  
**MONTREAL**

**Toronto Office:**  
**Pacific Building**

**Ottawa Office :**  
**65 Sparks Street**

**Quebec Office :**  
**5 Dufort Street**



# CROCKERY DEALERS

Have you ever examined our line of  
**English Black Rock Teapots?**

We have splendid varieties of both **PLAIN** and **DECORATED**, at prices which will surprise you. Ask to see them.

THE JOHN L.  
**CASSIDY**  
CO., LIMITED,  
MONTREAL

## EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

## The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply the **best** cans available—cans made from British tin plate of the best quality and best workmanship — **Prices Right, Liberal Treatment, Prompt Shipments.**

**Acme Can Works, - Montreal**

## EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

**Agencies on Commission for Britain.**—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. **R. C. HALL & CO.** MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

**JOHN LETHEM & SONS,** LEITH, SCOTLAND. Invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; connection of 50 years over all Scotland. References. Bank of Scotland, Leith.

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

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

**WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England**  
We handle consignments of **CANADIAN MEATS, CHEESE AND BUTTER.** Western Union Code. LONDON, LIVERPOOL, GLASGOW.

**P. & F. Vincentelli** Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs. Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes. General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats. Best attendance on consignments. **HIGHEST BANK REFERENCES.**

**DAVID SCOTT & CO.** Est. 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.

Cable Address "RAPP, LIVERPOOL."  
**HERMAN RAPP & CO.** Provision Merchants. 19 MATHEW STREET, LIVERPOOL. Liberal advances on consignments.

Telegraphic Address, "Fondants, London."  
**A. E. SOWERBUTTS & CO.** PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield

**GEORGE LITTLE LIMITED** Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space \$30 per year.

**HAMBURG.** Kaiser Wilhelmstrasse 74-78. **Neubeck & Schipmann,** Commission Agents and Merchants.

This space \$15 per year.

**HAMILTON WICKES & CO.,** Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space \$30 per year.

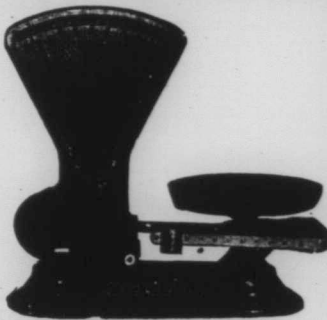
**THOS. BOYD & CO.,** 28 KING ST., - LIVERPOOL, are open to receive all kinds of **CANADIAN PRODUCE.** Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

**J. H. GAITSKELL & CO.** PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

**James Methven, Son & Co.,** St George's House, EASTCHEAP, LONDON, ENG. Large connection amongst best Wholesale Grocers and Bakers in Great Britain We also ship several British lines to United States and Canada. **CORRESPONDENCE INVITED.**

## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it is paid for with the money you are now losing.  
 For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

## FOR OVER 70 YEARS

the choice of all refined palates!

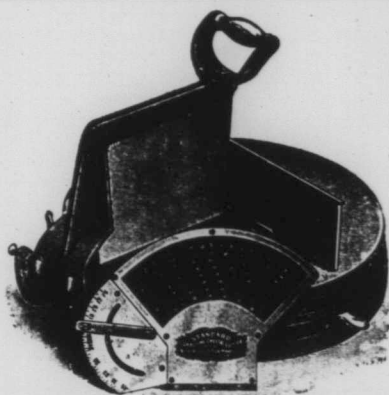


Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

## "LEA & PERRINS"

All others are imitations and inferior in quality  
 It is no idle boast to say that *Lea & Perrins*  
 is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.  
 Montreal Canadian Agents



## THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.  
 It computes precise money value.  
 It cuts without waste.  
 It makes cheese sales profitable.

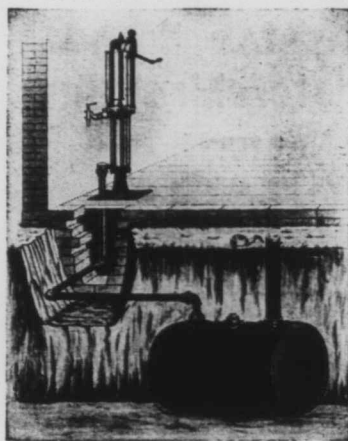
Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

## The Bowser for Gasolene



CUT No. 42  
 Tank Buried, Pump in Store. On of Fifty.

If you hear a grocer say he never has a bit of trouble or bother with gasolene, that he is entirely satisfied, you can be sure he has a Bowser Tank. Have you?

If not, send for Gasolene Catalog "B" and learn why you ought to have.

S. F. Bowser & Co. Inc. 530 FRONT STREET W. TORONTO, ONT.

## CANS

ming season  
 placing your

## Works

w and have  
 our factory  
 for making  
 hich is now  
 e to double  
 will supply  
 made from  
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## Montreal

WICKES & CO.,  
 ERS, EASTCHEAP, LON.  
 STREET, LIVERPOOL.  
 ions made in Canned  
 d Vegetables. Consign-  
 rrespondence solicited.

e \$30 per y ar.

OYD & CO.,  
 - LIVERPOOL,  
 all kinds of CANADIAN  
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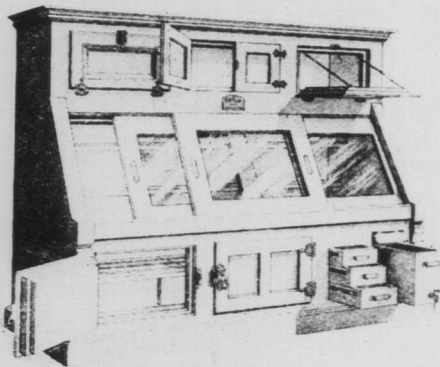
SKELL & CO.  
 CHANTS, LIVERPOOL,  
 s of Spare Ribs, Hocks,  
 ndid outlet for all kinds  
 Best prices—prompt  
 Established 1883.

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 CHEAP, LONDON, ENG.  
 kers in Great Britain  
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## Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System  
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition  
Diplomas Ottawa, Montreal and Toronto

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CATALOGUE

**C. P. FABIEN, Proprietor and Manufacturer**

OFFICE AND FACTORY WAREROOMS

3167 to 3171 Notre Dame St. 4 to 8 Fabien Ave.  
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Branches at Ottawa, Winnipeg and Windsor, N.S.

## COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65

Height, 29 in.  
Length, 33 in.  
Width, 23 in.  
Weight, 275 lbs.

GRINDING CAPACITY.  
Granulating 2 lbs. per minute.  
Pulverizing 1/2 lb. per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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

## EXPEDITE YOUR WORK

and ease the strain on your nervous system. The Check Book you are using is not up-to-date unless it is our

SPECIAL DUPLICATING

### Counter Check Book

This book is a boon to Grocers. With it entries can be made more quickly than with the old book.

When you are going over duplicates there is no danger of confusing them with originals. The alternate white and colored leaves prevent that. The Prices should interest you.

**The Carter-Crume Company, Limited**

Leading Counter Check Book Makers  
TORONTO and MONTREAL

Why not handle the Best Goods,  
That give you the Best Profit,  
And that are the Best Sellers ?

That is

### Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer  
for it or write us for prices

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



## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine  
Preparation for Cleaning Cutlery,  
6d. and 1s. Canisters

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, - 644 Craig Street  
MONTREAL.**

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

# "WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

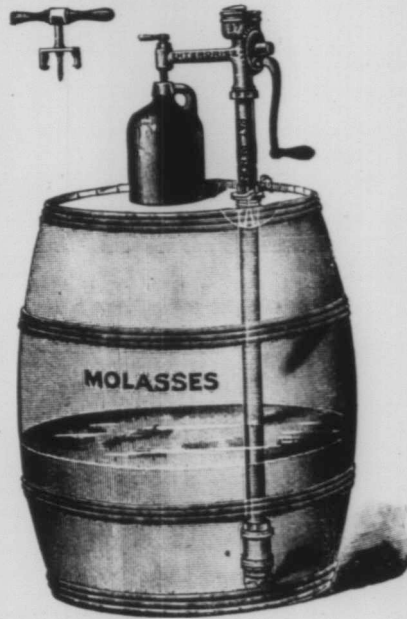
"ENTERPRISE"

## Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another *Indispensable*, to largely increase sales of dried beef, the "ENTERPRISE" **SMOKED BEEF SHAVES**, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.



The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

## Customers are Gained by

Accurate handling of cash

Correct credit charges

Never asking a customer to pay a bill twice

Attention to telephone orders

Tidy appearance of store

Quick service

Courteous clerks

Right change given to children and servants

Truthful statements

Good location



All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

*Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.*

*Tear off here and mail to us today*

**N. C. R.  
Company**  
Dayton Ohio

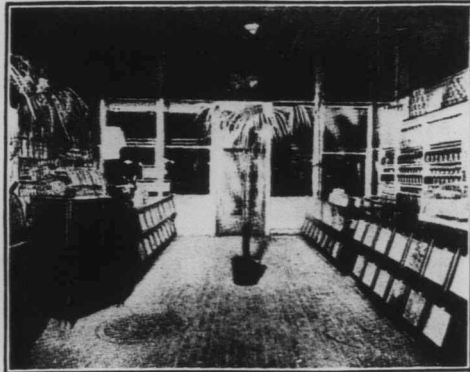
Please explain to me what kind of a register is best suited for my business  
This does not obligate me to buy

Name

Address

No. of men





Geo. A. Vick & Sons, Orillia, Ont.

**A NEW STORE AT SMALL COST  
MAY BE HAD BY USING  
WALKER BIN FIXTURES**

**IF** you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.  
If your store is beginning to show signs of wear and tear, make a new one out of it by putting in Walker Bins.  
If you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.

*They not only increase business, but give CHARACTER to it.*

WRITE FOR ILLUSTRATED BOOKLET, "Modern Grocery Fixtures"

**THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.**  
Montreal Representative: - J. H. MAIDEN, 131 PLAGE D'YOUVILLE, MONTREAL, P.Q.

**THE AUER LAMP**  
**GASOLENE**

**200 CANDLE POWER OF CLEAR, STEADY LIGHT**

*The best and cheapest light for STORES, CHURCHES and HOMES.*

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

**Satisfaction Guaranteed. Send for Catalog.**

**AUER LIGHT CO. - MONTREAL**

**ELECTRIC POWER COFFEE MILLS**

This cut shows one of the designs we are making.

Fitted with 1/4 H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes 1/2-lb. of Coffee a minute.

*Write us for Prices.*

**THE A. D. FISHER CO., LIMITED, - TORONTO**



**They Cost Something, - Of Course.**

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases, and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

**IF A MAN WANTS CREDIT**

or \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**WM. T. SLOANE, WINNIPEG, MAN.**

**ALLISON COUPON CO., Manufacturers.**  
Indianapolis, Indiana.

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19 Caer Howell Street, TORONTO  
**Analyst & Consulting Chemist**

Advice regarding processes of manufacture and technical applications of chemistry.

**STOCK NOW.**



*Sutton's Worcestershire Sauce cannot be beaten for quality and price*

**G. F. Sutton, Sons & Co.**  
King's Cross  
London, Eng.

CANADIAN AGENTS:  
**MACLURE & LANGLEY, Ltd**  
154 Pearl St., Toronto  
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**BUY  
Star Brand  
COTTON CLOTHES LINES  
- AND -  
COTTON TWINE**

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

For sale by all Wholesale Dealers

See that you get them

**GENUINE  
PRATTS ASTRAL  
LAMP OIL**

Sold in all countries and recognized as the highest grade oil manufactured.

**WHOLESALE ONLY.**

**THE QUEEN CITY OIL COMPANY, Limited  
TORONTO, ONT.**

ESTABLISHED IN 1842

# We are Still in Business

A talk about

## SALMON

Don't hesitate to lay in a stock at to-day's figure

"LYNX" Brand is Leading

PRICES WILL BE HIGHER

## L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors

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- BERLIN, ONT.  
MONTREAL, P.Q.

FEE MILLS

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1-lb. of Coffee a

½-lb. of Coffee a

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, - TORONTO

Brand

OTTON  
LOTHES  
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ap as Sisal or Manila

all Wholesale Dealers

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ASTRAL  
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and recognized as the  
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LE ONLY.

L COMPANY, Limited  
O, ONT.

TWO BIG SELLERS

Maple Cream Hearts

Twin Block Pure Maple Sugar



Maple Cream Hearts are put  
up in Pails of 18 lbs. each,  
and sell for 20 cts. per lb.

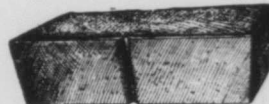
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple  
Sugar is put up in cases  
containing 40 ¾-lb. blocks,  
and sells for 10 cts. each, or  
may be broken in two for 5c  
sale; in handling this Sugar  
there is no weighing or waste

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

**BEWARE OF IMITATIONS**

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify **Twin Block Maple Sugar** and **Maple Cream Hearts** and you will get the genuine.

**ALL JOBBERS HANDLE OUR GOODS**

**SUGARS, LTD.,**

**MONTREAL, P.Q.**



## Choice Line of Bulk Pickles

We are offering an extra fine line of mixed bulk pickles, at an attractive price, worth looking into.

A varied assortment of high-class bottled pickles—for instance,

### "GILLARD'S PICKLES"

Have you offered these to your customers yet?

## W. H. GILLARD & CO.

WHOLESALE GROCERS  
HAMILTON

## SALMON IS KING

We offer you the following brands at old prices:

<i>Redfeather</i>	<i>Mermaid</i>
<i>Coastguard</i>	<i>Smuggler</i>
<i>Horseshoe</i>	<i>Golden Net</i>
<i>Laurel</i>	<i>Cascade</i>
<i>Clover Leaf</i>	<i>Flagship Flats</i>
<i>Tecumseh</i>	<i>Challenge</i>
<i>Lowe Inlet</i>	

and last, but the leader of all, *Empire*

Empire has the best sale of any private brand on the market.

## LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

ARE YOU A GROCER? YES.

Then write us at once regarding

OUR HONEST OFFER. FREE.

A PERFECT FOOD.  
READY TO EAT.  
CRISP AND TASTY.  
Guaranteed  
PURE

**MRS. RORER'S  
SARATOGA CHIPS**

10c.  
AND 20c.

MADE EXCLUSIVELY BY  
**Hamilton Saratoga Chip Co.**  
Three Sixteen King East  
HAMILTON, - CANADA.

Send us  
your name  
and name  
of your job-  
ber and we  
will sur-  
prise you.

Our Chips  
took the  
**PRIZE**  
at the  
**Food  
Show**

Not a  
Cereal

FACSIMILE OF BOX  
**HAMILTON SARATOGA CHIP CO.,** - Hamilton, Canada

A. F. MacLaren Imperial Cheese Co., Toronto, Sales Agents

Get  
our  
prices  
on  
**CANNED**

## PINEAPPLES

**SLICED  
GRATED  
CHUNKS  
WHOLE**

QUALITY VERY FINE 1½ & 2½ lb. tins

—ALSO A SNAP IN CANNED PLUMS—

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

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# Home Preserves are Getting Low

Consequent on the housekeepers' own putting up of fruits being exhausted, the demand for fruits will fall on the retail grocer.

Get ready for it.  
We can help you with

## Goodwillie's Fruits

*Gooseberries*  
*Green Gage Plums*  
*Lombard Plums*  
*Peaches*

*Pears*  
*Black Cherries*  
*White Cherries*  
*Red Currants*  
*Black Currants*

**JAMES TURNER & CO., HAMILTON**



## TECA SALAD OIL

A pure delicious table oil that will please your customers and pay you 45% profit for handling.

Two dozen pints to the case.

Write for prices, mentioning the name of your jobber.

IMPORTED AND BOTTLED BY

**Frank R. Oliver**

11 Front St. E. - - Toronto

## Tartan BRAND

*The Sign of Purity*

Specials in **Maple Syrup**  
" **Canned Goods**  
" **Prunes and Figs**

Wagstaffe Fig and Lemon Marmalade  
IN GLASS, IS DELICIOUS

Phone 596, our expense, for particulars.

**BALFOUR & CO.**

Wholesale Grocers

HAMILTON, ONT.



## DOMINION WHOLESALE GROCERS' GUILD

Annual Meeting in Montreal.

The annual meeting of the Dominion Wholesale Grocers' Guild was held in Montreal on Thursday, April 19. The sessions were held in the board room of the Board of Trade building, and while it can be said that many important sessions of commercial bodies have been held in that closely tiled chamber, it is doubtful if ever before it contained so large and representative a body of any particular section of trade and commerce as filled the chairs last Thursday. From the Garden Island of Prince Edward, the rock-bound coast of Nova Scotia, from beneath the frowning citadel at Quebec, the roaring Chaudiere, from the shores of placid Ontario, and the industrial lives of Western Ontario, the great throbbing Prairie City of Winnipeg and the embryonic mart of Lethbridge, came the purveyors "engros" to consult, to plan, to alleviate and to get closer one to another for the conservation of the vast and important interests entrusted to their care.

That the occasion was one of more than usual interest was evidenced by the great number of delegates that signed Dominion Secretary Cook's register; exactly forty-seven, the largest number that has ever attended the annual meeting of the guild.

There was an earnestness about the entire proceedings, a "get-your-coat-off-and-hustle" sort of an air that extended down from President Col. John I. Davidson to the youngest addition, Mr. Frank Sloan, and that the president kept the pot a-boiling was shown by the three sessions held—morning, afternoon, and away into the night, toward the uncanny hours "when churchyards yawn and graves give up their dead."

That the meetings were satisfactory in their conclusion and that everything under discussion was unanimously agreed to, is proven by the words of such tried veterans in guild matters as Messrs. Bristol, Davidson and Beckett: "Finest and most satisfactory meeting ever held."

The complete list of members present is as follows: Arch Miller, Whitehead & Turner; T. Le Droit, Le Droit & Frere; John Buchanan, J. Buchanan & Son, (Quebec); H. Laporte, Jos. Ethier, Laporte, Martin & Cie; N. J. Corner, Birks, Corner & Co.; L. O. Demers, Demers, Fletcher & Co.; Albert Hebert, Hudon, Hebert & Cie; Alex. Orsali, Hudon & Orsali; J. E. Quintal, N. Quintal & Fils; J. G. Lalonde, Lalonde & Desroches; A. Lockerby, Lockerby Bros.; N. Gendreau, Lacaille, Gendreau & Cie; J. A. Robitaille, A. Robitaille & Cie; L. E. Geoffrion, L. Chaput, Fils & Cie; S. J. Carter, S. J. Carter & Co., all of Montreal.

Maritime Provinces—J. H. Harris, J. H. Harris & Co., Moncton; R. Fitz-Randolph, A. F. Randolph & Sons, Fredericton; F. B. Black, J. Black, Sons, Limited, Sackville; H. G. Bauld, Bauld Bros. & Co.; Arthur C. Pyke, secretary Maritime Guild; L. K. Payzant, Payzant & King, (Halifax); A. W. Eakins, Parker, Eakins & Co., Yarmouth; Geo. E. Barbour, Geo. E. Barbour & Co.; W. C. Cross, Hall & Fairweather, Limited, (St. John).

N. W. T. and Manitoba—K. MacKenzie, K. MacKenzie & Co., Winnipeg; J. Colpman, Northwest Jobbing & Com. Co., Lethbridge; — Gordon, Codville & Co., Winnipeg.

Province of Ontario—John Nicolle, Robertson, Nicolle & Co.; R. Carson, R. Carson; M. S. Sutherland, Fenwick, Hendry & Co.; W. G. Craig, W. G.



Col. John I. Davidson

The Retiring President, Dominion Wholesale Grocers' Guild.

Craig & Co., all of Kingston; J. H. Gilmour, Gilmour & Co., Brockville; Jos. Ruddy, Geo. Foster & Son, Brantford; W. B. Sparling, Adams & Sparling, Lindsay; S. M. Kenney, Kenney, Walmsley & Co., Belleville; A. M. Smith, A. M. Smith & Co., London; Jas. R. Gardner, F. J. Castle Co., Limited, Ottawa; Frank Sloan, John Sloan & Co.; F. W. Humphrey, F. W. Humphrey; James Ince, Perkins, Ince & Co.; J. I. Davidson, Davidson & Hay; T. Kinnear, Thos. Kinnear & Co.; H. Blain, Eby Blain Co., Limited, all of Toronto; Geo. E. Bristol, Lucas, Steele & Bristol; S. Villa, James Turner & Co.; H. C. Beckett, W. H. Gillard & Co., all of Hamilton.

The election of officers for the ensuing year resulted as follows:

President—Albert Hebert, of Hudon, Hebert & Cie, Montreal.

Vice-president of the various provinces.—Quebec, Archibald Miller, of Whitehead & Turner, Quebec; New Brunswick, Geo. E. Barbour, St. John, N.B.; Nova Scotia, M. Dwyer, of John Tobin & Co., Halifax, N.S.; P. E. Island, N. Rattenburg, Charlottetown, P. E.I.; Manitoba, Kenneth MacKenzie, of Kenneth MacKenzie & Co., Winnipeg, Man.; British Columbia, C. H. Todd, of J. H. Todd & Sons, Vancouver, B.C.

Dominion Secretary—J. Stanley Cook.

To the retiring president, Col. John I. Davidson, was tendered a most hearty and unanimous vote of thanks to which a most suitable reply was made, that the duties rendered the guild by him were aside from the matter of duty and business interests, an honor and a pleasure, his relations with his associates having been of the most pleasant.

The newly elected president, Albert Hebert, is well and aptly suited for the occupancy of the important post, being acknowledged one of the most progressive, keen-sighted and active businessmen that not only Montreal, but Canada can boast of, and "ce va sans dire" that during his incumbency of the chair the interests of the Wholesale Grocers' Guild will be closely and well looked after. The Canadian Grocer congratulates Mr. Hebert on his election and felicitates the members upon their choice.

Among the questions under discussion by the meeting may be mentioned:

1. The situation of the guild in relation to the recent legal proceedings at Hamilton.
2. Discussion as to terms and discounts on a uniform basis throughout the Dominion.
3. The canned goods and sugar situation.
4. Better feeling between the wholesale and retail grocery interests and the taking of measures for the maintenance of prices and the prevention of cutting.
5. The memorializing of the Minister of Justice for a modification of the Criminal Code as related to the restraint of trade, clause No. 520.
6. Reception of deputation from Retail Merchants' Association.
7. Proposition from manufacturers of Egg-o-See Company.

All of these questions were closely discussed, particularly the court proceedings at present pending against the guild in Hamilton, Ont. This matter was threshed out at every point and at its conclusion the unanimous decision proved that the members were a unit to protest against what is considered a misconception of facts on the part of the plaintiff and the trade.

The discussion brought forth a unanimity was shown by various provincial principal offenders and the other provinces, Quebec, were high on the score of

The question of more amicable relations between the whole of Canada was the presence of a merchants' Association, M. Trower, Mayor, Toronto, secretary of the interest to the d promises toward relations eventually out among the the commercial Grocer has felt a question of the of the grocery and discussing elimination of commerce to h smoothly.

It was decided by the Minister of Justice, a view of security 520 of the comprises the and it was arranged to proceed to inst., for the p before Hon. Mr Justice. The Commission by purpose of investigations and conclusions in relation to strain of trade removed and adopted.

B. F. Blakes five of the Egg ed the guild an all parties were

After the coronation session at 6.30 to the banquet Club in the fifth Trade building, down to a mo dered by the M section to the

Promptly assumed in the midnight before to meet in the station for the Friday. A spe and the trip to comfort and pl the Minister of tion and their the injustice of 520 of the Criminal Code as related to the restraint of trade, clause No. 520.

6. Reception of deputation from Retail Merchants' Association.

7. Proposition from manufacturers of Egg-o-See Company.

THE DEPU: Representing side and retail expressed at th the Prime Min Justice on Fri son said as fo "This deleg wholesale groce by the wholes



The discussion as to terms and discounts brought out the fact that uniformity was still not observed by the various provinces, Ontario being the principal offender with its long terms. In the other provinces, and particularly Quebec, were having little or no trouble on the score of terms and discounts.

The question of working for better and more amicable business relations between the wholesale and retail grocers of Canada was freely discussed, and the presence of a committee of the Retail Merchants' Association in the persons of M. Trowern, general secretary, M. Mayer, Toronto, and J. E. Beaudry, secretary of the Quebec branch, lent interest to the discussion. If the mutual promises towards betterment of existing relations eventuate Canada will stand out among the nations of the earth as the commercial Utopia. The Canadian Grocer has felt all along that it is only a question of the two controlling bodies of the grocery trade getting together and discussing ways and means for the elimination of the grit in the wheels of commerce to have trade running along smoothly.

It was decided to memorialize the Minister of Justice in a body with a view of securing a modification of section 520 of the Criminal Code, which comprises the anti-combine legislation, and it was arranged by the committee to proceed to Ottawa on Friday, 20th inst., for the purpose of laying the case before Hon. Mr. Fitzpatrick, Minister of Justice. The appointment of a Royal Commission by the Government for the purpose of investigating the rules, regulations and conduct of the grocers' guild in relation to the conspiracy and restraint of trade clause, was urged, moved and adopted.

B. F. Blakeslee, Canadian representative of the Egg-o-See Company, addressed the guild and matters satisfactory to all parties were arranged.

After the conclusion of the afternoon session at 6.30 an adjournment was made to the banqueting hall of the Canada Club in the fifth storey of the Board of Trade building, where the members sat down to a most sumptuous dinner tendered by the Montreal wholesale grocers' section to the visiting members.

Promptly at 9 o'clock business was resumed in the board room and it was midnight before the members separated, to meet in the morning at the C.P.R. station for the journey to Ottawa on Friday. A special car had been secured and the trip to the capital was made in comfort and pleasure. The Premier and the Minister of Justice met the deputation and their attention was called to the injustice of the application of clause 520 of the Criminal Code to the business arrangement made by the Dominion Wholesale Grocers' Guild with manufacturers and among themselves for the protection of all parties, wholesaler, retailer and consumer.

#### THE DEPUTATION AT OTTAWA.

Representing the views of the wholesale and retail trade of the Dominion as expressed at the meeting in Ottawa with the Prime Minister and the Minister of Justice on Friday, the 20th. Mr. Kittson said as follows:

"This delegation is composed of wholesale grocers, comprising practically the wholesale grocery trade of the

Dominion, the wholesale druggists, comprising all the wholesale druggists of Canada, and the retail merchants of the association of Canada.

"It seems necessary to emphasize the fact that the wholesale grocery trade is one of the great staple businesses of the country—that the capital invested in it is very large, that the volume of the wholesale grocery trade is probably the largest in volume of any branch of trade in the Dominion, that it is an economic necessity in the interest of the consumer. Of like importance is the retail grocery trade, which is represented in every town, city and village and cross-road in the country, closely identified with the wholesale grocery trade, and having a common and mutual interest with it. It will be evident to you, gentlemen, that the interests which are represented here to-day are sufficiently important, have a sufficiently large stake in the country, to warrant the belief that the Government will be glad to remove any disabilities they are under



Mr. Albert Hebert.  
The newly elected President of Dominion Wholesale Grocers' Guild.

by reason of the law as it now exists with regard to trade combinations.

#### Grocery Trade Keenest for Competition.

"The severe pressure of competition which characterizes almost every branch of business has borne with greater severity upon the grocery trade than upon any other branch of trade for the self-evident reason that the goods handled by them are mainly staples and necessities, the value of which is easily ascertainable by the public. To aggravate this competition, department stores have exploited the grocery business by advertising and selling at cost prices and less than cost prices in order to promote the sale of other lines upon which they can make more profit.

"To meet these conditions and the competition of trade pirates who live by and who sell goods without reference to the fact that they should be paid for, it has been found necessary in self-preservation for the trade to make selling arrangements amongst themselves, to

endeavor where possible to have uniform selling prices with regard to proprietary articles. It has been found necessary to systematize the selling of goods with certain restrictions as to price. It has been found necessary to make an effort to induce manufacturers to grant a differential in price between the price at which they sell to the wholesale merchant and to the retail merchant. It has been found necessary, in a word, to take collective action.

"Where there is undue and wasteful competition the wisest thing, the only thing, that those suffering from it can do, be they wholesalers or manufacturers, is to come to an agreement to remedy the evil. But there section 520 of the Criminal Code intervenes, and says that 'every one is guilty of an indictable offence and liable to a penalty of \$1,000 or less or two years' imprisonment, who conspires, combines, agrees or arranges with any other person to unduly prevent, limit or lessen the manufacture or production or to unduly enhance the price thereof.'

#### Review of Legislation on Combines.

"The legislation on the subject of combinations may be shortly reviewed as follows: The original section simply imposed penalties in respect of conspiracy to commit some unlawful act unduly, and what was or might be unlawful was determined by the general law of the land on the subject, but the difficulty of applying the law led the Parliament to rectify this by striking out the word 'unduly,' but this made the enforcement of the law so difficult that in 1900 Parliament struck out the word 'unlawful' and restored the word 'unduly,' and as a result of this it became a conspiracy to do the things unduly referred to in this section.

"So under the law as it stands at present if it can be shown that any two or more merchants or manufacturers unite to secure a fair margin of profit they expose themselves to the risk of being dragged before the police court and charged as criminals with violating the criminal law. It may be claimed that the word 'unduly' provides reasonable protection to the public against prosecution prompted by malice, or by Crown attorneys animated by excessive zeal, but as a matter of fact the proceedings in Toronto and Hamilton and elsewhere against mercantile associations and combinations are fostered and encouraged by the vagueness and indefiniteness implied by the word 'unduly.' The proceedings instituted against the Dominion Wholesale Grocers' Guild is a striking case in point. Upon the information and complaint of a detective—absolutely ignorant of the condition of trade, absolutely ignorant of the alleged facts set forth in his complaint, unsupported by any corroborative evidence—a wholesale prosecution has been instituted against the Dominion Wholesale Grocers' Guild, an association which has been in existence for twenty years, comprising with a few exceptions the whole wholesale grocery trade of the Dominion—of men who have a reputation for honor and integrity, and enjoying the respect of the community in which they live, who are charged under this section, among other things, with the crime of selling sugar on a basis of 4 per cent. gross profit, and tobacco at a profit of 3½ per cent., while

(Concluded on page 27.)



## NATIONAL CONTROL OF FOOD SUPPLIES

(Continued from is: of April, 13.)

### JAM AND CREAM OF TARTAR.

A. McGill, analyst of the pure food branch of the Inland Revenue Department, Ottawa, delivered at the recent food show in Toronto two lectures on jam and cream of tartar, in addition to the one on the Canadian Adulteration Act already reported in The Canadian Grocer. Following are Mr. McGill's condensations of the addresses:

#### Jam and its Adulterants.

Jam is defined by the dictionaries as a conserve of whole fruit boiled with sugar and water. But it seems scarce necessary to go to a lexicon for the meaning of a word which has been in daily use for so many centuries. The only word in the above definition which can possibly permit of a double meaning is the word sugar. But although the chemist speaks of levulose, dextrose and other substances as "sugars," the word in ordinary use admits of no second meaning. Every grocer and every purchaser knows quite well what he wants when he asks for sugar.

Adulteration in jam consists in one or more of the following things:

1. The use of foreign vegetable or other tissues than those which are named on the label.
2. The substitution of glucose for sugar.
3. The employment of dyes to give color to the jam.
4. The use of chemical preservatives.

#### For a Filler.

Foreign tissue.—The only foreign tissue that has been detected in Canadian made jams is apple pulp. This has been found in raspberry and strawberry jams. Of 37 jams analyzed on 1904, 15 were found to contain apple tissues, although sold as raspberry or strawberry jams. Of course there is nothing harmful to health in this substitution, but it is nevertheless a fraud. Of course it necessitates the addition of dyes to the jam, as otherwise this would have a very pale color. It is evident that not only the consumer has a right to complain of the unacknowledged use of apple, but also the manufacturer of a high-grade jam, since he is subjected to unfair competition. The fruit grower has also a reasonable ground for complaint.

#### Sweet, But Not Sugar.

Use of glucose.—This article is much cheaper than sugar, and of course this is the main reason why it is used. But it is also less sweet than sugar, on which account some manufacturers add a small amount of a coal tar product, known as saccharin, which is about 300 times as sweet as sugar, and serves to bring up the sweetness of the jam.

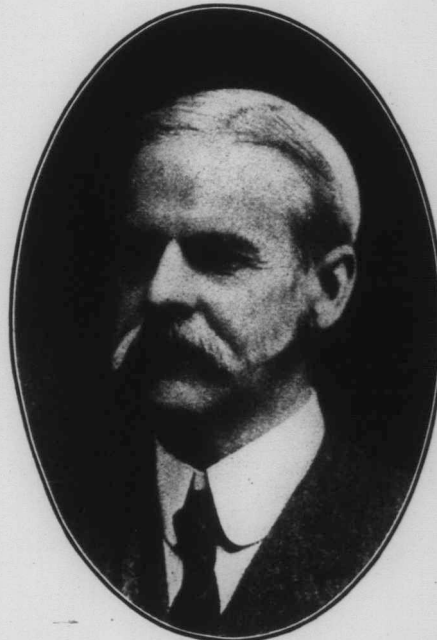
#### Painting the Filler.

Use of dyes.—These are the same in kind as are used to color the cheap grades of candy. If they are carefully made and free from lead or arsenic, they may not be injurious to health in the minute quantities used. But whereas, in

candy, they are employed by consent and knowledge of the purchaser, and for the purpose of giving attractiveness to the article, and not to cover up any deficiency in the nature of the material, it is quite otherwise in jams. A well made jam, from fresh and ripe fruit, needs no dye to make it attractive and palatable. It is only where unripe or decayed fruit is employed, or where apple or other colorless pulp is added, that a dye is needed.

#### Embalming of Fruit.

Preservatives.—Since the sugar added, and the sterilization produced by boiling, are sufficient to make a jam keep quite well, when properly packed, it is not likely that preservatives are added to the finished jam. They are more usually added to the fruit which is stored for a longer or shorter time, to suit the



Prof. A. McGill  
Analyst of the Pure Food Section, Inland Revenue Department, Ottawa.

convenience of the manufacturer. We know that fresh, ripe fruit can only be obtained during a very short period of each year, and in order to prolong the period during which the manufacture of jam may be carried on, there is a temptation to preserve the fruit by addition of salicylic acid, or other chemical substance. We sometimes find that jams, otherwise genuine, contain preservatives.

Mr. McGill presented to his audience some samples of glucose in the solid and liquid forms. The former much resembled white castile soap and the latter a thick, quite transparent syrup. He greatly interested the grocers by some experiments illustrating the methods of detecting glucose or dyestuffs in jam.

#### Cream of Tartar.

Cream of tartar is a white crystalline compound of tartaric acid and potassium. It is obtained from argol, which forms about the inside of casks or vats in which wine is undergoing fermentation, being white or red according to the color of the wine it comes from. The argol is dissolved in hot water and the solution decolorized by albumen or animal charcoal, the cream of tartar being then extracted by evaporation and crystallization and purified by recrystallization. The best baking powders consist of cream of tartar mixed with baking soda (bicarbonate of soda) in the proportion of the relative molecular weights of the two substances, about one to two. When this substance is wet and heated, carbon dioxide gas is liberated and makes the dough porous or "light." Cream of tartar constitutes also the chief commercial source of tartaric acid and its compounds.

Its adulteration consists chiefly in the direct addition of flour or starch or terra alba, or in the substitution of burnt alum, or acid phosphate of lime, or bi-sulphate of potash. There is, however, a great range of value in the genuine article, depending upon whether the crude tartar (argols, etc.) has been ground in its natural state, or has been subjected to a process of refining. In this last case the article may reach a degree of almost absolute purity and strength, while much of the genuine, but unpurified, cream of tartar on the market is not more than 80 per cent, or 85 per cent, pure. Of course it requires more of such a substance to obtain a given result in baking, than if the article had a purity of 99 per cent. In order to assist dealers in ascertaining for themselves the character of the article they handle, Mr. McGill has devised a simple apparatus, called the "McGill Tester," which anybody can use. It is made by a New York firm and supplied complete at \$1.65.

Mr. McGill wishes it stated that he has no financial interest in this apparatus. He invented it solely for the benefit of dealers in and consumers of cream of tartar, and he hopes that it may be largely employed by grocers, druggists and others who wish to deal in honest goods, and to be able themselves to judge the quality of what they offer for sale.

The apparatus referred to was employed by Mr. McGill in his lecture, and after the lecture several grocers who had brought with them samples of their own goods made tests under Mr. McGill's guidance, and the results were in some cases a great surprise to those who made them. Mr. McGill offered the manufacture of the apparatus to a firm in Montreal, but he found that it could be made cheaper in New York.

#### Using the Tester.

The McGill cream of tartar testing outfit consists of a specially made grad-

uate tube, a specially prepared ounce of iodine

To test whether tartar has been put a small number of drops of blue color res

Starch may more probably superphosphate their establishment sample proceed a drachm (the boring drug tumbler half the graduate pour it slowly ring with the color appears in the test ring. The result it does, continue very gradually comes permanent. The position remains in the glass genuine. If substitute for ent.

If no permanent tumbler and free tartaric acid the sample may potash. If no and the solution superphosphate these is present

#### THE

This inquiry editor of The

"Dear Sir: your columns the red feather

#### "A C

The most of will not show

But this an idea. The red his fancy who tion to query on cans and Red Feather the Canada Red Feather by Somerville other member The vegetable were put up Col. John I. Canadian Gro be continued. some a separate other goods a handled by the Canada Grocer too much to follow of the

#### PROD

On Wednesday Trinity Church Prout, manager Co., was married Cober, second Hespeler, Ontario extends congratulatory



uate tube, a glass stirrer, a pint of specially prepared test solution and an ounce of iodine solution.

To test whether or not cream of tartar has been adulterated with starch, put a small quantity in a plate, add a few drops of iodine and stir. If a deep blue color results starch is present.

Starch may be the only adulterant, but more probably it contains burnt alum or superphosphate of lime, or both. To further establish the composition of the sample proceed with the test. Weigh out a drachm (this can be done at a neighboring druggist's) and dissolve in a tumbler half full of very hot water. Fill the graduate tube with test solution and pour it slowly into the tumbler, stirring with the glass rod. When a red color appears in the glass stop pouring in the test solution and keep on stirring. The red color may disappear; if it does, continue stirring in the solution very gradually until the red color becomes permanent and cannot be stirred out. The point at which the test solution remaining in the tube stands indicates the percentage strength or purity of the cream of tartar. If the red liquid in the glass is quite clear the sample is genuine. If it is milky, alum or other substitute for cream of tartar is present.

If no permanent red is produced in the tumbler and the solution remains clear, free tartaric acid is probably present, or the sample may consist of bi-sulphate of potash. If no permanent red is produced and the solution is milky, burnt alum or superphosphate of lime or a mixture of these is present.

#### THE RED FEATHER.

This inquiry was addressed to the editor of The Grocer:

"Peterboro, April 17.

"Dear Sir:—Kindly inform me through your columns who is entitled to wear the red feather.

"Yours truly,

"A GROCER TRAVELER."

The most obvious answer is, whoever will not show a white feather.

But this anonymous inquisitor had an idea. The red feather that was tickling his fancy when he imbibed the inspiration to query The Grocer is displayed on cans and packages of food stuffs. The Red Feather Tea Co. is a member of the Canada Grocers, Limited, and the Red Feather brand of spices are put up by Somerville & Co., Hamilton, another member of the Canada Grocers. The vegetables bearing the red feather were put up for the company. Lieutenant John I. Davidson stated to The Canadian Grocer that the brands would be continued. The tea company will become a separate undertaking and the other goods also would continue to be handled by the firms comprising the Canada Grocers, Limited. It had cost too much to put them on the market to allow of the brand being dropped.

#### PRODUCE MAN WEDS.

On Wednesday the 18th inst. at Holy Trinity church, Winnipeg, Geo. W. Prout, manager of the Dominion Produce Co., was married to Miss Alice Maud Cober, second daughter of J. N. Cober, Hespeler, Ont. The Canadian Grocer extends congratulations.

#### A FURTHER SUGAR DECLINE.

At moment of going to press notice has come to hand from Winnipeg of a further decline of 10c. on all sugars at western points, coming into effect at once. Also that evaporated apples are advancing sharply.

#### COCOA FOR SAN FRANCISCO.

Bensdorp & Co., proprietors of Royal Dutch cocoa, have cabled their agents to furnish the relief committee at San Francisco, as soon as possible, with 100 cases of their cocoa. Fifty cases were therefore at once dispatched from their depot at Los Angeles, and 50 cases from Boston, U.S., all consigned to the chief of the Red Cross Society at San Francisco.

#### BUSINESS NOTES.

T. S. Ford & Co., Mitchell, Ont., have received a big consignment of goods from the Old Country for the Spring and Summer trade, purchased during Mr. Ford's visit there last year. Their's is one of the finest general stores in the west, and Mr. Ford sees signs of a big trade this Spring.

Peter Dill, the Seaforth, Ont., merchant, who has established his fame as a poultry breeder and dealer, is busy getting his poultry plant into shape for this season's campaign. Mr. Dill is a first-prizer, and has many of the coveted awards on his poultry exhibits. He reports good business in the general store also.

W. R. Cole, Mitchell, Ont., has added to the equipment of his grocery business a line span of bronchos he imported for the purpose. They make a dandy turnout, one of the finest in the grocery trade in Ontario, and their owner is justly proud of them. 'Tis said he dreams about them, but then the travelers will yarn.

A. C. Elliott, Brooklin, Ont., is again enlarging his store premises. It is only five or six years since he enlarged before, but his business has so increased that he finds it absolutely necessary to call in the builders again. Mr. Elliott started in Brooklin ten years or so ago, and has done remarkably well. He is one of those wholesouled men with a real smile for everybody, and what he promises to do he does.

#### COFFEE AND SPICE MILLS BURNED

The spice mill of J. M. Lowes & Co., coffee and spice manufacturers, occupying the lower floors of the building at 109 Front street east, Toronto, was destroyed by fire early Wednesday morning. The loss is \$5,000, fully covered by insurance. The upper floors were occupied by Ed. Hawkes & Co., dealers in stove polish, and C. C. Irish, candy manufacturer. Their stocks were slightly damaged by smoke and water. The origin of the fire is unknown.

#### LEAVES TORONTO FOR MONTREAL

H. R. Gray, for some years head bookkeeper for Gunns Limited, Toronto, has gone to Montreal to accept a responsible

position with Gunn, Langlois & Co. Before his departure the staff of Gunns, Limited, expressed their sentiment in regard to Mr. Gray by presenting him with a very handsome gold locket and fob suitably engraved. Mr. Gray's sterling qualities of mind and heart have secured him an enviable position in the esteem of the commission and wholesale community in Toronto, and while his departure is regretted, his many friends are pleased at his progress and hope for him the success he merits.

#### BUSINESS PERSONALS.

F. L. Dugan, of Minneapolis, is the latest addition to the traveling staff of R. A. Rogers & Co., Winnipeg.

Mr. Geo. Beach, Detroit, Michigan, of Bernard & Co., Japan, is calling on the trade in Toronto this week.

H. E. Ecklin, Limited, general merchant, Keewatin, Ont., have sold hardware stock to Keewatin Hardware Co.

James Nicholson, of Nicholson & Brock, the well known Toronto mince meat, bird seed and grocers' sundries manufacturers, paid a call at the Montreal offices of The Canadian Grocer this week. Mr. Nicholson reports trade as very good and looks forward to a good year's business.

Amedee Lesieur, for over nineteen years with Hudon, Hebert & Cie., Montreal, has received the appointment of representative of the Royal Distillery, Hamilton, Ont. His offices are at room 12, La Presse building, and his territory will be Montreal City and the Province of Quebec. During his long service with Hudon, Hebert & Cie., Mr. Lesieur has had an experience in the purveying line and a close connection with the grocery and wine and spirit trade of the province that his success with the Royal Distillery Company's goods must be satisfactory. The Canadian Grocer wishes him success.

#### EX-MAYOR LAPORTE HONORED.

On Wednesday afternoon, the 25th inst., H. Laporte, formerly mayor of Montreal, was presented with a magnificent cabinet of silver, said to be the finest ever seen in the city. The gift is from the citizens of Montreal and is in recognition of the services rendered the city during his regime not only as mayor but as alderman and chairman of the finance committee.

#### NEW WHOLESALE GROCERS.

The Riley-Ramsay Co. is the name of a new wholesale grocery firm about to begin operations in Port Arthur. W. P. Riley was this week visiting the trade in Toronto preparatory to stocking.

Frank R. Oliver is placing on the market a new salad oil under the name of Teca Salada Oil. It is put up in pint bottles, two dozen in a case, and will be sold through the regular channels of the trade. Mr. Oliver has been a manufacturers' agent in Toronto for some two years.



# WINDOW AND INTERIOR DISPLAYS

## THE STORE WINDOW.

The art of window dressing should be carefully studied. It is of importance enough to warrant the expenditure of some time in arranging the windows and in making them up in striking or original forms. If the proprietor cannot do it himself perhaps he has a bright clerk who would be glad to begin practice. If he has the clerk should be put to work and supplied with a reasonable amount of decorative material. Then if he succeeds, keep him at it.

Never allow a window to stay in more than a week at the most and have the displays arranged toward the last of the week so as to catch the Saturday trade. In country districts this is particularly important, though in the city, where telephone connection is becoming universal, as it is in some cities, the character of a window doesn't perhaps carry so great weight with the prospective

were oranges, lemons, figs, dates, raisins, candies, etc. On the embankment set upon narrow shelves were a multitude of miscellaneous articles. The largest ones began at the bottom and were arranged in layers. They comprised all sorts of fancy canister, tubular, glassware and package goods, making a solid bank of bright labeled and handsomely prepared groceries most beautiful to behold, and forming an exhibit that was attractive in the extreme.

No particular design was followed, it being simply a commonplace display of samples, such as any ordinary grocer is able to make if he will. But it was effective, as the inquiries made fully attested.

## A HAMILTON STORE.

The illustration shown herewith is one which shows the interior display of Gage



The Interior of Gage & Berry's Store, Hamilton, Ontario.

purchasers. This is no argument in favor of neglect because an attractively dressed window is sure to bring new customers, even if it doesn't increase the business of the old.

Here is a good display seen recently which can be easily made by any grocer:

The display was arranged in the form of an embankment, beginning about a foot from the window front and at the bottom, and slanting backward to a height of about six feet. It was covered with a gauze matting in colors. Flanked on either side were iron columns entwined with oblong cracker and other pastry boxes, laid criss-cross. Occupying the space at the bottom and front of the window was a row of small baskets filled with a variety of articles; there

& Berry, King street east, Hamilton. It is somewhat difficult to show the many points of advantage in this store in a small illustration by reason of the depth of the store itself. On entering, however, a very good impression is made; the neatness of the arrangement is particularly impressive, the shelving is so ordered as to suit the various articles and with a view of giving everything its particular place.

The arrangement behind the counter is particularly attractive. Behind the shelving there shown is a fair run of mirrors, the effect of which it is impossible to show in an illustration. It is, however, a wonderful addition to the store; besides giving an effect of added width to the interior, it also duplicates

the goods shown on the shelves themselves.

A feature often overlooked in many stores has been given careful consideration in this store and that is the lighting arrangement. This has been perfected by an instalment of electric and arc lights, the reflection of which adds immensely to the impressiveness at night time. The window is also lighted in the same effective style.

One feature to which this store gives prominence is its fruit and flower display—lines often treated carelessly, but which greatly add to the superiority of the store and give it a particularly good character.

The provision counter and refrigerator are situated at the extreme rear of the store away from the delicate groceries. Messrs. Gage and Berry have both had many years' experience in the grocery business, most of which has been in Hamilton.

## TRIED TO CONCEAL HIS FEELINGS

The late President Samuel C. Bartlett of Dartmouth was a man who keenly appreciated repartee, whether turned upon himself or some one else. At a college gathering recently this story was told as an illustration of his temperament:

Barron Shirley, now a prominent lawyer in Franklin, N.H., was called before President Bartlett when a student at the college for remarks he had passed because of a ruling of the faculty. The matter was regarded as serious, and there was danger of young Shirley's expulsion.

"Sir," said President Bartlett, sternly, "I understand you have been expressing your contempt for the faculty."

"No, sir," replied Shirley, as quick as a flash, "I have always done my best to conceal it."

President Bartlett looked into the young student's eyes, then chuckled and said, "You may go, sir."

## WHY THE CHANCE WAS LOST.

A young lady working in a stocking factory, fearing that her chances for matrimony were small, wrote the following and slipped it into the toe of a gentleman's sock: "A young lady, good looking and of some means, would like to correspond with the wearer of this sock, if he is single, with a view to matrimony." A young man bought the sock and said, "There's my chance." He wrote to the young lady, offering himself as a suitable party, and to his surprise got this reply: "I have been married eight years, and have a family of five children." The man from whom he bought the socks had never advertised, consequently they had lain on the shelves for eight years.

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**DOMINION WHOLESALE GROCERS' GUILD.**

(Continued from page 23.)

the cost of doing business is from 7 to 9 per cent. Their innocence or guilt in respect of such alleged crime cannot be ascertained in any other way than by the annoyance, the inconvenience, the enormous expense of a public trial. It may be advanced that the remedy is to prove the allegations untrue, but that is only an apparent remedy. The result of one suit will not procure immunity to the manufacturer or to the merchant from further prosecution.

"In the case of the King vs. Elliott, Justice Osler in giving judgment made use of these words: 'What is undue with reference to the acts which are the subject of a conspiracy, combination, agreement or arrangement, is now a question of fact upon the circumstances of each particular case.' Now, in the case of a wholesale merchant there might be 100 different rates of profit, and each particular case might be made the basis of a prosecution. In view of this judgment the manufacturer or the merchant does not know, cannot know, what trade agreements he may legally enter into.

**Criminality Not Intended.**

"We submit that it was not the intention of the Government to put the stigma of criminality upon any person or association who agrees with any person to endeavor to place his business upon a basis to enable him to pay his debts. Trade grievances or unhealthy trade conditions cannot be ameliorated by individual effort; collective effort is absolutely necessary to accomplish any practical result.

"Railway companies fix railway rates by collective action.

"Telegraph companies regulate rates by collective action.

"Life insurance companies fix their rates by collective action.

"Fire insurance companies fix their rates by collective action.

"Physicians arrange their fees by concerted action.

"Lawyers call the legislation to their aid to ensure to them reasonable remuneration for their work.

"Trade unions are authorized by law to combine to secure reasonable wages.

"Why should merchants and manufacturers be differentiated against and made liable to criminal prosecution for using methods to advance their interests, which are legally sanctioned and permitted with respect to other classes of the community?

"The result is that the manufacturing, wholesale and retail trades of Canada to-day do not know where they stand in connection with trade matters. Methods of business which have been in vogue for centuries are to-day being attacked as illegal. Up to the year 1900 if a person did not unduly limit the facilities for transportation, production, manufacture, supply, storing or dealing in any article, or if a person did not unduly prevent, limit or lessen the manufacture or production of the article or unreasonably enhance its price or unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of an article, and did not cre-

ate a monopoly so as to unlawfully restrain or injure trade and bring himself within what would be known to be the common law of England, he felt perfectly secure in the conduct of his business. To-day he may not unduly limit the facilities for transportation, he may not prevent, limit or lessen the manufacture or production of goods; he may not unduly prevent or lessen competition in the production, manufacture, etc., of goods; in fact, he may do the contrary of these things by combining with those in the same trade with himself, and may lessen the price of the articles in which he deals to the consumer, and yet he may be held liable under these circumstances to have infringed sub-section B in the absolute in which it stands to-day.

"It is most respectfully urged that section B of the Act should be at once restored to where it stood in 1900, by adding the word 'unlawfully'; that the word 'unduly,' where it appears in section should be given an interpretation which leaves no doubt as to the meaning of the law.

**The Proposed Reform.**

"That most careful inquiry and investigation should be made into the trade and commercial interests of the country so as to enable Canadian merchants and manufacturers and business men to know with some certainty the agreements which it should and may be lawful for them to enter into for the protection and existence of the various businesses in which they are respectively engaged, and that in making such inquiry and investigation due consideration should be given not only to the interests of the Canadian consumer, but also to the trade and commercial interests of the country generally, to the foreign competition to which our merchants and manufacturers are subjected, and to the trade conditions and laws which exist in England and the United States in respect to such matters."

H. N. Kittson, of W. H. Gillard & Co., of Hamilton, wholesale grocers; Hugh Blain, of the Eby, Blain Co., Limited, of Toronto; Albert Hebert, of the Hudon, Hebert Co., of Montreal, president of the Wholesale Grocers' Guild, and R. E. Geoffrion, of Chaput, Fils & Cie., president of the Quebec Wholesale Grocery Trade, spoke in behalf of the wholesale trade of the Dominion. Mr. Bole, member for Winnipeg, spoke on behalf of the wholesale and retail drug trade.

The deputation was introduced by Mr. Gervais, member for Montreal west. From Ottawa the members returned to their homes.

**Picked up in the Corridor.**

Secretary Cook was a busy man, but through all genial and polite. He was deservedly complimented on the manner in which he had given the facts to the examining council at the Hamilton trial.

Mr. Blakeslee's discount on Egg-O-See seemed to meet the approval of the members of the guild.

One of the most optimistic members of the guild is Kenneth Mackenzie, of Kenneth Mackenzie & Co., Winnipeg. In speaking to The Canadian Grocer of his city and its future, he stated that prosperous as was the city at present, it

was nothing to what the next ten years would show. "Winnipeg is Canada's hub," and the future will show wonderful progress.

"Fine weather, fine work, and fine results," was the general comment of the members.

L. E. Geoffrion, of L. Chaput, Fils & Cie., was one of the busiest members and happy in making visitors welcome and at home.

The "Widow Clicquot" was noticed at the banquet, and her alluring charms royally honored.

Au revoir! Auf Wiedersehen! Next meeting at \_\_\_\_\_

**BUSINESS CHANGES.**

C. Imbeau, general merchant, Sayabec, Que., assets sold.

D. McGregor, chopping mill, Wingham, Ont., deceased.

Colonial Fluid Beef Co., Montreal, Que., have dissolved.

Canadian Preserved Butter Co., St. Johns, Que., assets sold.

J. E. Griffin, grocer, Grimsby, Ont., has sold out to J. H. Wells.

Loves & Kepkey, general merchants, Humboldt, Sask., dissolved.

Moise Tremblay, general merchant, Causapsal, Que., assets sold.

Joseph Bohemier, general merchant, Ferme Neuve, Que., assets sold.

Fraser & Oakley, grocers, Fort William, Ont., succeeded by City Grocery.

George Banghart, general merchant, Cairo, Ont., business advertised for sale.

Peter Glavey, grocer, Ottawa, Ont., has been succeeded by the P. McEvoy Co.

G. Thorsteinson, general merchant, Gimli, Man., has assigned to C. H. Newton.

Jos. Boudrault, grocer, Les Eboulements, Que., assets to be sold on the 3rd prox.

Farmers' Supply Co., general merchants, Alvinston, Ont., removed to Cairo.

J. E. Lacoste, general merchant, St. Andre Avelin, Que., has removed to Thurso.

J. B. Legault, general merchant, St. Genevieve, Que., assigned to Alex. Desmarceau.

P. S. Burman, general merchant, Weirstead, Que., stock sold at 55 cents on the dollar.

T. Leroux, cheese and butter manufacturer, St. Armand Station, Que., offering to compromise.

A. W. Atkinson & Co., general merchants, Advocate Harbor, N.S., dissolved partnership.

Mrs. J. R. Moir, general merchant, St. Romain, Que., has assigned; V. E. Paradis prov. guardian.

P. Maheau, general merchant, St. George, Que., balance of assets to be sold on the 8th prox.

The Frontenac Cereal Co., manufacturers of breakfast foods, Kingston, Ont., winding up order granted.



# GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

## WHAT ABOUT SOAP?

Soap is an everyday commodity. You get a portion of your customer's order, but usually the druggist gets the other portion.

If you give careful attention to soap matters in your store, keep a fresh and representative stock in an up-to-date case, and advertise, you ought to get all the business.

Why should a customer of yours leave your store and journey to the druggist simply to get a 5c. or 10c. cake of soap?

In the past there has been a tendency among a number of grocers to let the soap trade slide, and the trouble is it does slide.

At first the profit looks small, the prize not worth winning, but profits are made on general sales, not on particular sales, i.e., you cannot afford to put all your energy on No. 1 Seller and neglect No. 3 Seller.

No. 3 becomes No. 2 when you are willing to make it such.

Soap manufacturers will supply you with advertising matter and schemes that have proven successful.

Make your soap business worth something. Get the best lines obtainable. Don't give any customer the opportunity of saying "those cakes of soap are dusty."

Get on the war-path with the druggist. Take note of how he arranges his assortment. Keep an eye on any dodgers he issues, particularly the prices quoted.

Tell the clerks you want them to sell soap as well as handle it. Tell them to prod the memories of your patrons and now and then to lay stress on the value of using—soap.

### Grocery Publicity.

The grocer who doesn't advertise is not awake to his best interests.

How shall he do it?

Newspapers—first.

Catalogues—second.

Booklets and folders—third.

Letters—fourth.

### 1—NEWSPAPERS.

Contract for location in the papers on certain days. The location of your ad should always be the same.

You'll find that buyers get the habit of looking for your ad in a certain location on certain days, and the longer your ad appears there the more valuable that space becomes for you. Advertising is cumulative.

Change every time. Never run the same ad twice. Nobody reads an edi-

torial or news item twice, much less an ad.

What to say? There's the rub.

Say in your ad just what you say to the customer over the counter. She asks if you have any mackerel and you reply: "We have some fine mackerel; this year's catch, off the coast of Norway, fat and tender as chicken, white meat; one's enough for the family breakfast; they're a rare treat; the price is thirty-five cents a pound."

She asks for maple syrup, and you

## DON'T GO

to the druggist's for your soap!

We keep many varieties of

Toilet Soap

Scented Soap

Laundry Soap

Tar Soap

We have the exclusive agency here for

Brown's Big Bar

the cheapest laundry soap made.

Tell your soap troubles to us.

Humphrey & Son

Saskatoon

tell her you have the real maple syrup from—the old time flavor—better buy a quantity for it's so good the whole family will like it. It's healthy, too—buckwheat cakes without maple syrup cause indigestion—the price, \$1.75 a gallon.

The writer of ads for department stores knows how to play upon women's fancies—the grocery ad writer has as good an opportunity. He should describe the plum nudging in a way that the reader may see the steam rising and taste the richness of the delectable food as she anticipates it in her imagination.

Good grocery copy isn't learned dissertations culled from dictionary or encyclopedia, but it is as near the way an intelligent salesman describes his wares as space will permit.

Prices? Of course.

Prices are always bargain clinchers for women, and it is to women the grocer advertises.

There's always something new and intensely interesting in a grocery store. New foods for each season, fresh arrivals from factory or farm.

Tell your readers how to prepare and serve the foods you sell. For instance, prunes are usually ruined in the cooking. This would be of interest:

Prunes from—  
Wash clean, place in a baking pan with half enough water to cover. Put in oven and bake until the skin is tender. Regularly 10c. lb. This week, 3 lbs.....25c.

Mackerel—  
Boil in water on top of stove; transfer to baking pan; cover with butter; put in oven and bake top brown; serve piping hot; nothing better. Fat bloaters, new catch, lb.....30c.

Tea—  
Harvested all the year; always fresh; cured and handled entirely by machinery; clean, sanitary; delicate flavor; takes less; 100 cups in a pound.....50c.

The grocer who cuts and slashes at prices and lies in his ads goes to the wall sooner or later, and he will have no interest in this kind of advertising.

### 2—CATALOGUES.

Catalogues are adapted for out of town trade and are indispensable if orders are expected by mail. The greater the expense of the catalogue the fewer you send out. The houses making the greatest success with catalogues use common newspaper and plain cuts.

Grocery prices change frequently, necessitating the issuing of catalogues often.

The writer published and mailed ten thousand catalogues each month for twelve years for a grocer in San Francisco, and thereby built up a country business of vast proportions.

There should not be anything in a grocery catalogue but descriptions of the goods, illustrations and prices.

### 3—BOOKLETS AND FOLDERS.

These may be used in town to great advantage.

They should be neat and attractive, never expensive or gaudy. They should be short, pointed and serve a purpose.

### 4—LETTERS.

The facilities afforded by the multi-graph and other excellent appliances for writing duplicate letters afford opportunity for calling attention in a personal way to important things your customers will be glad to know and have proved to be a most effective means of building trade.—The American Advertiser.

Baking Powder  
Gillett, E. W., C.  
McLaren's, W. I.

Biscuits, Confe  
Bode's Gum Co.  
Canadian Shre  
Falls, Ont.

Cowan Co., Tor  
Jacob, W. & R.  
Kingery Mfg.  
Melanchian,  
M. clure & L.  
Mooney Biscuit  
Mott, John P.,  
National Licori  
Stewart Co., Tc

Brooms and B  
Nelson, H. W.,  
Woods, Walter.

Canned Goods  
Balfour & Co.,  
Canadian Cann  
Manitoba Can  
Man.

Cash Registers  
National Cash  
Carter-Crume

Cash Sales Bo  
Carter-Crume  
Walker Pivote  
Co., Toront

Cheese Cabine  
Walker Pivote  
Co., Toront

Cigars, Tobacc  
American Toba  
Empire Tobacco  
McDougall, D.,  
Payne, J. Bruce  
Sherbrooke Cl  
Tuckett, Geo. I

Clothes Lines  
Hamilton Cott

Cocoas and C  
Baker, Walter  
B. nedect, F. I  
Cowan Co., To  
Dunn, Wm. H  
Epps, James. J  
Lowney, Walte  
Maclure & Lan  
Mott, John P.  
Peter's Choco  
VanHouten's—

Computing Sc  
Computing Sci  
Toledo Compu

Concentrated  
Gillett E. W.,

Condensed M  
Borden's—Wm  
Truro Conden

Consulting C  
Kaufmann, W

Counter Chec  
Alison Coupo  
Carter-Crume

Crockery, Gla  
Campbell's, R.  
Cassidy, John  
Gowaus, Kent

Dairy Produc  
Clark, Wm., B  
Dawson Com  
Fearman, F. I  
MacLaren, A  
Toronto.

Montreal Pac  
Park, Blackwe  
Fowler, B. H.,  
Rutherford, A  
Ryan, Wm., B

Financial In  
Bradstreet Co

Acme Can We  
Adam Geo. B  
Adams, J.  
Albert Soaps.  
Allison Coupo  
American Ch  
American To  
Auer Light Co  
Baker, Walter  
Balfour & Co.  
Bidwell, W. F  
Bickle, John V  
Blue Ribbon  
Bode's Gum Co  
Bowser, S. F.  
Bradstreet's  
Braid, Wm., J  
Campbell's, R  
Canada Paper  
Canada Sugar  
Canadian Can  
Canada Mapl  
Canadian Pre

Canadian Shr  
Capstan Mau  
Carmat, Jos  
Carrier, P. W  
Carter-Crume  
Cassidy, Joh  
Ceylon Tea A  
Chaput, L. I  
Cheyne, J. A  
Church & Dw  
Clark, W. ....  
Codville-Geor  
Colos Manufa  
Colson, C. E.  
Counors Bre  
Cowan Co....  
Cox, J. & G.  
Davenport, F  
Davidson &  
Dawson Cox  
Dingle & St  
Distributors  
Dominion Br  
Dominion Mc



**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Etc.**  
Bode's Gum Co., Montreal.  
Canadian Shredded Wheat Co., Niagara Falls, Ont.  
Cowan Co., Toronto.  
Jacob, W. & R., & Co., Dublin, Ireland.  
Kingery Mfg. Co., Cincinnati.  
McAuchlan, Sons & Co., Owen Sound.  
M. Clure & Langley, Toronto.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Stewart Co., Toronto.

**Brooms and Brushes.**  
Nelson, H. W. & Co., Toronto.  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour & Co., Hamilton.  
Canadian Cannery, Hamilton.  
Manitoba Canning Co., Grande Pointe, Man.  
Turner, James & Co., Hamilton, Ont.

**Cash Registers.**  
National Cash Register Co., Dayton, O.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Pivoted Bin and Store Fixture Co., Toronto.

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Sherbrooke Cigar Co., Sherbrooke, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

**Coccos and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Benedict, F. L., Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Lowney, Walter M., Co., Boston, Mass.  
Maclure & Langley, Toronto.  
Mott, John P., & Co., Halifax, N.S.  
Peter's Chocolate, Montreal.  
VanHouten's—J. L. Watt & Scott, Toronto.

**Computing Scales.**  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

**Consulting Chemists.**  
Kaufmann, W. P., Toronto.

**Counter (Check) Books, Etc.**  
Allison Cupon Co., Indianapolis, Ind.  
Carter-Crume Co., Toronto.

**Crockery, Glassware and Pottery.**  
Campbell's, E. Sons, Hamilton, Ont.  
Cassidy, John L., Co., Montreal.  
Gowans, Kent & Co., Toronto.

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearman, F. W. Co., Hamilton.  
MacLaren, A. F., Imperial Cheese Co., Toronto.  
Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Powell, B. H., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Financial Institutions & Insurance.**  
Bradstreet Co.

**Fish.**  
Bickle, John W., & Greening, Hamilton.  
James, F. T., Co., Toronto.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fly Pads.**  
Wilson, Archdale, Hamilton, Ont.

**Foreign Importers.**  
Boyd, Thos., & Co., Liverpool, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gaitskell, J. H., Liverpool, Eng.  
Hall, R. C., & Co., London, Eng.  
Lethem, John, & Sons, Leith, Scotland.  
Little, Geo., Manchester, Eng.  
Marshall, James, Aberdeen, Scotland.  
Newbeck & Schipmann, Hamburg, Ger.  
Rapp, Herman, & Co., Liverpool, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Sowerbutts, A. E., & Co., London, Eng.  
Vicentelli, P. & F., Antwerp.  
Whiteley, Muir & Co., Liverpool, Eng.  
Wickes, Hamilton, & Co., London, Eng.

**Fruits—Dried, Green, and Nuts.**  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Distributors Co., Toronto.  
Eby, Blain Co., Toronto.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton, Ont.  
James, F. T., Co., Toronto.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Ratray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Rose & Laflamme, Montreal.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
Warren Bros. & Co., Toronto.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

**Grain, Flours and Cereals.**  
American Pure Food Co., Montreal.  
Frontenac Cereal Co., Kingston.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Lake Huron & Manitoba Milling Co., Goderich.  
McFall, A. A., Bolton, Ont.  
McLeod Milling Co., Stratford, Ont.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Peterboro' Cereal Co., Peterboro', Ont.  
Quance Bros., Delhi, Ont.  
Saratoga Chips Co., Hamilton, Ont.  
Stevens, F. B., & Co., Chatham, Ont.  
Western Canada Flour Mills Co., Toronto.  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
C. E. Colson & Son, Montreal.  
Davidson & Hay, Toronto.  
Eckardt, H. P., & Co., Toronto.  
Eby, Blain Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Hudson, Herbert & Cie., Montreal.  
Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Major, S. J., Ottawa.  
Robertson, Geo., & Son, Kingston.  
Sloan, John, & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Ice.**  
Bickie, John W., & Greening, Hamilton.  
James, F. T., Co., Toronto.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Interior Store Fixtures.**  
Walker Pivoted Bin & Store Fixture Co., Berlin.

**Jams, Jellies, Etc.**  
Batger's—Rose & Laflamme, Montreal.  
Goodwillie's—Rose & Laflamme, Montreal.  
Smith, E. D., Winona, Ont.  
Southwell & Co.—Frank Magor & Co., Montreal.  
Sutcliffe & Bingham, Toronto.  
Upton, Thos., & Co., Hamilton.

**Ledgers—Loose Leaf.**  
Crain, Rolla L. Co., Ottawa.

**Malt Extract.**  
Sleeman, Geo., Guelph, Ont.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Bidwell, W. E., Toronto.  
Carman, Joseph, Winnipeg, Man.  
Carrier, P. W., Quebec.  
Cheyne, John A., Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dingle & Stewart, Winnipeg.  
Dominion Brokerage Co., Calgary, Alta.  
Dunn, Wm. H., Montreal and Toronto.  
Folwos & Fellows, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Hazard, Horace, Charlottetown, P. E. I.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
McLauchlan, Joseph K., Owen Sound.  
MacLaren, A. F., Imperial Cheese Co., Toronto.

**Milk.**  
Millman, W. H., & Sons, Toronto.  
Moore-Jaw Fruit & Produce Co., Moose Jaw.

**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W. Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wetley, J. H., St. Catharines.

**Oils.**  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bower, S. F., & Co., Toronto.

**Pass Books, Etc.**  
Allison Cupon Co., Indianapolis, Ind.

**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.

**Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Douglas, J. M., & Co., Montreal.  
Farrow, J. & Co., Peterborough, Eng.  
Holbrook & Co., London, Eng.  
Lytle, T. A., Co., Toronto.  
Paterson's—Rose & Laflamme, Montreal.

**Purcell, Webb & Co., Bristol, Eng.**  
Rowat's Pickles, Montreal.  
Saut Co.  
Sutton, G. F., Sons & Co., London, Eng.  
Taylor & Pringle, Owen Sound, Ont.

**Polishes—Metal.**  
Nickel Plate Polish Co., Chicago.  
Oakley, John, & Sons, London, Eng.

**Polishes—Stone.**  
James' Dome, W. G. A., Lambe & Co., Toronto.  
Morse Bros., Canton, Mass.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Fabien, C. P., Montreal.  
Hanson, J. H., Montreal.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Dominion Salt Agency, London, Ont.  
Gray, Young & Sparling, Wingham, Ont.  
Toronto Salt Works, Toronto.

**Signs.**  
Martel-Stewart Co., Montreal.

**Soap.**  
Albert Soaps, Montreal.  
Duncan Co., Montreal.  
St. Croix Soap Co., St. Stephen, N. B.

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
American Pure Food Co., Montreal.  
Brantford Starch Works, Brantford.  
Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Kenney, T., & Son, Hallerton, Que.  
Lucas, Steele & Bristol, Hamilton.  
Ontario Sugar Co., Berlin, Ont.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Braid, Wm., & Co., Vancouver, B. C.  
Ceylon Tea Traders' Assn., Toronto.  
Chase & Sanborn, Montreal.  
Codville & Co., Winnipeg and Brandon.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Assn., Toronto.  
Koopman, G. C., Amsterdam and Rotterdam.

**Tinned Fruit.**  
Minto Bros., Toronto.  
Mokara Mills, Montreal.  
Salada Tea Co., Montreal and Toronto.  
Symington, T., Edinburgh, Scot.  
Todhunter, Mitchell & Co., Toronto.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
Wilson, W. H., Co., Yillouburg, Ont.

**Washing Compounds.**  
Fairbank, N. K. Co., Montreal.  
Gillett, E. W. Co., Toronto.  
Rockitt's Blue—Gilmour Bros., Montreal.  
Sawyer Crystal Blue Co., Boston, Mass.

**Wines, Liquors, Etc.**  
Beland, B. O., Montreal.  
Sleeman, Geo., Guelph, Ont.

**Woodenware.**  
Woods, Walter, & Co., Hamilton.

**Wrapping Paper, Paper Bags, Twine, Etc.**  
Canada Paper Co., Toronto.  
Hamilton Cotton Co., Hamilton, Ont.

**Yeast.**  
Gillett, E. W., Co., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D. Co., Toronto.  
Sprague Canning Machinery Co., Chicago.

**Hides, Skins, Etc.**  
Page, C. S., Hyde Park, Vt.

**Interior Store Fixtures.**  
Walker Pivoted Bin & Store Fixture Co., Berlin.

**Jams, Jellies, Etc.**  
Batger's—Rose & Laflamme, Montreal.  
Goodwillie's—Rose & Laflamme, Montreal.  
Smith, E. D., Winona, Ont.  
Southwell & Co.—Frank Magor & Co., Montreal.  
Sutcliffe & Bingham, Toronto.  
Upton, Thos., & Co., Hamilton.

**Ledgers—Loose Leaf.**  
Crain, Rolla L. Co., Ottawa.

**Malt Extract.**  
Sleeman, Geo., Guelph, Ont.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Bidwell, W. E., Toronto.  
Carman, Joseph, Winnipeg, Man.  
Carrier, P. W., Quebec.  
Cheyne, John A., Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dingle & Stewart, Winnipeg.  
Dominion Brokerage Co., Calgary, Alta.  
Dunn, Wm. H., Montreal and Toronto.  
Folwos & Fellows, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Hazard, Horace, Charlottetown, P. E. I.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
McLauchlan, Joseph K., Owen Sound.  
MacLaren, A. F., Imperial Cheese Co., Toronto.

**Milk.**  
Millman, W. H., & Sons, Toronto.  
Moore-Jaw Fruit & Produce Co., Moose Jaw.

**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W. Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wetley, J. H., St. Catharines.

**Oils.**  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bower, S. F., & Co., Toronto.

**Pass Books, Etc.**  
Allison Cupon Co., Indianapolis, Ind.

**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.

**Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Douglas, J. M., & Co., Montreal.  
Farrow, J. & Co., Peterborough, Eng.  
Holbrook & Co., London, Eng.  
Lytle, T. A., Co., Toronto.  
Paterson's—Rose & Laflamme, Montreal.

**Purcell, Webb & Co., Bristol, Eng.**  
Rowat's Pickles, Montreal.  
Saut Co.  
Sutton, G. F., Sons & Co., London, Eng.  
Taylor & Pringle, Owen Sound, Ont.

**Polishes—Metal.**  
Nickel Plate Polish Co., Chicago.  
Oakley, John, & Sons, London, Eng.

**Polishes—Stone.**  
James' Dome, W. G. A., Lambe & Co., Toronto.  
Morse Bros., Canton, Mass.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Fabien, C. P., Montreal.  
Hanson, J. H., Montreal.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Dominion Salt Agency, London, Ont.  
Gray, Young & Sparling, Wingham, Ont.  
Toronto Salt Works, Toronto.

**Signs.**  
Martel-Stewart Co., Montreal.

**Soap.**  
Albert Soaps, Montreal.  
Duncan Co., Montreal.  
St. Croix Soap Co., St. Stephen, N. B.

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
American Pure Food Co., Montreal.  
Brantford Starch Works, Brantford.  
Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Kenney, T., & Son, Hallerton, Que.  
Lucas, Steele & Bristol, Hamilton.  
Ontario Sugar Co., Berlin, Ont.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Braid, Wm., & Co., Vancouver, B. C.  
Ceylon Tea Traders' Assn., Toronto.  
Chase & Sanborn, Montreal.  
Codville & Co., Winnipeg and Brandon.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Assn., Toronto.  
Koopman, G. C., Amsterdam and Rotterdam.

**Tinned Fruit.**  
Minto Bros., Toronto.  
Mokara Mills, Montreal.  
Salada Tea Co., Montreal and Toronto.  
Symington, T., Edinburgh, Scot.  
Todhunter, Mitchell & Co., Toronto.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
Wilson, W. H., Co., Yillouburg, Ont.

**Washing Compounds.**  
Fairbank, N. K. Co., Montreal.  
Gillett, E. W. Co., Toronto.  
Rockitt's Blue—Gilmour Bros., Montreal.  
Sawyer Crystal Blue Co., Boston, Mass.

**Wines, Liquors, Etc.**  
Beland, B. O., Montreal.  
Sleeman, Geo., Guelph, Ont.

**Woodenware.**  
Woods, Walter, & Co., Hamilton.

**Wrapping Paper, Paper Bags, Twine, Etc.**  
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**JOHN BAYNE MACLEAN** President

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**NEW ADVERTISERS.**

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 Cheyne, John A., Winnipeg, Man.  
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**MAIL ORDER COMPETITION.**

The retail and wholesale merchants in Canada do not realize to what extent their confreres in the United States suffer from competition with some of the large mail order houses, particularly such firms as Sears, Roebuck & Co., and Montgomery, Ward & Co. We have a good deal of competition in Canada, but it is not nearly so severe. The way in which a western retailer met this competition is being told throughout the trade in the States, and no doubt many of our readers will find it worth while publishing in their local papers. Recently a church congregation in a little town built a church. To pay for it they were obliged to call upon the merchants of the community for donations. The merchants responded liberally, and \$300 was raised from this source. The last man to subscribe was John Smith, jeweler. "I will give you \$5 if you will let me add something to your subscription list," he said. Permission was accorded him and he wrote at the bottom of the list:

John Smith, jeweler .....\$5.00  
 Sears, Roebuck & Co..... 0  
 Montgomery, Ward & Co... 0

The church people saw the point when the minister read from the pulpit the list of donors to the building fund. Since the dedication of the church there have been no mail orders sent out from that little town.

**ADOPT MODERN DISPLAY METHODS.**

Time is money and space is money. The storekeeper who has not installed the most up-to-date system for displaying his goods is losing money every day. He is doing business under a handicap which his enterprising competitor will some day appreciate, and before he has awakened from his nineteenth century sleep his twentieth century competitor will have convinced the public that he is abreast of the times and carries the most complete stock.

How can you induce your customers to throw away an old, out-of-date article and buy a new one with latest improvements? How can you expect them to adopt the latest improvements when your own store is an advertisement for everything that is out-of-date?

No investment which improves the store and facilitates waiting on the trade is excessive. When you lose fifteen minutes looking for some articles which you know you have in stock, you not only lose a quarter of an hour yourself, but you annoy the customer.

Goods well displayed are half sold. For a hundred dollars or so you can put in the latest system of shelving on the market. It will be attractive and will often suggest to customers some article which they had not thought of buying.

Three millionaires exist in royal splendor in Los Angeles, California, in consequence of having transformed a sun-scoured, barren, desolate, lonely wind-swept desert island into a popular watering place. An island that was once exchanged for a saddle horse is to-

**OUR SPECIAL PRIZE OFFER**

Now is the time to send in your competitions for the advertising prize. Before our next issue is out the competition will close.

A fountain pen for nothing is not to be despised. You are writing your advertisements weekly, perhaps daily; why not select your best achievement in this line and send it along? It may be the very one to win the prize.

A fountain pen is one of those useful,

day worth \$70,000,000 because three men undertook to make it an attractive place for tourists. Make your store attractive and people will flock to it.

A veteran general merchant at a recent convention remarked that 80 per cent of the men who failed in business failed because they did not know how to display their goods to advantage and often made what should have been an attractive store look like a second-hand junk shop.

Don't be one of the 80 per cent., and don't run a junk shop instead of a twentieth century store.

**ANOTHER RAILWAY.**

If proof were wanting of the confidence which the shrewdest capitalists repose in the future of the Canadian West, it is afforded by the definite announcement by James J. Hill of his intention to extend the Great Northern to Canada and build from Winnipeg to the Pacific coast. It is even hinted that it is his intention to build a transcontinental, but however that may be, Western Canada is now assured of four trunk lines. The Great Northern lines in the west will be completed as soon as the Grand Trunk Pacific, and thus there will be two new arteries draining the rich transportation areas hitherto jointly and jealously conserved by the Canadian Pacific and the Canadian Northern.

A few eastern papers hold to the view that the Hill invasion is unfortunate from the standpoint of Canada's national development as the Great Northern will divert to the south trade which should be retained in Canadian channels. But it is impossible to prevent communication with the south even if that were desirable, and the Canadian roads will be compelled in self-defence to allow rates from east to west that will permit Eastern Canada manufacturers to compete with the Americans.

The new road will be another important factor in the development of the Great West, and as such it should be welcomed by Cananians in every province.

indispensable articles, ever ready for use, ever to hand, and you can win it so easily. You have but to send on to our office one of the papers in which your advertisement appeared, according to particulars which have been appearing in The Canadian Grocer and which again appear in this issue on page 39, and the writer of the best ad submitted will receive the fountain pen. The enterprising clerk must get the hustle on him.

**TRADE**

At a gathering on the other evening, a porter and his fat brother joined his father to make the change. He said to him, "What difference between the old and the new?" He intended as a joke. His opinion does not count because of the change. He got into it by the newspaper writer's understanding of the thing with.

This was not the first regard to the matter that had come into his mind for some time. The plumbers' organization to insure a favor there was no officers of the Customs said it was "grafted" into "grafted" tenders with nothing to do with law against.

Then followed Wholesale Grocers' spirators in was confident ease to the attorney had for weeks, arrangements of the accused had and still it is the plumbers.

The arrangement is the overpayment enabled and the cost 7 to 9 per cent why should the cost of 5 per cent.

Any sane person of the facts of the matter such a prosecution that everyone offence and exceeding \$4,000 ment, who arranges with strain or injury article or cor limit or less or to unrea-



## TRADE ORGANIZATION.

At a gathering of newspapermen the other evening, one who had been a reporter and had left newspaper work to join his father in the manufacture of sewer pipe, stated that when about to make the change his managing editor had said to him, "Oh well, there isn't much difference between molding sewer pipe and molding public opinion." It was intended as a joke, certainly, but public opinion does often get very riley, chiefly because of the deleterious matter injected into it by some ignorant, ill-balanced newspaper writers who very imperfectly understand the situation they are dealing with.

This was never more evident than in regard to the subject of trade agreements that has been agitating the public mind for some months. As long as the plumbers' organization operated merely to insure a fair profit on the work done, there was no objection to it. The law officers of the Crown and the Minister of Customs said so. But when they plunged into "graft" and cold-bloodedly loaded tenders with rake-offs for men who had nothing to do with the work, why the law against theft was for them.

Then followed the prosecution of the Wholesale Grocers' Guild officers as conspirators in restraint of trade, and it was confidently heralded as a parallel case to the plumbers'. The Crown Attorney had the guild books and papers for weeks, and during several days' sittings of the court showed nothing the accused had not admitted at the start, and still it is asserted to be a case of the plumbers over again.

The arrangement in regard to sugar is the overwhelming sin. The arrangement enables a gross profit of 4 per cent. and the cost of doing business is from 7 to 9 per cent., leaving a net loss (and why should not sugar bear its share of the cost of carrying on business?) of 3 to 5 per cent.

Any sane person upon being informed of the facts immediately asks: "What's the matter with the law that enables such a prosecution?" The law provides that everyone is guilty of an indictable offence and liable to a penalty not exceeding \$4,000 or two years imprisonment, who conspires, combines, agrees or arranges with any other person, to restrain or injure trade in relation to any article or commodity, to unduly prevent, limit or lessen the manufacture thereof, or to unreasonably enhance the price

thereof, or to unduly prevent or lessen competition in relation thereto.

Now, what does "unduly" and "unreasonably" mean?

Surely it was time the Government should be asked to classify the law and show what it means. The wholesale grocers handle the bulk of the foodstuffs of the people; their aggregate business is enormous. They are a reputable body of men highly esteemed in the community. Why should they, or the merchant class at large, for they all are in the same boat, be the only people in the country prohibited from forming associations for the betterment of trade conditions, while transportation companies, telegraph, telephone, and insurance companies each take concerted action in regard to rates, doctors fix their fees collectively, lawyers are assisted to fat remuneration by Act of Parliament, and trade unions exist to increase the remuneration of artisans and laborers?

Of course, the consumer must be protected. No class of men can be trusted with a monopoly of food products or with power to exclude others from the trade. We boast this a free country; then why shouldn't a merchant be free to say to his neighbor "You do business on a fair basis, an honest basis that will enable us to pay for the goods we sell, and so will I?"

In addition to the very necessary amendment of the law the deputation that waited on Premier Laurier and Mr. Fitzpatrick last Friday asked for a commission of business men to examine into trade questions. Of course the lawyers would object because a lot of legal buncombe would be displaced by common-sense and knowledge of trade conditions, but such a commission would be a great boon to the business interests of the Dominion.

## THE BILL TO AID CO-OPERATION.

Mr. Monk has introduced into the House of Commons a bill to facilitate co-operative banking and trading in Canada. Co-operation in production, marketing and the purchase of breeding stock, machinery and fertilizers, aided and in many cases made possible by co-operative banks, has effected the redemption of the agricultural industry in Europe. In England, where agricultural co-operation is just beginning, co-operative stores in towns and cities have aggregated an enormous trade and have very seriously affected the individual retail interests.

Three conditions here render unlikely any serious attempt at co-operative stores as they have them in England, the comparative thinness of population, the more prosperous condition and higher standard of living of the Canadian working classes, and the department stores.

Agricultural interests might, however, be greatly benefitted by the extension of the co-operative system in the production and marketing of commodities. Anything that benefits agriculture benefits trade. If, however, any retailer thinks the movement a menace to his interests, his business is to send a post card to his representative in the Commons and ask him to oppose the bill.

## THE REPORTER AS DOCTOR.

Publicity would prevent a multitude of sins.

The Wholesale Grocers' Guild is an organization to better the conditions of the grocery trade. Every retailer is intimately interested in what the guild does. Everything that affects the making or marketing of food stuffs it is his business to know. Why, then, should the guild meeting be conducted with such overwhelming secrecy? It is that that has aroused suspicion against it and more than anything else precipitated the present criminal prosecution. The wholesaler cannot raise the grocery trade on his own shoulders, but with the help of the retailer he could do a great deal. If the wholesale trade gets off behind the door and mumbles away to itself the retailer naturally imagines there's something doing and he is going to get the worst of it. Suspicion and bad feeling are engendered.

Any movement that is not contrary to sound public policy will benefit by reasonable publicity. It disarms suspicion without and within prevents the class of action that leads to investigation and exposure.

## ATTORNEY-GENERAL WILL WAIT AND SEE.

As anticipated last week, the prosecution at Hamilton of the Wholesale Grocers Guild officers has been postponed. Hon. J. J. Foy, Ontario's Attorney-General, told The Canadian Grocer representative on Monday that he had instructed Crown Attorney Washington to postpone the proceedings for a month in order to see what the Dominion Government would do about amending section 520 of the criminal code, under which the indictment for conspiracy in restraint of trade is laid.

"They came to me and said they wanted to obey the law, would obey it, if they knew what it was, but the word 'unduly' as used in the code had not been defined," said Hon. Mr. Foy. "They want the Dominion Government to amend the law. I think we should wait to see what will be done."







**COFFEE**—The situation is practically unchanged since last week. Prices are unaltered. Business, according to reports from wholesale houses, is about the same as it usually is this time of year; grocers are inclined to order only for immediate use. Watt, Scott & Goodacre, in their report of April 23, say: "The general opinion is that the next Rio crop will turn out 3,000,000 bags, and the next Santos crop, 9,000,000 bags. The trees which I have seen are vigorous and well fruited, in fact all vegetation is much more luxuriant than I have found it in recent years. The success of the valorization scheme is believed to be doubtful, and its results are expected in the event of enactment to be only temporary."

Brazilian Exchange has recovered from the lowest point, £14 3s. 4d., to £15, 7s. 16d.

Jamaica.....	0 10 1/2	0 11
Java.....	0 18 0 22	
Mocha.....	0 12 0 19	
Rio, No. 7.....	0 09 0 10	
Santos.....	0 10 0 11	
Marsaibo.....	0 11 0 13 1/2	

**FOREIGN DRIED FRUITS**—Prunes are strong and supplies are small. Apricots are about done. The outlook for prunes is fairly good. Raisins, which are now in an unsettled condition, promise to be very good also. It is expected, however, that there will be an exceedingly small crop of apricots. These conditions may be changed by rains in the fruit growing district.

Shelled almonds are away up, the last report received quoting them at 26 1/2c. Taragona almonds have also advanced very considerably. Currants are moving freely in Canada, principally cleaned stock, but they are reported as being "stiff" in England. Valencias are firm. Quotations in last week's issue advancing, but no quotable change.

Valencia Raisins—		
Fine off-stalk, per lb.....	0 04	0 04 1/2
Selected, per lb.....	0 04 1/2	0 05 1/2
Layers, ".....	0 05	0 05 1/2
Dates—		
Dates, Hallowees, per lb.....	0 04	0 04 1/2
Californian Evaporated Fruits—		
Apricots, per lb.....	0 13 1/2	0 14
Peaches, ".....	0 12 1/2	0 14
Pears, ".....	0 13 1/2	0 15
Malaga Raisins—		
London layers.....	2 25	
"Connoisseur Clusters".....	2 50	
" " 2-boxes.....	0 80	
Royal Buckingham Clusters, 1/2-boxes.....	1 10	
" " boxes.....	3 50	
"Excelsior Window Clusters,".....	4 50	
" " ".....	1 3	

Californian Raisins—		
Loose muscatels, fancy seeded, in 1-lb. pkgs.....	0 09 1/2	0 09 1/2
" " choice seeded, in 1-lb. pkgs.....	0 08 1/2	0 09 1/2
" " 2 crown.....	0 07 1/2	0 08
" " 3 crown.....	0 08	0 08 1/2
" " 4 crown.....	0 08	0 08 1/2
Prunes—		
30-40s.....	0 09 1/2	0 09 1/2
40-50s.....	0 08 1/2	0 09
50-60s.....	0 08	0 08 1/2
60-70s.....	0 07 1/2	0 08
70-80s.....	0 07	0 07 1/2
80-90s.....	0 06	0 06 1/2
90-100s.....	0 06	0 06
Oregon prunes (Italian style), 40-50s.....	0 08	0 08
" " 50-60s.....	0 07 1/2	0 07 1/2
Oregon prunes (French style), 60-70s.....	0 07 1/2	0 07 1/2
" " 90-100s.....	0 06	0 06
" " 100-120s.....	0 05	0 05

Currants—		
Filiatras, uncleaned, barrels.....	0 04 1/2	
Fine Filiatras, per lb., in cases.....	0 05	0 05
" " cleaned.....	0 05 1/2	0 06
" " in 1-lb. cartons.....	0 06 1/2	0 06 1/2
Finest Vostizzas ".....	0 06 1/2	0 07 1/2
Amalias ".....	0 06	0 06
Sultana Raisins—		
Sultana raisins, per lb.....	0 06 1/2	0 08
" " 1-lb. carton.....	0 08	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes.....	0 13	
Four crown, fancy, 10-lb. boxes.....	0 09	
Three crown.....	0 07	0 07 1/2
Glove boxes, fine quality, per box.....	0 11	
Fancy washed figs, in baskets, per basket.....	0 20	
" " pulled figs, in boxes, per box.....	0 22	
" " stuffed figs, ".....	0 23	
12-oz. boxes.....	0 06 1/2	0 07

**SPICES**—The continued advance in

gingers is about the only feature of interest in the spice market. This applies especially to Jamaica gingers, which are not in the best supply in the large markets of the world. Prices of all spices are firming up. Pepper is in good demand in some quarters, while in other centres business is reported very quiet. Nutmegs are on the quiet side.

Peppers, black.....	Per lb.	0 16	0 22
" white.....		0 25	0 35
Ginger.....		0 16	0 24 1/2
Cloves, whole.....		0 17	0 32
Cream of tartar.....		0 25	0 30
Allspice.....		0 12	0 15
Nutmegs.....		0 31	0 55

**RICE AND TAPIOCA**—There is a fair demand for tapioca at the prices quoted. Indications point to a firmer market later on. Some houses are now quoting \$5.35 for May and June shipments, which would arrive here in July and August. There is the usual demand for rice.

B rice, in 10 bag lots.....	3 05
B rice, less than 10 bags.....	3 15
C rice, in 10 bag lots.....	3 05
C rice, in less than 10 bag lots.....	3 15
Tapioca, medium pearl.....	0 06 1/2

**BEANS**—There is nothing new since last quotations. The stocks are not heavy. There is a very fair demand.

Choice prime beans.....	1 60	1 65
Lower grades.....	1 55	1 60

**HONEY**—There is nothing new in honey. Stocks are pretty well cleared up. The demand is slow.

White clover, extracted tins.....	0 07 1/2	0 08
Buckwheat.....	0 06	0 06 1/2

**MAPLE PRODUCTS**—The maple sugar and syrup business is going on briskly at present. Good orders are arriving every day and manufacturers and jobbers in most cases are able to meet these. Prices do not show any change since last quotations.

Maple syrup, in wood, per lb.....	0 05 1/2	0 06
" " in large tins.....	0 06 1/2	0 07
Pure Townships sugar, per lb.....	0 07	0 08
Pure Beauce County, per lb.....	0 08 1/2	0 09

**EVAPORATED APPLES**—Owing to the very high prices demanded for evaporated apples the sales of them have been very small, indeed inquiries have been very limited, prunes and other dried fruits obtainable at more reasonable prices seemingly having taken the place of this line. Quotations range from 10c. to 12 1/2c.

**FISH**—The market is rather quiet and has been so since Lent. Fresh fish are arriving in larger quantities every day and prices are becoming lower in consequence. Lake trout and whitefish are now arriving in small quantities and larger shipments are expected after May 1. Other fresh lines expected include shad, mackerel and alewives.

Salt fish are not very much in demand and sales of smoked lines are falling off. Oysters are quiet also.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 26, 1906.

**BUTTER**—Supplies still coming forward. Nothing new has developed. Lower prices expected at any time.

**CHEESE**—Market in about the same condition as described in detail report.

**EGGS**—Steady market prevails. Prices remain unchanged.

**PROVISIONS**—Market unchanged. Dressed hogs doing very well. Abattoir dressed quoted \$10 to \$16.25 per 100 lbs.

Fresh haddock, per lb.....	0 04
Fresh steak cod.....	0 05
" halibut.....	0 09
" grass pike.....	0 06 1/2
Fresh frozen fish—	
Single frozen steak cod, per lb., heads off.....	0 04
B.C. salmon, per lb.....	0 08
Dore, per lb.....	0 07
Large frozen Halifax herring, per 100 fish.....	2 00
Smelts, No. 1, per lb.....	0 08
Extra large.....	0 03
Mackere., per lb.....	0 09
Sea trout.....	0 07
Smoked fish—	
Haddies, fresh cured express, 15 and 30-lb boxes, per lb.....	0 07
Kipperd herring, per box.....	0 75
St. John bloaters, 100 in box, per box.....	1 10
New smoked herring, in small boxes, per box.....	0 13
" " salmon.....	0 20
Oysters and Lobsters—	
Standards per imp gal.....	1 40
Oyster pails, pints, per 100.....	0 90
" " quarts, ".....	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks.....	0 06
" " fish, 1 and 2-lb. bricks, per lb.....	0 05 1/2
" " fish, 25-lb. boxes, per lb.....	0 04 1/2
Skinless cod, 100-lb. cases, per case.....	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.....	3 50
" " " per pail.....	0 80
" " " in bbls.....	13 00
" " " in 1/2 bbls.....	7 50
" B.C. salmon, bbls.....	12 50
" " half bbl.....	7 00
" mackerel, per pail.....	1 90
" large green cod, per lb.....	0 05
" medium, ".....	0 04
" small, ".....	0 03

Ontario Markets.

FLUCTUATIONS—

Sugar—Declines 10c.  
Almonds and Shelled Walnuts—Higher.  
Georgian Bay Fish—Supply slow.  
Small and Shoulder Hams—Up 1-2c.  
Lard—Advanced 1-4c.  
Heavy Mess Pork—Up 50c. to \$1.  
Butter—Easier.  
Eggs—Firm.  
New Cheese—Lower.  
Strawberries and Pines—Cheaper.  
Southern Vegetables—Coming in better.

**GROCERIES**—Trade is light this week with markets firm in all lines but sugar. The further decline of 10c. on Tuesday came as a surprise to some wholesalers, others think the situation might justify a further decline in the near future, but no one has any pronounced views upon it.

**CANNED GOODS**—All lines are going pretty steadily into consumption at last week's quotations. Tomatoes are still the interesting feature. All class distinction is wiped out. Some houses continue at \$1.25, though it is alleged the guild members agreed upon a price of \$1.30. Some of them are quoting the lower price. It is stated a retailer who was fortunate enough to have a large stock, sold 50 cases to a wholesaler at \$1.27 1-2. A further upward movement is expected within a week or two.

Quotations in last week's issue remain unchanged.

**SUGAR**—A decline of 10c. was announced by the Canadian refiners Tuesday. The raw sugar situation continues weak and unsettled. In New York large receipts, small demand and limited sales under increased offerings reduced quotations to 2 1-16c. e.i.f. for 96 degrees test centrifugals. This is 34c. per 100







nds and shelled

.....	0 13	0 14
.....	0 26	0 28
.....	0 14	0 15
.....	0 10	0 11
.....	0 26	0 28
.....	0 10	0 10
.....	0 14	0 17
.....	0 14	0 15
.....	0 08	0 08
.....	0 08	0 08
.....	0 08	0 10

A—The market unchanged.

.....	Per lb.	0 03	0 03
.....	.....	0 03	0 03
.....	.....	0 05	0 05
.....	.....	0 06	0 07
.....	.....	0 06	0 07
.....	.....	0 07	0 07
.....	.....	0 08	0 08
.....	.....	0 06	0 07
.....	.....	0 07	0 07

p has to some in the market Stocks are not ations continue

.....	per lb.	0 08	0 09
.....	b. cans, lb.	0 09	0 09
.....	.....	2 00	2 00
.....	.....	1 40	1 60
.....	.....	0 04	0 05

has been slow from the north ve more freely ant decline in are quoted at king fish, blue and sea salmon

.....	0 12	0 15
.....	0 06	0 07
.....	0 05	0 05
.....	0 07	0 08
.....	0 08	0 08
.....	0 20	0 25
.....	1 25	1 25
.....	0 12	0 12
.....	0 10	0 10
.....	0 07	0 07
.....	0 07	0 09
.....	1 25	1 25
.....	0 10	0 10

ario dealers are us endeavor to ations thus far

.....	1 85	1 90
.....	1 70	1 75
.....	0 06	0 07

FISH — Prices t week's quota-

.....	0 05	0 05
.....	0 07	0 07
.....	0 05	0 60
.....	6 50	6 50

continues light The 14c. tug- and tanners last in victory for Nevertheless be no further buyers are offer- , muskrat and

.....	0 11	0 11
.....	0 10	0 10
.....	0 10	0 10
.....	0 09	0 09
.....	0 08	0 08
.....	0 14	0 14
.....	0 13	0 13
.....	0 75	0 85
.....	1 45	1 65
.....	3 15	3 55
.....	0 04	0 04
.....	0 22	0 24
.....	0 24	0 25
.....	0 16	0 17

## N. S. Markets.

Halifax, April 25, 1906.

The volume of business in the local grocery markets continues good, and now that Spring appears to have opened up in earnest there is every prospect that trade will show even greater advances. Collections, generally, are good. The jobbers say that so far trade is much in advance of the same period last year. Some changes have occurred in prices, perhaps the most notable being a decline of 10c. per hundred pounds in the price of sugar. This drop affects all but bag sugars. The provision market is very strong, with a further tendency to advance. During this season the advances in American clear pork have totalled \$2. It is now quoted at \$16.50 per barrel, to import. This does not include duty or other charges. Beef is very firm, but it has not increased in the same proportion as pork. Lard is also scarce and high in the local market. American firms are quoting lard at 10c. per pound in bond, which is equal to 12c. per pound duty paid. The nominal price here in pails is about 12c. per pound. Rice is very firm, but there is no scarcity of it on this market.

FRUITS—Jamaica oranges continue scarce. The steamer Beta on her last trip brought quite a large shipment, but the fruit is only fair quality. They are quoted at \$7, and then they have to be picked over, as they are in poor shape. Valencias, large, 420's, are \$5.75; ordinary, \$5, and 714's, \$6.25. California navels range from \$4 to \$4.50, and California blood oranges from \$2.50 to \$2.75. Lemons are quoted at \$3 to \$3.25. The arrival of the Beta with a lot of bananas relieved the market. The fruit is of a much better quality, but the bunches as yet are small. They are quoted from \$1.75 to \$3. Good pines are selling from 25 to 30c. each. They are of good quality. Strawberries are 35c., and tomatoes \$4.50 per crate of half bushel. The first shipment of Egyptian onions has arrived, and they are quoted at 2c. per pound. The quality is only fair. Very few good apples are to be had on the market, the best Nonpareils selling at \$4 to \$5. Very few evaporated apples are held here. The stocks on hand are quoted at 12c., and it is expected that they will advance still further. Canned apples are now finding good sale.

VEGETABLES—The choicest Prince Edward Island potatoes are selling at 45 to 50c. per bushel. Some recent shipments from the Island have improved the market, the quality being much better than the potatoes from vessels lying at the wharves. The potatoes on the Island Winter well. All stocks of vegetables held here now Wintered well. Carrots, parsnips and turnips are of unusual good quality. Carrots are worth \$1.75, turnips 90c., and parsnips \$1.50.

BUTTER AND EGGS — The butter market has not undergone any change as regards prices. The receipts are somewhat disappointing, new-made butter coming on the market much slower than was expected. Pasture is improving very rapidly, and the receipts should be better than they are. Creamery prints are quoted at 25 to 26c., and

some retail dealers are even asking 30c. for the very choicest. The average price of small tubs is about 25c. The receipts of eggs improved slightly, both from points in the province and Prince Edward Island. The former are quoted at 15c. and the latter 17c. On the Island they are selling at 15c.

CHEESE—Is quoted at 14c. for large.

FISH—The receipts of fresh fish are very heavy, especially halibut, and in consequence the price has dropped and the demand has fallen off since Lent. Last week halibut retailed at two pounds for 25c. Now three pounds can be had for the same money. Fresh cod and haddock have each dropped half a cent per pound. The first fresh shad and also a few salmon are on the market. The price of both are beyond the reach of the ordinary consumer. Prince Edward Island oysters are becoming very scarce. They are quoted at \$7 and \$7.50 per barrel. Trout are coming in quite freely, and are selling at one dollar per dozen. Lobsters of medium size are quoted at one dollar per dozen. Good grocery herring are very scarce. From points along the shore come reports of large catches of lobsters, better than for some years. The live lobster trade with the United States has grown to great proportions, and hundreds of cases are sent from here every week to the American markets. Not only are large shipments made from this port, but from Yarmouth, the steamers sailing from there direct to Boston carrying even greater quantities than from Halifax. Sometimes these crates have sold as high as \$27.

## N. B. Markets.

St. John, April 25, 1906.

In common with all, a gloom has been cast over St. John because of the awful calamity which has overtaken San Francisco. Anxious hours were spent by many because of having near relatives and friends there. It brings back our own trying times of 1877, though in many ways there is no comparison. There has been a generous response to the subscription list which was at once voluntarily offered.

Business in general is good. Navigation is practically open. Winter port business is about closed. It has been a record year, far and beyond any previous season. With the increased facilities which will be ready for the opening of the Fall shipments, great things are expected next year.

MARKETS show little change. Sugar is again lower. Molasses is held firm. Pork products continue to advance. Cheese, evaporated apples and prunes are very scarce. In spice, pepper rather easier; ginger, high; nutmegs, after an advance are again easier; cloves are still high. Some rather lower prices are quoted on hops. Rice, which has been bought quite freely, is higher.

OIL—In burning oil there is just steady business; prices have remained unchanged for some time; values are low. At this season there is large business in lubricating oils. Paint oils also

sell freely; values, particularly in turpentine, are high. In gasoline, prices hold firm at the advance; sales are large. In cod oil, stocks are light and full prices asked.

SALT—Arrivals of Liverpool coarse salt continue large, and there is free movement. This is the active season; prices quite low. In fine salt, prices unchanged.

CANNED GOODS— Sales are quite active. Tomatoes are the firm line; our trade are carrying fair stocks. Corn, while firm, is still being sold at quite close figures. Peas are lower. In fruits, gallon apples higher and firmly held. Strawberries are somewhat a line of interest. Salmon is firm; the outlook for the future, particularly in sockeye fish, is said to be higher prices. Oysters firmer. In domestic fish there is little stock except sardines.

GREEN FRUIT—The banana season is open and for the Summer this is the big line; quality and prices are now satisfactory. In oranges, nice messinas, in both bloods and regulars, now offered. Valencias are rather higher. Californias held at full figures. Lemons, a fair sale; prices continue quite low. Apples are about out of the market.

DRIED FRUIT— In raisins, seeded, which have been ruling lower, are firmer. Valencias and Malaga loose unchanged; just fair business. Prunes are scarce and higher. It is practically impossible to replace the smaller sizes. Peaches and apricots are held firm. Dates rather higher. In peels, prices will rule high, particularly citron. Evaporated apples are getting scarce; the high price affects the demand. In onions Egyptians are quoted at rather lower figures; quality this year is good. Some Americans continue to arrive. Some Bermudas here; quality but fair; many are not expected.

SUGAR—Price is again lower; coming after the rather firmer figures, market is somewhat unsettled. There have been quite large arrivals of Scotch granulated.

MOLASSES—The last West India steamer landed over twelve hundred packages of Barbadoes molasses. The importation of Barbadoes is the largest for years. A large quantity of fancy is coming; prices higher. The first cargo of new Porto Rico has arrived.

FISH—In fresh fish, a good variety. Halibut is quite plenty. Gaspereaux are being freely caught and prices are lower. Dry fish, while rather easier, are still high. Pickled herring continue high and scarce. Smoked herring are rather lower; it is getting late for large business in haddies.

FLOUR, FEED AND MEAL — In flour a good steady business at even prices. Feed is quite high. Cornmeal is firmer. While oatmeal is unchanged, rather higher prices expected. Beans somewhat dull; prices, particularly Yellow Eyes, low. Barley very quiet. There is some demand for blue peas if at a low price.



## THE GREAT WEST

### WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER,  
511 Union Bank Building, Winnipeg, Man.

#### Officers of the Association.

Officers Retail Merchants Association of Western Canada: President, J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougall, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

In the Retail Merchants' Journal of Canada for March appears a belated account of the proceedings at the annual meeting of the Retail Merchants' Association of Western Canada held in Winnipeg last February. The first copies to reach Winnipeg arrived here last Saturday and the account created some interest among those members of the trade whose attention was drawn to it.

Under the heading "The Retail Merchants' Association of Western Canada" and the sub-heading "Amalgamation with the Retail Merchants' Association of Canada" appears the following:

"The great feature of this meeting was the affiliation of the association with the Hardware and Stove Dealers' Association of Western Canada, and the amalgamation of the two associations with the Retail Merchants' Association of Canada, and the formation of a western board of the parent association."

As this statement of the proceedings was in the nature of strange news to The Canadian Grocer, a representative of this paper called on Secretary W. A. Coulson to learn his views on the matter.

"Have you seen the March number of the Retail Merchants' Journal of Canada?" Mr. Coulson was asked.

"Yes, it has just come in this morning," was the reply.

"I suppose then that you have noticed the heading 'Amalgamation with the Retail Merchants' Association of Canada.' Might I ask if this is a correct statement of what occurred in the meeting last February?"

"No, most decidedly it is not a correct statement," was the prompt response. "Our Retail Merchants' Association of Western Canada has not 'amalgamated' with the Retail Merchants' Association of Canada; we retain our complete independence, our own separate organization and our own separate executive. In no respect whatever do we recognize the authority of the Retail Merchants' Association of Canada and we do not consider ourselves in any way an integral

part of that association. As the Retail Merchants' Association of Western Canada we have no relationship with the Retail Merchants' Association of Canada, except through the affiliation of the western board with that association as per the report of the affiliation committee.

"I have here the minutes of the meeting last February which state that at the afternoon session on February 14 President T. J. Lawlor brought in the following report of the committee of the general merchants appointed to meet a committee of the Western Retail Hardware Association:

"The Western Hardware and Stove Dealers' Association and the Retail Merchants' Association of Western Canada have decided to affiliate and the following are the terms of affiliation:

"The two associations are to elect jointly a western board which, for certain common objects will affiliate with the Dominion board, whose head offices are in Toronto. The Retail Merchants' Association of Western Canada and the Retail Hardware and Stove Dealers' Association of Western Canada each retain their own identity and control their own affairs. A per capita tax of ten cents per member is to be paid to the treasurer of the western board from each association and the treasurer of the western board will pay the same to the Dominion association. It is further agreed that a special assessment not to exceed 50 cents per member is to be at the call of the western board executive and is to be used for legislative purposes only. These amounts are to be paid out of the present membership fee of each association."

"The situation is just this," continued Mr. Coulson, "and I hope you will make it clear to the western trade through the Canadian Grocer: the Retail Merchants' Association of Western Canada have affiliated with the Retail Hardware and Stove Dealers' Association of Western Canada for certain well defined, well-understood and clearly specified purposes. We recognize that we have some interests in common and that we require to watch legislation that affects the whole retail trade. So, in order that we may work together effectively in watching such legislation as affects our common interests, the two western associations in joint session elected an executive known as the western board. The main duty of this western board is to watch and promote legislation; it has

no authority over the Retail Merchants' Association of Western Canada and no authority over our friends in the Western Hardware Association; each of these bodies retains its own identity and its own independence. In fact, the two bodies may not always agree, as there are questions on which our interests may not exactly coincide. We are two separate organizations and we have a right to differ if we want to. The western board does not control us in any way."

"What is the relation of the western board to the Retail Merchants' Association of Canada? Is it subordinate to that organization?" asked The Canadian Grocer.

No., most decidedly it is not a subordinate body," was the reply. "We recognize that there are many matters in which the retailers in all parts of Canada have the same interests, and that there are times when it is advisable that the merchants of the Dominion should be able to speak to the Dominion Parliament as one body. For legislative purposes, and other common objects, our western board has affiliated with the Retail Merchants' Association of Canada. We are prepared to act with the organization in Toronto along legislative lines and to that end we have affiliated, but we have not amalgamated. There is a great difference between the two terms as any one can see, and the Retail Merchants' Journal of Canada has no authority for its statement that we have amalgamated."

"One word more, Mr. Coulson. This account says that there was formed a western board of the 'parent association.' Do you consider the Retail Merchants' Association of Canada the parent of the western associations?"

"No, I don't. The eastern organization had absolutely nothing whatever to do with the formation of the western associations."

President J. F. Hunter, of Boissevain, was in Winnipeg on Friday of last week, and, in conversation with The Canadian Grocer, expressed his satisfaction with the progress the association is making. He is anxious to see the association given as much publicity as possible in The Canadian Grocer, as the only sure way to keep the trade interested is to keep them informed as to its work. The most effective way to do this is through the trade press.

During the Winter months association members in many sections made a determined effort to grapple with the credit problem, it being mutually agreed among the dealers that they would refuse all credit between November 1 and April 1. From reports received at this office during the Winter, it would seem that the

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plan met with fair success. This paper will welcome communications from association members, telling of the measure of success that attended their efforts. Address the Winnipeg office.

**WESTERN BROKERS DINE.**

On Saturday night, the 21st inst., a jolly party of Winnipeg wholesale grocery brokers assembled around the festive board in the grotto of "the Mariaggi," the occasion being the first annual banquet of the Western Wholesale Brokers' Association. This flourishing body was organized one year ago, its chief object being to bring business competitors into closer relationship, thus softening the asperities of business warfare. And the association has not only accomplished this object, but is opening up new fields of usefulness which were not thought of at the time of its organization. Certain it is that the gathering in the Mariaggi last week brought together men who are friends as well as competitors.

**Those Present.**

President E. Nicholson, of Nicholson & Bain, presided, and there were present twelve other brokers. But lest it be thought by the superstitious that the gathering of thirteen brokers had an inauspicious aspect, let it be added that the presence of a representative of The Canadian Grocer swelled the number to fourteen. Those present besides President Nicholson were: A. E. Scott, of Scott, Bathgate & Co.; G. B. Thompson, Geo. Adam, Stuart Watson, J. M. Scott, Jos. Carman, Jos. E. Huxley, John A. Cheyne, E. W. Ashley, R. B. Wiseman, Charles Duncan, G. J. Cameron, of W. L. Mackenzie & Co., and F. R. Munro, of The Canadian Grocer.

**The Toast List.**

A substantial menu occupied the close attention of the gathering for some time, and when it was disposed of President Nicholson rose amid applause to call the gathering to order. He had been out of town at the time of the annual meeting, and he wished first to thank his fellow members for the honor done him in electing him to the presidency. The association had prospered in its first year, and he believed its future was bright.

When the toast to "The King" had been honored in the usual loyal fashion the president proposed the health of

**The Wholesale Grocery Trade.**

and called on Geo. Adam and A. E. Scott to tell what they thought of their customers.

Mr. Adam in a brief speech expressed the opinion that, taking them all in all, the Winnipeg wholesale grocers are jolly good fellows.

Mr. Scott followed with a strong tribute to the many good qualities of Winnipeg's wholesale grocers. It was always a pleasure to do business with Winnipeg's wholesale grocers for the reason that they are men of their word, always reasonable, and prepared to give and take. They are men who carry out their contracts to the letter, men who are prepared to put the best construction possible on a broker's actions. He would be sorry if business should ever call him to another city.

**Western Wholesale Brokers' Association**

The next toast was that to the association, responded to by Jos. Carman, G. B. Thompson, Chas. Duncan, E. W. Ashley, Stuart Watson, and Jos. E. Huxley.

Mr. Carman expressed his pleasure at meeting his fellow brokers, and was only sorry that it had not been possible for every member to attend. He believed the association could be made a real benefit to its members if they would meet and discuss their problems. He thought the visits of outside brokers selling to the retail trade as well as the wholesale demanded some attention.

G. B. Thompson said that from the first he had had faith in the association. It was a good thing to make the acquaintance of one's business rivals. There had been a time when he was suspicious of them; now he knew them one and all to be good fellows.

Chas. Duncan spoke briefly to the toast, and was followed by E. W. Ashley, who, in a speech full of dry humor, demonstrated that his faith in the association was greater than he had ever acknowledged. Banquets were hard on the digestion, but he would endure even a banquet to meet his broker friends. He had never had any confidence in the association, of course, but perhaps he was getting over that lack of confidence. His view had been that the brokerage business was a cut-throat business anyway, and what could you do to better it? But business rivals need not be bad friends, and he hoped there would be many similar meetings.

Stuart Watson vowed that speech making wasn't in his line, and he gave way to Jos. Huxley. Mr. Huxley was sorry that the association usually meets on Saturday nights, because he found that an inconvenient night. He was like Tom. Johnson, of Cleveland, who, it is said, goes to church once in seven years. He remarked to his wife on the occasion of his last visit that if the church didn't get a better preacher he would stop going so regularly.

**The Ladies.**

G. K. Cameron, a happy benedict, and John A. Cheyne, an envious looking bachelor, were asked to defend the ladies. Mr. Cameron was of opinion that they needed no defence, and he didn't think a speech was necessary to prove their good qualities. Mr. Cheyne confessed that he had learned to envy the married man since he came west. His friends were rendered hopeful by the announcement that he had advanced one stage on the road to domestic happiness, but they were saddened when they learned that he had merely moved to new lodgings.

**The Press.**

The concluding toast on the programme was that to "The Press," by which in this case was meant the trade press. President Nicholson was ungallant enough to say that this toast ranked second only to "The Western Wholesale Brokers' Association," which caused Messrs. Cameron and Cheyne, the champions of "the ladies," to look to their weapons.

F. R. Munro, of The Canadian Grocer, responded briefly to this toast, thanking the association for their

courtesy, and assuring them of the hearty sympathy of The Canadian Grocer with their aims and objects.

**Toasts not on Programme.**

The gathering did not disperse until the popular chairman, vice-president and secretary had been honored in enthusiastic fashion. Retiring President Jas. Tees was also toasted, and the secretary was instructed to convey to him the regret of the association that ill health prevented him from attending. A vote of thanks to Messrs. Cameron, Cheyne and Watson, the banquet committee, was passed, and it was also voted that the association contribute \$5 per member to the relief of the San Francisco sufferers.

"Auld Lang Syne" brought to a close a most successful and thoroughly enjoyable function.

**Manitoba Markets**

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 26, 1906.)

**FLUCTUATIONS—**

- Sugars—Reduced 10c.
- Prunes—Advanced ½c. per lb.
- California Dried Fruits—Advancing.
- Lard—Advanced ¼c. per lb.

As was expected, sugar has declined 10c. per cwt., owing to the decline of the New York market and the opening of lake navigation, with the consequent reduced lake and rail rates from the east. The great disaster in California is having a marked effect on the foreign dried fruit market. Owing to the unfavorable outlook for the new crop prices were already on the advance, but it is now believed that large stocks held in San Francisco have been destroyed, and local prices are advancing in consequence. Prunes were immediately advanced ½c. per lb., and other advances in other lines are considered probable.

**CANNED GOODS**—Tomatoes continue very scarce on the local market, and it is difficult to obtain any fresh supplies.

Quotations in last issue remain unchanged.

**SUGAR**—The expected decline in all grades of sugar has brought quotations down to a basis of \$1.85 per cent., f.o.b. Winnipeg, for Montreal granulated.

Montreal granulated, in bbls.....	4 85
" " yellow, in bbls.....	4 80
" " in sacks.....	4 45
Wallaceburg, in bbls.....	4 40
" " in sacks.....	4 75
Berlin, granulated in bbls.....	4 70
" " in sacks.....	4 75
Icing sugar in bbls.....	5 45
" " in boxes.....	5 65
" " in small quantities.....	6 05
Powdered sugar, in bbls.....	5 25
" " in boxes.....	5 45
" " in small quantities.....	5 70
Lump, hard, in bbls.....	5 55
" " in ½-bbls.....	5 65
" " in 100-lb cases.....	5 55
Raw sugar.....	4 40

**SYRUPS AND MOLASSES**—As noted last week, New Orleans molasses is now quoted at 40c. per gal. in ½ bbls.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.....	2 20
" " 5-lb tins, per 1 " ".....	2 65
" " 10-lb tins, per ½ " ".....	2 55
" " 20-lb tins, per ¼ " ".....	2 45
" " ½ barrel, per lb.....	0 03½
" " Sugar syrup, per lb.....	0 03½
" " Kalromel" syrup, 2-lb. tins, per 2 doz. case.....	2 55
" " 5-lb. " " " ".....	2 90
" " 10-lb. " " " ".....	3 70
" " 20-lb. " " " ".....	4 80







GONE TO ITALY.

Mr. Chevalier-Mariotti, of Montreal, has gone to Italy to join Mr. Hutchinson in connection with the Milan Exhibition. Mr. Mariotti, who is well known in Montreal, left on April 18. Mr. Catelli, as announced in The Canadian Grocer two weeks ago, is the honorary representative of the Canadian Government.

CONDENSED OR "WANT" ADVERTISEMENTS

YEARLY CONTRACT RATES.

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

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

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

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

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

BUSINESS CHANCES.

GROCERY BROKER—Gentleman wishes either for partnership or to buy out established brokerage business of good standing. Apply, Box 113, CANADIAN GROCER, Toronto. [18]

BUSINESS CHANCES.

BEST opening in Ontario for one or two bright young men to go into general retail business; turn-over twenty-five thousand cash; stock seven; opposition light; good stand; established business; eight thousand to be done next three months; at once. Box 112, CANADIAN GROCER, Toronto.

GROCERY BUSINESS FOR SALE—That formerly carried on by J. D. Mears & Co at Niagara Falls, Ont.; stock and fixtures about \$2,200, with annual sales of about \$13,000 to \$15,000; business is in first-class shape and stock in best of order; must be sold at once. Send offer to E. J. Leith, Drawer 199, Hamilton. [19]

COMMISSION LINES WANTED.

EDMONTON firm of commission brokers is open for a few good lines; highest references. Address, Scott Bros., Box 123, Edmonton.

FOR SALE.

FOR SALE—Spot cash grocery business, Yonge street, Toronto; no book accounts; best of reasons for selling; large living apartments; long lease. Box 114, CANADIAN GROCER, Toronto.

Expert Bookkeeping

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

PERCY P. DAVENPORT

Chartered Accountant

78 Bannatyne Avenue, Winnipeg

G. C. KOOPMAN

Commission Merchant,  
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the  
Dutch Colonies (East Indian)

AS

COFFEE, TEA

SPICES of all kinds

GUMS for Varnish Manufacturers

COCOA, COCOA BUTTER

Cassia Vera, Chinchona-  
barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)  
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market. Ask for reports about every article you wish to sell.

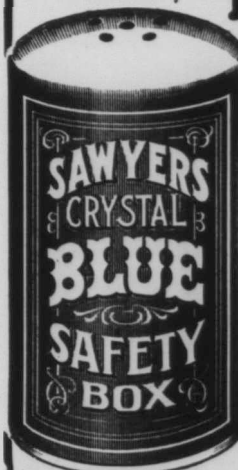
Sawyer's

CRYSTAL

See that Top

Blue.

50 Years  
the People's  
Choice.



For the  
Laundry.

DOUBLE  
STRENGTH.

Sold in  
Sifting Top  
Boxes

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice  
as far as other  
Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - - MASS.

M. F. EAGAR & SON, Mrs. Agents  
HALIFAX, Nova Scotia

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



AND HOW ABOUT  
YOUR

FLAVORING  
EXTRACTS?

You may not sell many—but—see that those you do sell are the best procurable and your repeat orders will come easy.

GOLD STANDARD  
FLAVORING EXTRACTS

"guaranteed the best," represent perfection in extract manufacture: The best ingredients, the most improved methods, producing the finest results.

WRITE US FOR QUOTATIONS

The Codville-Georgeson Co.

Limited

Winnipeg, Man.

EASTERN MANUFACTURERS  
AND SHIPPERS

Keep in touch with the

WESTERN TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

Nicholson & Bain

Winnipeg and Calgary

Wholesale Brokers and Commission Merchants.  
Established 1882

First-class storage for all kinds of goods



# Easter

Your Easter trade requires

**THE REAL THING**

In mild cured

# HAMS

AND

## BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

TELEPHONE M 3960

# Cheese

New Cheese are now on the market and are of good quality.

We can supply you at lowest market prices and ship promptly.

Only a few September Cheese left.

**F. W. FEARMAN CO.,**

HAMILTON LIMITED



The merchant who knows his business talks

## QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

## GROCCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

**NICHOLSON & BAIN,** Winnipeg and Calgary

Western Agents for

**THE MANITOBA CANNING CO., LIMITED**

GRANDE POINTE, MANITOBA



# "Corona" Meats

PRONOUNCED UNEXCELLED

**CHOICE BUTTER,  
CHEESE, EGGS,**

Send for trial order and mention THE GROCER. No Retail Stores.

**The Montreal Packing Co.,**

MONTREAL, P.Q. Limited

MONTREAL STOCK YARDS.

There report th vailing in last week had main face of th a tendenc make of material with exce grass ma quantitv ful. Old to the inc through that had ing supp market. in conseq

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# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

Montreal, April 26, 1906.

There is practically little change to report this week over the conditions prevailing in the cheese and butter trade last week. The cheese market, which had maintained a firm tone even in the face of the new fodder makes, has shown a tendency to sag. The increase in the make of fodder goods has increased very materially. Farmers are well supplied with excellent hay and until the new grass made is available the quality and quantity is likely to be good and plentiful. Old Canadian cheese is weaker, due to the increased supply of English cheese through the shipments of fodder stock that had gone abroad, and the increasing supplies of fodder goods in this market. Dealers anticipate lower prices in consequence on held stocks.

The trade look forward to an interesting season and in some quarters it is hinted that there will be "wigs on the green" when the newly formed Anglo-Canadian combination bucks up against the old-time home firms of exporters.

The past season on the whole has not been so satisfactory a one as to profits by dealers as to make anything but straight competition between dealers themselves a wise or desirable policy to pursue; of course, unwise actions will only leave profits for the banks and the farmers—the latter will be sure of a good price while the security of the former is always a safe one. It is to be hoped that shippers will fare better this year than last.

The feeling as to butter is of an azure hue, and from reports from the United Kingdom, English importers are also looking for lower prices during the next few months. The local trade, however, base their hopes of permanency or advance on the local demand continuing equal to the supply. This hope is unfortunately built upon slight framework as the supply is constantly increasing. When the receipts from the creameries exceed the local requirements, which can only be a short time away, the shipments will go forward freely, and a weakening follow. Reports from the Eastern Townships are that the cows have wintered well and are in splendid condition, as also have the western cows, and butter should continue plentiful. In the meantime farmers' hay stocks are good and sufficient to guarantee good make and supplies until the grass make is available. The export basis this week is given as 18c. to 18½c. here. At country points fine quality was sold early part of present week at 19c. f.o.b. Buyers are none too keen to venture in to any extent at these values and are looking for lower prices. The weak position of the English market at present, and the good supplies of Siberian reported available there, leaves little hope at present of anything but lower prices.

### THE PROVISION SITUATION.

The present condition of the provision industries increases in difficulties as the season advances. A fear was expressed in our last review that the last rush of hogs was in view of farmers concentrating their attention to seeding, and that a short supply was again in sight. This fear has been realized; from all points latest reports denote considerable shrinkage in arrivals at the factory. Competition has in consequence opened up sharp and keen amongst buyers, resulting in prices soaring away up.

On the top of this it has become clearly evident that the English market is disposed to "set the upper lip" against the continual advancing prices on account of short supplies, and the standing fear is that some other field of supply may secure the place which Canada now has on the British market.

We hear of one factory which has already partly closed down for want of hogs, and two other large factories are preparing for short time working, unless greater supplies of hogs arrive during the current week.

The situation in the States appears to be but a repetition of our own, with the difference that the shortage is not of so serious a nature to them; it would simply mean a curtailing of the home demand in favor of export or vice versa.

The National Provisioner has the following summary in its latest review, which is a fair idea of the situation in the United States:

"The average price of hogs for the

week is a little more than one dollar per hundred pounds higher than at the corresponding time in the previous year, and the shippers still stand in in competition with the packers for the daily arrivals of the hogs at the packing points, on account of which it is seldom that more than small concessions are had in the prices of hogs.

"The hog receipts at the packing points have been, latterly, less than they were at the corresponding time last year, while the demands for the products are greater than then.

"On the whole, we look to see meat packing taken up close enough to prevent more than moderate holdings of supplies at the packing points this side of June at least, and perhaps July, but as to the later month the probability that way depending more upon the results from the coal labor troubles, with any possibility of its disturbing labor more particularly in the manufacturing interests.

"The general exports of hog products keep abreast of those made at this time last year, and the home consumption is larger than then. For that matter the consumption upon the continental and United Kingdom markets is larger of the American products than it was in the previous year at this time, but it is met in part from accumulated stocks abroad on the steady before larger buying through a number of weeks, than ever before.

"That the supplies are taken up as freely as they are at present by the European markets, either from consignments or upon direct demands, implies the urgency of the needs upon them."

## PROVISION AND DAIRY MARKETS.

### MONTREAL.

**PROVISIONS**—The market is in very good condition. Business has been fairly active for the time of year. The opening of navigation has given business a spurt and once ocean vessels begin to arrive still better results are expected. Hams are in good demand at prices quoted and bacon is meeting with very good sale. Lard, while it might be doing better, is in rather good demand.

Lard, pure tierces	0 11½
" " 56-lb. tubs	0 12
" " 20-lb. pails, wood (10½)	0 12½
" " cases, 10-lb. tins, 50 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb.	0 08½
" " tubs, per lb.	0 08½
" " "	0 09
Cases, 20 3-lb. tins, per lb.	0 08½
" " 12 5-lb. tins "	0 08½
" " 6 10-lb. tins "	0 08½
20-lb. wood pails, each	1 70
20-lb. tin pails, each	1 60
Wood net, tin gross weight—	
Canadian short cut mess pork	\$22 00 \$22 50
American short cut clear	21 00 22 50
American fat back	0 17
Breakfast bacon, per lb.	0 13½ 0 15
Hams	0 13½ 0 15
Extra plate beef, per bbl.	12 00 13 00

**BUTTER**—The market is easier this week, and lower, on account of the increased production. Still lower prices

are expected as the make exceeds the home consumption. Prices will have to decline considerably to get down to an export basis, and as this is the only outlet for extra production, lower prices are bound to come sooner or later. The English market is in better condition this week than it has been for some time past.

Choice new milk creamery	0 20	0 20½
Western dairy	0 18	
Manitoba dairy	0 15½	0 16
Fresh rolls	0 18	0 18½

**CHEESE**—The market is quiet and prices are lower. All the cheese arriving are being rushed over to England, as prices are declining week by week. The make is mostly from Ontario so far, but now Quebec is commencing to make a few. Prices will have to decline as English importers do not show much eagerness in buying fodders at current figures.

The English market has declined about ¼c. during the week on old cheese.

Finest new colored, Ont.	0 12
Finest new white, Ont.	0 11½

**EGGS**—Stocks are coming in from the country in good quantities. Pickling







**NOTES.**

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Business goes  
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t business good.

W. J. Snell, grocer, East Toronto, will build him a branch store to accommodate his city trade at the Beach. It will be on Queen street, near Lee avenue. The undertaking is another evidence of the rapid growth of that section of Toronto.

Walsh Bros., Stratford, Ont., retail grocers and jobbers, have enlarged their grocery premises, put in a new front, and refitted in anticipation of an increasing Spring trade. Ed. Walsh, of the firm, told a traveler indications were good for big business.

Isaac Hord, of Isaac Hord & Co., general merchants, Mitchell, Ont., is contemplating a pleasure trip for the coming Summer, as usual, the travelers say, and is encouraged thereto by a good trade during the past few months and prospects of a better during the months to come.

P. Whitelock, grocer, 1926 Queen street east, Toronto, has removed to the new store he built at Kippandavie avenue and Queen street. Mr. Whitelock is a pioneer trader in the Beach section of the city and his new store does credit to himself and this popular residential section.

It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

# Clark's Meats

The best to buy or sell.



**Values That Convince**

You don't have to sell

## Nicholson's Mince Meat

very long before you see where the value comes in—steady trade, handsome profits. When will you start selling "real value" Mince Meat?

Have we an order of yours for

- N. & B. JELLY POWDER
- N. & B. ICING POWDER
- N. & B. PUDDING
- N. & B. VERIQUICK TAPIOCA
- BROCK'S BIRD SEED

## NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

## FINEST FAMILY POLISH ON THE MARKET



# Black Jack

AT YOUR JOBBERS'



Sales Increased 45% last year

From all

## Wholesale Grocers

## SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

## TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

## SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

## The WM. RYAN CO., Limited

70 and 72 Front St. 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.

## AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address,  
CARROLL S. PAGE, Hyde Park, Vt.

## White Spruce

# BUTTER TUBS

10-20-30-50 lb.

## EGG CASES AND FILLERS

Order now for delivery later,

## Pay You

it will

## WALTER WOODS & CO. Hamilton and Winnipeg.

## BUTTER, CHEESE, EGGS

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

## B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.





**"MADE IN CANADA"**

*The Best Cereal Food to Eat, and  
the Best Cereal Food to Sell is*

**Shredded  
Whole Wheat**

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

**TRISCUIT** is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

**The Canadian Shredded Wheat Co.,**  
NIAGARA FALLS CENTRE, ONT. Limited

**"From Golden Grain  
to Package Form**

**NO HUMAN HAND**

touches

**Canada Flakes"**

No food could be purer or more wholesome than Canada Flakes, or greater care taken in its manufacture.

Do not recommend Canada Flakes because you make more profit on it than on others, but because you believe it to be purer and the best value to your customers.

**Peterborough Cereal Co. Limited**

ROELOFSON & ROELOFSON, Ontario Sales Agents

152 Bay Street. TORONTO

**WESTERN CANADA  
FLOUR MILLS CO., Limited**

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

**MILLS AT**

**OFFICES**

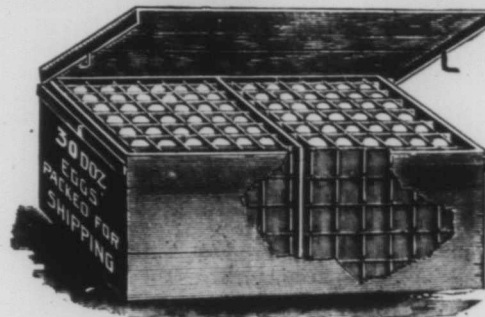
**WINNIPEG  
GODERICH  
BRANDON**

**ST. JOHN, N.B.  
MONTREAL, Que.  
TORONTO (HEAD OFFICE)  
GODERICH  
WINNIPEG  
BRANDON**

IT PAYS YOU TO PAY FOR QUALITY

**BUY FIVE STARS FLOUR**

**EGG CASE FILLERS**



HAND AND MACHINE MADE FOR  
25, 30, 36 and 49 doz. egg cases with standard size  
egg spaces (1 3/4-in. sqr. x 2 1/4-in. deep)

Also

**SPECIAL SIZE FILLERS**  
(Machine Made)

30 doz. Fillers egg spaces 1 5/8-in. sqr. x 2-in. deep  
" " " 1 3/4-in. " x 2 3/8-in. deep  
" " " 1 3/4-in. " x 2 7/16-in. deep

(Hand Made)

30 doz. Fillers egg spaces 1 13/16-in. sqr. x 2 1/2-in. deep

**The Miller Bros. Co., Limited**

30-38 DOWD STREET  
**MONTREAL**

Board Mill and  
Filler Factory at  
GLEN MILLER, ONT.



**INQUIRIES FOR CANADIAN TRADE**

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

366. Apples.—A fruit and produce broker on the East Coast of Scotland, with a large and increasing outlet for Canadian produce, desires to make arrangements with Canadian shippers for handling consignments of apples and other produce during the coming season.

367. Grain superintendents and samplers.—A London firm of grain superintendents and samplers who protect the interests of shippers in the weighing and sampling, have asked to be placed in touch with Canadian exporters. They are also in a position to give good selling agents in Great Britain.

368. Dried apples.—An Amsterdam firm offering good references is seeking the agency for Holland of a reliable packer and exporter of Canadian dried apples.

371. Pickled sheep skins.—A London firm handling pickled sheep skins desires the addresses of Canadian importers.

373. Chickens.—An East Coast produce merchant desires to get in touch with Canadian exporters of chickens.

391. Barley.—An importer of barley, on the East Coast, invites correspondence with Canadian shippers with prices and samples.

392. Butter in casks, etc.—An East Coast produce firm invite correspondence and quotations from Canadian shippers of butter in casks or boxes, glycerined eggs and cheese.

393. Canned fish, fruit, etc.—An East Coast firm of produce merchants invite correspondence with Canadian shippers of canned fish, fruit, meat and condensed milk; also cereal wheat.

394. Canadian bacon, etc.—An East Coast firm invite correspondence from shippers of finest Canadian bacon, hams and cheese, with quotations.

395. Butter, cheese, etc.—An East Coast firm of produce merchants desire correspondence and quotations from Canadian shippers of butter, cheese and glycerined eggs.

396. Canadian hay.—An East Coast importer of hay, ready to buy 500 tons per week of Canadian hay, invites correspondence with shippers; quotations either direct to Hull, Manchester or Liverpool.

397. Egg cases and fillers.—A South African firm of produce merchants desire quotations from a Canadian manufacturer of egg cases and fillers.

399. Tomatoes.—An East Coast wholesale fruit firm invite correspondence with Canadian shippers of tomatoes in bulk or canned.

402. Canned meats and fruits, pea-fed bacon, hams, etc.—A Sheffield firm of produce importers desire to get in touch with Canadian packers of all kinds of canned meats and fruits, especially tomatoes; also pea-fed bacon, hams, etc.

403. Wheat.—A Sheffield milling firm invite correspondence with shippers of Canadian wheat in large and regular shipments.

404. Eggs, butter, cheese, canned goods, hog products, cereal foods and dried peas.—A large Sheffield produce firm, making a specialty of Canadian eggs, invite correspondence with Canadian shippers direct, of glycerined eggs, butter, cheese, canned goods, hog products, cereal foods and dried peas; requirements, 200 cheese per week, and from 200 to 300 sides of bacon per week.

405. Hog products.—A Sheffield firm of produce merchants, doing both wholesale and retail trade, desire to get in

dian wheat, oats and barley, in large shipments to either Hull, Manchester or Liverpool.

415. Hay and oats.—A Yorkshire firm of hay and corn merchants are open for negotiations with Canadian exporters of hay and oats in large quantities and regular shipments.

419. Olive oil.—A firm in Nice, exporting olive oil, desire to be put in touch with Canadian wholesale grocers.

**WAS FORTY YEARS IN BUSINESS.**

W. M. Wightman, for many years a general merchant in Prince Albert, Ontario County, Ont., died in St. Michael's Hospital, Toronto, on Saturday, the 21st. After 40 years in trade Mr. Wightman was widely known and his death at the age of 68 will be regretted by a great many business associates as well as a large circle of personal friends.

In the early days he had charge of a branch store established at Prince Albert by J. & W. Cowan, then in the dry goods business in Toronto, now respectively president of the Standard and Western banks. Mr. Wightman eventually succeeded to the business. Mr. Wightman gave up business in 1897, and since then lived retired. Although he had been ailing for some time, death came rather suddenly at 71. He was unmarried and leaves two brothers and two sisters.

**HONORED OF IRISHMEN.**

John Sloan, of John Sloan & Co., wholesale grocers, was last week honored with the presidency of the Toronto Irish Protestant Benevolent Society. The society includes nearly all the prominent Irish Protestants in the city, and to be elected president is regarded as no small distinction.

The society's annual meeting was held on Friday, and it was that prevented Mr. Sloan attending the annual meeting of the Dominion Guild in Montreal last week. The firm was represented by his son, Mr. Frank Sloan.

**"CLOVER LEAF" AND "ARROW" SALMON.**

Mr. Corby, of the Corby Commission Co., the company to whom reference was made in a recent issue of the Canadian Grocer as successors to the Pacific Selling Co., has been visiting the principal cities of Canada arranging with the company's representatives for the coming season's trade. The favorable selling conditions this company are adopting have been already pointed out and comprise the following:

"Guaranteed full 100 per cent. delivery, stability of prices of season's pack, redemption of swells at all times and without restriction as to quantity, protection of limited selling prices, guarantee of quality, oil and flavor." J. Alex. Gordon & Co. are selling agents for Montreal city, and Kyle & Hooper, Toronto, are Ontario agents.



Major John Sloan,  
President of the Toronto Irish Protestant Benevolent Society.

touch with Canadian packers of hog products in large quantities.

408. Tomatoes.—An English firm invite correspondence with growers of Canadian tomatoes, put up in attractive form for shipment to Great Britain; large demand for these goods.

411. Wheat.—A large association of millers in Yorkshire requiring from 65,000 to 80,000 bushels of wheat per week, invite correspondence with Canadian shippers prepared to send prompt and regular shipments.

412. Wheat.—A Sheffield miller desires correspondence with Canadian shippers of wheat; large quantities.

413. Wheat, oats and barley.—A Sheffield milling firm desire to get in direct communication with shippers of Cana-

SEE

Try us for required—general prices on application

FRED B. STE

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YOU

MR. GROCER,—

# Adams Tutti Frutti Gum

SWELLS YOUR BANK ACCOUNT  
BECAUSE YOU MAKE 80% PROFIT.

# Adams Tutti Frutti Gum

PLEASES YOUR CUSTOMER  
BECAUSE IT IS THE BEST.

GIVE IT A PROMINENT PLACE ON YOUR COUNTER.

**AMERICAN CHICLE CO.,**  
Logan Ave., - Toronto.

## SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

FRED B. STEVENS & CO., Chatham, Ont.

The McLEOD MILLING CO., Limited  
Stratford, Ontario.

elicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC  
Receivers and Shippers  
FLOUR, GRAIN, MILL FEED, SALT  
and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The GRAY, YOUNG & SPARLING CO., Limited  
Salt  
Manufacturers

Granted the highest awards in competition with other makes. WINGHAM  
Established 1871

## ROLLED OATS

Fresh made. You want your Rolled Oats Fresh. We have them no other way.  
We carry no old stock. Write us for prices.

Woodstock Cereal Co., Ltd.,  
WOODSTOCK, ONTARIO.

## QUANCE BROS.

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR  
BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

A. A. McFALL

## Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

**YOUR ADVERTISEMENT IN SPECIAL GROCER**

**SHOULD BE SENT TO US AT ONCE**



## Our Pineapples

are ripened by an expert and are ready for sale. We pay particular attention that all are in proper shape before leaving our warehouse, so you make no mistake in placing your Pine order with us.

**Oranges  
Bananas  
Lemons**

Strawberries and all Southern Truck now arriving in quantities.



25-27 Church St., TORONTO

## DRIED APPLES

BRIGHT, DRY STOCK  
WANTED.

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

Established - - 1886

## BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.

## GREEN FRUITS AND VEGETABLES

Trade has continued good at all leading points, in fact from all accounts to hand it would appear as though the slight abatement of trade which is usually manifest after Easter has been conspicuously absent this year. Reports from the fruit districts of Ontario all denote excellent prospects for the coming season. At Niagara this is particularly so, and reports state unanimously that there will probably be a bumper crop of fruit in that district this year. Everything has wintered exceedingly well, and there is every prospect for a large crop of peaches, cherries, plums and pears. There are not an over-abundant number of apple trees left in the Niagara district, owing to the ravages of the San Jose scale, but what trees are standing show excellent indications. The crop of apples this year will be much better than last, which was an off year for apples. Very few peach trees died this past Winter owing to the mild weather, and this was the case with other fruit trees.

Whilst generally speaking the demand for oranges is slowing down, still prices on this side are well maintained. At New York recently a slight drop was in evidence, but later sales recovered the loss and left the market firm and strong. Conditions in the orange market of Southern California are somewhat changed. As was expected, the heavy shipments being rushed to the eastern markets just after the late heavy rains have caused prices to fall, and they will continue to fall gradually until the market gets under better control. There is a noticeable decay in oranges being shipped since the heavy rains of March, which will run from 5 to 20 per cent. While the fruit has kept up very well, indeed, the necessity for heavy icing is evidenced forcibly where proper icing has been overlooked. It is estimated that there are at this time about 2,000 cars of navel oranges left and growers are advised to hold them just as long as possible before shipping them, then ice properly, if they wish their fruit to reach the eastern markets in good shape. Good fruit means better prices.

The lemon market looks very unsatisfactory at this writing, prices being weak and demand poor, but the growers are living in anticipation that there may be a repetition of last year's phenomenal record, and that good times will prevail as the season advances. The report that the Sicily lemon crop is short has added to the hopes of the California growers, and then, too, the news from foreign markets that the California lemons are growing in popularity over the foreign grown product causes their buoyant feeling to remain with them.

### LARGE SHIPMENT EXPECTED.

The S.S. Bellona is expected to arrive in Montreal any day now. She is reported as being laden with 40,000 cases

from Messina, chiefly lemons, and 10,000 cases from Sorrento, all oranges. Lemons are expected to bring a good price, and dealers anticipate high prices for oranges.

### GOOD PROSPECTS AT NIAGARA.

Judging from what the fruit growers around St. Catharines say, there will probably be a bumper fruit crop in Niagara district this year. Everything has wintered exceedingly well, the growers declare, and there is every prospect for a large crop of peaches, cherries, plums and pears. There are not a very great number of apple trees left in the Niagara district owing to the ravages of the San Jose scale, but what trees remain show excellent indications. Crab-apples this year will be very much better than last, which was an off year for apples. Very few peach trees died this past Winter, owing to the mild weather, and this was the case with other fruit trees. The strawberry plants wintered well. Other crops in the district also look well.

### SALMON FACTORY REMOVES.

The Dawson-Buttimer Co. at Fraser River, B.C., are removing the whole of their plant and equipment to the Rivers Inlet district. The Fraser River cannery has therefore been dismantled and the whole machinery, retorts, can fillers, can-making machinery, everything that goes to equip a cannery, was recently shipped on board the Otter. Besides this large outfit, the steamer also took a crew of men to set up the machinery in the Rivers Inlet building, which is now in course of construction, and also the Chinamen to work in the cannery for the season.

### VEGETABLE GROWERS' ASSOCIATION.

Branches of the Ontario Vegetable Growers' Association have been recently formed at Ottawa, Kingston and Napanee. The organization, which was only instituted last year, now has nine branches and over 400 members.

### A GOVERNMENT REPORT.

The Fruit Division, Ottawa, reports the following prosecutions under the Fruit Marks Act:

Geo. Vipond, of Montreal, P.Q., was convicted, April 10, of violating section 6 of the Fruit Marks Act, and was fined 25c. per package.

Geo. A. Aulsebrook, of Burford, Ontario, was convicted, April 14, of marking inferior fruit "No. 1," and for this offence was fined \$1 per barrel. These apples were examined by J. J. Philp, Dominion fruit inspector, in Sault Ste. Marie. The Fruit Division has a large number of complaints of violations of the Fruit Marks Act in that town. It is insinuated that the absence of a fruit

inspector in the fact that has been sent places likely for.—A. Mc

### LARGE PR

Probably t for Californi cently at a tablishment, sold at aucti was added earthquake s the first rece fornia, and a auction, eac sale singly. sion merchan sale. The fir the others from \$100 do

### MONT

GREEN F mand for gr off the mark is over. P from \$4.25 t Still lower p increase. N quoted. Ne very high, s Messina blood ora Oranges, Florida, c Tangerines ..... Navels ..... Dates, per lb ..... Bananas ..... Cocoanuts, per bag Pineapples ..... Jamaica grape fru Apples ..... Lemons, per box Jamaica oranges, p Grapes, Almeria, e " Fancy .... " Choice .... Spanish onions, ca Grape fruit, Florida New at sawberries.

### VEGETAB

vegetable ma It has no effect of Eas of improvem however. N will give tra wards better considerable last week. tables are c market and coming reas however, muc of the trade we are quot and cucumbe Potatoes, per bag Parsley, per doz. bu Sage, per doz. .... Savory, per doz. .... Green peppers, per Home-grown cabba Cabbage, Florida, l Tomatoes, Florida, Egg plant, per doz. Red onions, brl. .... Turnips, bag. .... New turnips, per d Water cress, per do Grand Rapids lettu " Boston lettuce, per Sweet potatoes, per per New Bermuda pota lery, per crate. . Green top celery, p Spinach, per bbl. . Cucumbers, per do " per ba New potatoes, per l Mushrooms, per lb Carrots, per bag. . New carrots, per d Large radish, per li Radishes, per doz. New beets, per doz Green spring beans Wax beans. .... . asparagus, per doz

inspector in that district accounts for the fact that a poorer sample of apples has been sent there apparently than to places likely to be visited by an inspector.—A. McNeill, chief, Fruit Division.

**LARGE PRICES FOR CHERRIES.**

Probably the highest price ever paid for California cherries was realized recently at a commission merchant's establishment, when a box of fruit was sold at auction for \$2,440. The money was added to the relief fund for the earthquake sufferers. The cherries were the first received this season from California, and a box of them was sold at auction, each cherry being offered for sale singly. About five hundred commission merchants and others attended the sale. The first cherry sold for \$105, and the others sold for amounts ranging from \$100 down to 50 cents.

**MONTREAL MARKETS.**

**GREEN FRUITS**—There is a fair demand for green fruits. Cranberries are off the market, as the season for them is over. Pineapples are selling now from \$4.25 to \$5, which is a decline. Still lower prices are expected as stocks increase. Navels are steady at figures quoted. New strawberries are still very high, selling from 35c. to 45c.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case .....	5 01	5 50
Tangerines .....	3 25	3 75
Navels.....	3 75	4 00
Dates, per lb.....	0 04	0 04
Bananas .....	1 85	2 25
Cocconuts, per bag of 100.....	3 85	5 00
Pineapples.....	4 25	5 00
Jamaica grape fruit, per box.....	4 75	5 75
Apples.....	2 50	3 25
Lemons, per box.....	5 25	6 00
Jamaica oranges, per bbl.....	6 00	7 00
Grapes, Almeria, extra fancy Longkeepers.....	6 50	7 00
"    Fancy.....	6 00	6 50
"    Choice.....	6 00	6 50
Spanish onions, cases.....	2 75	3 00
Grape fruit, Florida.....	6 00	6 50
New strawberries, per small basket.....	0 35	0 45

**VEGETABLES**—On the whole, the vegetable market is on the quiet side. It has not yet recovered the after effect of Easter. Business shows signs of improvement in the near future, however. Navigation having opened, will give trade in all lines a lift towards better things. There have been considerable changes in the prices since last week, all reductions. New vegetables are constantly appearing in the market and gradually prices are becoming reasonable. They are still, however, much too high to suit the bulk of the trade. It will be noticed that we are quoting this week new turnips and cucumbers by the basket.

Potatoes, per bag .....	0 70	0 80
Parsley, per doz. bunches.....	1 00	1 00
Sage, per doz.....	1 00	1 00
Savory, per doz.....	1 00	1 00
Green peppers, per basket.....	1 00	1 00
Home-grown cabbage, per bbl.....	0 75	1 25
Cabbage, Florida, bbl. crates.....	2 75	3 00
Tomatoes, Florida.....	4 50	5 00
Egg plant, per doz.....	2 00	3 50
Red onions, bbl.....	2 75	3 00
Turnips, bag.....	0 50	0 60
New turnips, per doz.....	1 50	1 50
Water cress, per doz.....	0 75	0 75
Grand Rapids lettuce, per box.....	2 00	2 50
"    per doz.....	0 40	0 75
Boston lettuce, per doz.....	0 80	1 10
Sweet potatoes, per basket.....	2 00	2 25
"    per bbl.....	5 00	5 00
New Bermuda potatoes, per bbl.....	7 00	8 00
"    per crate.....	6 50	7 00
Green top celery, per crate.....	7 50	8 00
Spinach, per bbl.....	1 75	2 00
Cucumbers, per doz.....	1 50	1 50
"    per basket.....	6 00	6 00
New potatoes, per bbl.....	8 50	9 00
Mushrooms, per lb.....	0 80	0 80
Carrots, per bag.....	0 50	0 50
New carrots, per doz.....	0 75	0 75
Large radish, per lb.....	0 15	0 15
Radishes, per doz.....	0 50	0 50
New beets, per doz.....	1 50	1 50
Green spring beans, per basket.....	5 00	5 00
Wax beans.....	5 00	5 00
Asparagus, per doz.....	7 00	9 00

# PINEAPPLES

Prices Much Lower this Week.

**600 Crates "GODINEZ BRAND" Fancy Cuban Pineapples for this Week.**

Insure yourself and your pineapple business by handling our brand of high-grade, perfectly ripened, all sound pineapples. Sizes 18s, 24s, 30s, 36s and 42s. To sell at 10c., 12½c., 15c., 20c. and 25c. each.

## WHITE & CO., LIMITED

TORONTO and HAMILTON

W. B. STRINGER

**ALWAYS**

J. J. McCABE

Buy the Best,—and the Best is always

**ST. NICHOLAS**

W. B. STRINGER & CO., Sole Agents, Toronto and Montreal

**Strawberries**

**New Cabbage**

**Egyptian Onions**

To-day's prices:  
Quarts, 24c.; Pints, 15c.

Barrel crates, \$3.00

\$3.00 sack (about 112 lbs.)

Full lines of all Fruits and Vegetables in season.

**THE F. T. JAMES COMPANY, Limited**

76 Colborne St.  
33 Church St.

**TORONTO**

Wire, Phone,  
or Mail your Orders

FRESH ARRIVALS OF

**STRAWBERRIES, TOMATOES, PINEAPPLES, SPINACH, CABBAGE**

and other New Fruits and Vegetables every day. Prices closest possible.

**THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO**

Cor. West Market and Colborne Sts.

## THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: **TORONTO**

GET OUR PRICES ON PEANUTS

**EX. FANCY MEXICAN ORANGES**, all sizes, at \$3.00.

**PINEAPPLES**—18s, 24s, \$5.00; 30s, 36s, \$4.50.

**CABBAGE, LETTUCE, RHUBARB, Etc.**





They are all right if  
"E.D.S." is on the Label

No glucose, hayseeds, preservatives, colorings,  
etc.—just the pure fruit and granulated sugar—

**E.D.S. BRAND**

Jams, Jellies, Sealed Fruits in Glass

Selling at the right price, and every jar guaranteed,  
ought to be welcomed by all the grocers of this  
country.

There is a satisfaction in selling goods that  
are honest. Selling the E.D.S. Brand will give  
you that satisfaction.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents  
for my Jams, Jellies, etc.; Wm. H. Dunn, agent for  
Montreal and Province of Quebec; Mason & Hickey, 108  
Princess St., Winnipeg, agents for Winnipeg and the  
Northwest; W. A. Simonds, agent for St. John, N.B.;  
A. & W. Smith, agents for Halifax, N.S.

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

**BANANAS**

Extra Fancy Bananas, Extra large bunches, Cheap this week

Also

Fresh Strawberries, Celery, Lettuce, Radishes,  
Rhubarb and Onions, arriving daily.

Send along your orders

**HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.**



This design a guar-  
antee of quality.

**DO YOU PUBLISH A CATALOGUE?**

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER  
All grades, from the highest "Glossy Finish" to the  
rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN  
SUPPLY IT.

**CANADA PAPER CO.**  
TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued

**Winnipeg Storage  
in BOND or FREE**

For all kinds of Merchandise.  
Negotiable Receipts Issued.  
Low Insurance

**TEES & PERSSE Limited**

Wholesale Brokers and Warehousemen  
WINNIPEG CALGARY EDMONTON

**W. A. TAYLOR**

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

**JOHN A. CHEYNE**

Wholesale Commission Broker and  
Manufacturers' Agent

Correspondence Solicited.

141 Bannatyne Ave., Winnipeg, Man.

**W. H. WILSON CO., Limited**

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

**ONTARIO MARKETS.**

GREEN FRUITS—The fruit trade is  
very brisk, and all lines are moving  
freely. Oranges are losing their su-  
premacv, and in about a week the great  
army of housewives will be marching  
to the capture of their supplies for the  
annual replenishing of fruit cellars.  
Already the luscious fruit is arriving in  
carload lots. The price is down half a

dollar, and it is expected that next  
week will see them \$3.75 to \$4.25.  
Strawberries are cheaper, and the North  
Carolinas are in. The banana trade is  
getting into Summer form but prices  
are unchanged from last week.

Oranges, California, 96's to 216's, per box	4 00
" " 250's to 324's, per box	3 50
" Mexican, 126's to 250's, per box	2 75
" Valencia, ordinary 420's,	4 75 5 00
" " large, 420's and 714's	5 75 6 00
" " Blood, 200's, 324's	3 50 4 00
Lemons, Messina, 300's 360's, per box	3 00 3 25
Grapes Almeria, per barrel	6 00 6 50
Apples, Spies XXX, per bbl	5 00 5 50
" " XX, per bbl	4 00
" Baldwins, XXX, per bbl	4 50
" " XX, per bbl	3 75
" other Winter varieties XXX, per bbl	4 00
" " XX, per bbl	3 00 3 50
" farmers', pe bbl	2 00 3 00
Bananas, per bunch	1 75 2 25
Red bananas, per bunch	2 20 2 25
Strawberries Florida per quart box	0 25
Strawberries, pints, Louisiana	0 13
Pineapples, Cubans 18's, 24's, 30's per case	4 50 5 00
Grape fruit, Florida, 28's to 64's, per box	5 00 6 50

VEGETABLES — Southern stuff is  
coming on more freely now, but the de-  
mand is increasing, too, and supplies  
are kept well cleaned up. Prices vary  
almost from day to day, but the tend-  
ency naturally is downward. The new  
things in since last week are wax and  
green beans and green peas. Radishes  
and rubarb, both local products, are  
scarce.

Potatoes, kiln dried sweet, bushel hamper	2 00
" New Brunswick, per bag	1 00
" Ontario, per bag	0 75
New potatoes, Bermuda, per bush	3 03 3 25
Onions, per bag	1 00 1 15
" Egyptian, per sack	2 75 3 00
" Bermuda, 50-lb. crates	3 75
green, per doz. bunches	0 15 0 20
Cabbage, per bbl	1 50 2 50
new South Carolina per crate	2 25 3 00
" Florida	3 00
Cauliflowers, California, per crate	3 00
Wax and green beans, per bush, hamper	4 00
Beets, per bushel	0 50
new, per doz. bunches	1 00 1 25
Carrots, per bag	0 40 0 50
new, per doz. bunches	1 00
Lettuce, per doz. bunches	0 35
Boston head, per doz	1 00 1 25
Radish, per doz.	1 75 2 00
Cucumbers, hothouse, per doz.	1 75 2 00
Mushrooms, 1 lb. boxes, per lb.	0 80
Celery, Californian, per case	4 00 5 10
" Florida, per case	2 00 2 75
Asparagus, per bunch	0 70 0 75
per doz. bunches	2 00 2 75
Beans, white, prime, bush	1 75
hand-picked, bush	1 50
Lima, per lb.	0 07
Tomatoes Floridas, 6 basket crates	4 25 5 50
Rhubarb, 1 doz. bndls.	0 50 1 20
Spinach, bush	0 25
Leeks, per doz.	0 60 0 90
Artichokes, per bag	0 50 0 75
Parsnips, per bag	0 20
Watercress, per doz. bunches	1 55
Egg plant, per doz.	0 75 0 85
Peppers, green, per small basket	0 20
Parsley, per doz.	0 35
Turnips, per bag	0 25
Mint, per doz.	0 25

**AUSTRALIAN MINISTER COMING**

It has been announced that the Aus-  
tralian Minister of Trade and Com-  
merce, Sir William Lyne, will visit  
Canada, leaving Australia by the tur-  
bine steamer Maheno, on her first trip  
from Sydney to Vancouver. It is said  
that Sir William is in very poor health  
and that he will stay some time in the  
Canadian west before coming east.

**MORE COMMODIOUS QUARTERS.**

McMahon & Broadfield, wholesale  
crocery and glassware, Toronto, are  
removing from their present quarters on  
Adelaide street to new and more com-  
modious quarters at 70 King street W.  
The present warehouses of this firm,  
taken after the big fire of two years ago,  
have not been adequate, but when in-  
stalled on King street they will have  
very comfortable quarters.

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\$3.75 to \$4.25.  
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	4 75 5 00
714's	5 75 6 00
24's	3 50 4 00
3 00	3 25
6 00	6 50
5 00	5 50
	4 00
	4 50
	3 75
X, per bbl.	4 00
X, per bbl.	3 00 3 50
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er box	5 00 6 50

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hamper	2 00
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US QUARTERS.

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# HEADQUARTERS

## For Canned Goods and Jams

ALL KINDS OF CANNED FISH, FRUITS, VEGETABLES, JAMS AND JELLIES

CONSTANTLY IN STOCK

PROMPT SHIPMENT.

CLOSE PRICES.

**J. W. WINDSOR, (Head Office) Montreal**

Canadian  
Agents:

Hamilton & Toronto, A. E. Richards & Co.  
Kingston, James Craig.  
Ottawa, James N. McIntosh.  
St. John, N.B., W. S. Clawson & Co.,

Winnipeg, Nicholson & Bain.  
Calgary, Nicholson & Bain.  
Vancouver, C. E. Jarvis & Co.  
Halifax, Secton & Mitchell.

## To Our Trade Friends

We beg to advise that we have purchased the plant of The Beaver Harbour Trading Co., Ltd., at Beaver Harbour, by which purchase we will control one of the largest factories on the Bay of Fundy. This in addition to our three factories at Black's Harbour, which are equipped with up-to-date machinery, will place us in a better position than ever to supply you with the choice pack of Brunswick Sea Foods.

Price Lists and information furnished promptly on application to

Yours respectfully,  
CONNORS BROS., Ltd.



—THE—

PINNACLE OF  
PERFECTION

# King Oscar Sardines

The most delicate sardines packed and in the purest olive oil. Keep them to the front. They pay you.

JOHN W. BICKLE & GREENING, Hamilton, Ont.

CANADIAN SELLING AGENTS

# JAMES' DOME

# BLACK

# LEAD

ALWAYS A  
GOOD SELLER

THE BEST  
YOU CAN BUY

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



## PUZZLE

FIND BETTER CHOCOLATE than  
**TOBLER'S**

Grocers, as well as their customers, have tried this, but always with the same result—Failure.

It would be easy to find "better" chocolate if it was made. But the making—"there's the rub."

**TOBLER & CO.** have a scientific process exclusively their own. The machinery used is nickel-plated, thus preserving purity of materials, and the milk is obtained from their own cattle—rich Swiss milk, not milk from "other" cows for convenience sake called "Swiss."

Much of the chocolate on the market is half sugar and chemicals. With this class of chocolate, instead of it being "Once used, always used," it is "once used, always shunned."

BE WISE. SELL TOBLER'S

**Maclure & Langley**

AGENTS Limited

152-154 Pearl St., - TORONTO  
30 Hospital St., - MONTREAL

## FOR

QUALITY,  
TASTE,  
FINISH AND STYLE

**STEWART'S**  
Chocolates and Bon-Bons

*Are Positively Unequalled.*

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY  
for you and your trade.

Send us your requirements. Return Mail  
will bring you Samples and Prices.

THE  
**STEWART COMPANY**  
LIMITED  
TORONTO

## COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,**

**Cake Icings,**

**Cream Bars, and**

**Cowan's famous Milk  
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED**  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

"The Best is none too good for my trade."  
is an old

remark—

In selling your customers

**MOTT'S**  
**CHOCOLATE**

"Diamond" and "Elite" brands  
you are giving them goods that are **Pure**  
and the **Best** for the most critical  
customer—

ALL JOBBERS SELL THEM

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

SELLING AGENTS:  
J. A. TAYLOR MONTREAL    R. S. McINDOE TORONTO    J. B. HUXLEY WINNIPEG

## CANDIED

One of the luxury is s... fragrant flow... together ne... made into co... well as into... organs, from... period.

At any rat... has got a ne... candied viole... as an accept... presented to

There is al... for sugared... catered for b... in sugar. It... that nowers... any medicina... rose leaves h... place in the

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Perhaps t... all, only a l... violet or a d... prepared i... possibly ent... cheap sweet... Globe.

## PURE

Canada su... of the world... and sugar... trees to incre... five or six... census of 19... put approxi... the money v... \$1,780,482.

There has... during the la... maple syrup... the present... an enhanced... genuine artic

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## BISCUITS AND CONFECTIONERY

### CANDIED FRAGRANT FLOWERS.

One of the latest developments of luxury is said to be the candying of fragrant flowers. The notion is not altogether new, for violets have been made into confections for the palate, as well as into bouquets for the olfactory organs, from time to time for a long period.

At any rate, it seems that the fashion has got a new impetus of late, and a candied violet is coming to be regarded as an acceptable "bonne bouche" to be presented to a lady.

There is also, we are told, a demand for sugared rose petals, which is being catered for by some enterprising artists in sugar. It can hardly be pretended that nowers made into "sweets" are of any medicinal efficacy, though damask rose leaves have long held a recognized place in the materia medica.

Whether the violet has any therapeutic qualities does not appear, though the leaves (not the flower) have just now some reputation—outside the medical faculty—as a cure for cancer.

The best that can be hoped for, if flowers are to be eaten as well as to be seen and smelled, is that they may in all cases prove to be innocuous. It is a nice question whether the perfume is always a safe guide.

Perhaps the modern craze is, after all, only a form of luxury. A candied violet or a dish of rose leaves cunningly prepared for the tea table could not possibly enter into the category of cheap sweet for the million.—London Globe.

### PURE MAPLE PRODUCTS.

Canada supplies over three-sevenths of the world's output of maple syrup and sugar. There are enough maple trees to increase the quantity now made five or six times. According to the census of 1901 the average annual output approximates 17,804,825 pounds, the money value of which is placed at \$1,780,482.

There has been an increased demand during the last few years for the pure maple syrup and sugar, and there is at the present time every assurance that an enhanced price would be paid for the genuine article.

During the past year the Minister of Inland Revenue has been taking active steps in the enforcement of Foods Adulteration Act. Instructions were given on February 1, 1905, to have sample syrups and sugars obtained and analyzed. It was decided that two collections of these should be made; one previous to the maple sugar season, in the Spring of the year, and another after the product of the season had been placed on the market.

In the first collection only 24.3 per cent. of the samples were found to be genuine, whereas in the second collection there were a great improvement,

63.4 per cent. being found to be genuine.

What the trade in sugar and syrup demands is an article that can be placed on the market, giving the name and address of the producer who made and put up these goods, and also on this same label conspicuously lettered in large type, the words, "Pure maple syrup," or "Pure maple sugar."

### BISCUIT FACTORY FOR CALGARY.

Biscuit factories seem to be the crying need of the Calgary district. There are applications and inquiries pouring in from every quarter concerning the city and the prospects for the establishment of such an enterprise.

The board of trade recently received application from a Minneapolis firm asking the city to make no arrangements with any other form of industry until such time as their representatives should reach the city.

They claim to be backed by any amount of capital, and to have all that is necessary to start an enterprise of that kind. Representatives of the company are expected to be in Calgary in a few days.

### THE BEET ROOT.

Berlin's beet contracts are 778 acres more than last year on this date, the contracts to date numbering 1,924, involving an acreage of 4,200. Waterloo county alone has given 11 contracts of 1,694 acres, while some seventeen other counties contribute to make the above total acreage. On the 602 renewed Waterloo county contracts there is an increase in the acreage over that of the same contracts last year amounting to 114 acres. The 642 renewed contracts of the outside counties give an increased acreage of 1984 over the same contracts last year. 653 new men begin beet growing this year. There are, therefore, increases all along the line in sugar beet cultivation which confirm the conclusion that farmers are making a success of beet cultivation. Between 200 and 300 acres are being added weekly to the acreage list, which is now nearly as large as the factory can accept.

### BUSINESS PERSONALS.

F. S. Urstadt, Waterloo, was one of the merchants trading in Toronto last week.

Roy Colborne and wife, Tillsonburg, spent the Easter holidays in Toronto.

T. B. Cramp, Orillia, Ont., spent the Easter holidays in Toronto.

J. R. Calderwood, of Huntsville, Ont., has been painting up his boat and getting ready for his Summer visitors. Among these he includes the grocery travelers. Some day he'll get two or three of them out together, and if the tales they tell don't sink the ship he'll know he was not born to be drowned.

## Your Opportunity

Made from the best materials, by the best process, put up in the best way, selling with regularity.

## Perfection Cream Sodas

offer splendid inducements to the Grocer, no matter where his store is.

We advertise



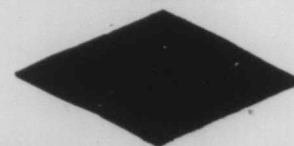
in the newspapers. The people READ, then go to their grocers TO SEE.

What are you going to say when your customers call?

3-lb. Cards or Tins

THE Mooney Biscuit & Candy Company, LIMITED, Stratford, Canada.

## DIAMOND Brand



## MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal



**THE IDEAL  
JAMS and MARMALADES**

When there is so much adulterated sealed fruit on the market, it behooves a grocer to move with caution. You cannot afford to experiment with doubtful quality or unknown brands. Your policy is to hold fast to the recognized leaders—

**SOUTHWELL'S  
JAMS AND MARMALADES**

The name **SOUTHWELL** on Jams and Marmalades is synonymous with Merit. It means the goods are A1 quality, pure.

*You are too wise to pass by Southwell's.*  
**FRANK MAGOR & CO.**  
Canadian Agents  
**MONTREAL**

**There are other Cocos**

offered for the acceptance of the trade simply because they are

**Dutch  
Van Houten's Cocoa**

gained for Dutch Cocoa the reputation that causes others to seek shelter under the name.

**Van Houten's Cocoa** continues to appeal to the trade and the public only on its **Superlative Quality and Superiority.**

**"Best and Goes Farthest."**

Made simply by adding boiling water.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO  
WATT, SCOTT & GOODACRE MONTREAL

**"Dublin Made"**

**JACOB'S  
IRISH  
BISCUITS**

Many people—grocery men among them—have been surprised to find Biscuits of such quality coming from Ireland. Each order and repeat order serves to increase the wonder of buyers, for we are always bringing out novelty after novelty, and our Biscuits never get into the rut of the commonplace

Write our agents for descriptive pamphlet and quotations.

**Canadian Agents:**  
Kenneth H. Munro  
324 Coristine Bld. Montreal  
C. & J. Jones Bros.,  
424-425 Union Bank Building  
Winnipeg  
Wilson Bros.  
Wharf St. Victoria, B. C.

**W. & R. JACOB & CO., Limited**  
**Dublin, Ireland**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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

**Always in the Lead**  
That's where you will find  
**Shirriff's Flavoring  
Essences**

when the quality race is on.

**Don't Buy Unreliables.  
The Best is Obtainable.**

MANUFACTURED BY  
**IMPERIAL EXTRACT CO.,**  
Toronto



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Registered,  
U. S. Pat. Off.  
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MOLAUCHI

45 HIGHEST AWARDS  
In Europe and America.

Walter Baker & Co., Ltd.

The Oldest and  
Largest Manufacturers of



PURE, HIGH GRADE  
**COCOAS**  
AND  
**CHOCOLATES**

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

**MAPLE** 

JUST  
MAPLE  
SYRUP  
**THAT'S ALL SYRUP**

Pure Tested Maple Syrup only is sold under Small's brand. When customer asks for it in of Maple Syrup it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York. Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**  
MONTREAL

GETTING THERE WITH THE  
HAMMER.

The traveling representative who follows also the innocent avocation of "clout plugging," a polite term for nailing up small advertising signs, will be interested in the following "warning" sent by J. F. Davis, of Tweed, some time ago to Mr. T. H. Estabrooks, St. John, N.B., proprietor of Red Rose tea. There may be some grocers throughout the Dominion who have a fellow feeling for Mr. Davis's protest. Here is what he said:

"Dear Sir,—I don't mind waiting for tea now under order, but I do mind and object to your man nailing placards on the front and most conspicuous part of my building; placards that soon fade, look scabby very soon, and which people never notice, being too common now. I object to building a nice house and have some one or more making a bill-board of it. I wish you could see the front of our store, and could count the big holes, 7 or 8, left after removing just one of your cards, and there were several strung along under both windows, leaving moldy and discolored spots which paint only can efface. Your man, and the Cow Brand soda man, especially, are due to have my most assiduous regards hereafter, and you and those clout pluggers, if they would avoid trouble, will please regard warning from

"Yours truly,

"J. F. DAVIS."

There's a short sequel to the story. The next time the Red Rose tea man called Mr. Davis extended him a warm though far from cordial reception, but before he left peace prevailed and he had pocketed another order for the flowery beverage.

ENLARGEMENT OF PLANT.

The Robert Greig Co., White Swan Mills, Toronto, are making extensive alterations to their plant and machinery, which will practically give them a capacity equal to double their present output in spices and cereals. They have taken over the whole of the premises in which their present mills are situated.

SPRAGUE


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



IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati



1845-1905

**COX'S  
INSTANT POWDERED  
GELATINE**

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

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



**UPTON'S**  
**Jams, Jellies**  
and  
**Orange**  
**Marmalade**

are standard goods. They are properly made and correctly labeled and have the confidence of the grocer and consumer.

Cultivate your Biscuit trade by ordering

**McLAUCHLAN'S**  
**Cream Soda Biscuits**

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.



# PAYNE PRINCIPLES

1. To render unto the seller that which is the seller's—Profit.
2. Never to take from the smoker one particle of his delight.
3. Always to make **Pebble** and **Pharaoh** Cigars as good as if they were for the King.
4. To stick to the Grocer through thick and thin.
5. To be Watchful in Buying, Careful in Making, Honest in Selling, Scrupulous in Charging, Prompt in Shipping, Courteous at All Times.

**J. Bruce Payne, Limited, Mfrs., Granby, Que.**



## FISHING

is all right if you catch something. But you cannot "catch" unless you have the right bait.

You don't mean to say you are trying to land the smoking trade without the aid of

### T. & B.

Might as well try to land a whale with a trout hook and a bamboo.

The average smoker will have his **T. & B.** and no other. It is dangerous to make other recommendations.

Get the right tackle. Get **T. & B.** It will help you to pull in dollars.

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

#### CIGAR C

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## TOBACCOS, CIGARS AND ACCESSORIES

### CIGAR CUTTERS—STYLES AND PRICES.

While some men might be content with a cigar cutter that cost a dime, there are other men that like something a little finer, and for such smokers there are provided good cigar cutters, which are made in great variety.

In gold cigar cutters of one familiar type, made in the form of an elongated bell, and with a little ring at the top by which the cutter can be carried on the watch chain, there are fifty or more styles, alike in their general proportions, and yet varying more or less in shape, finish and ornamentation. Some of these cutters are plain and with a polished surface, while others have a dull finish.

Among them are some beautifully etched, while still others are set with diamonds and with other jewels. A simple cigar cutter of this type could be bought for \$16, from which price they range upward in cost to as much as \$125.

But there are cheaper gold cigar cutters. One of the disk type, of about the size of a twenty-five cent silver coin, but much thinner, made to be carried in the waistcoat pocket—\$9.50 for this.

Another thin pocket cutter is oblong in outline, with a finger hole in either end. With the fingers through these holes the cutter can be closed together to cut off the tip of a cigar placed through a little opening at the centre. This style of cutter costs the same as the simplest of the bell type, \$16.

Still another style of good cigar cutter is one designed for use on a smoking table, this cutter having a gracefully modelled handle, large enough to be conveniently grasped, something in a general way like the handle on a child's skipping rope in shape, only not so big. This style of gold cigar cutter costs \$48.

While cigar cutters of some sort are more generally used, there are smokers who do not fancy cutting off the tip of a cigar, but who prefer to pierce it, and for such there are provided gold cigar piercers.

The cigar piercer is in appearance very similar to a short gold pencil, but pressure on its upper end causes to project from the other not a pencil tip, but a suitably shaped piercer with which the tip of the cigar may be pierced. Like the bell cutter, the cigar piercer is equipped with a ring by which it can be carried on the watch guard. Gold cigar piercers, according to style of finish, sell at \$24 to \$28.

### AMERICAN TOBACCO CROP SERIOUS.

"Should the next domestic tobacco crop fail, then most assuredly the cigar manufacturing industry would find itself

in a very desperate position," is how a man well versed in the affairs of the leaf market expressed himself yesterday. Continuing he said: "There is as yet, however, no call for worry: the supplies of both domestic and foreign tobaccos now in hand are sufficient to last the year, and in addition Pennsylvania, Ohio, Wisconsin and New York hope this year for the biggest crops on record. Prices are high and will certainly remain so for another year at least.

### Very High Prices.

"Better grades of domestic tobacco are at least 40 per cent. above the values ruling in normal times, while lower grades run all the way from 100 to 200 per cent. above quotations of average years. This condition is due to the partial failure of the last crop, caused by excessive rains all through the northern tobacco belt, and to 'pole sweat' injuries, the latter reducing the supply in some sections by fully 30 per cent.

### Due to Increased Demand.

"The reports that have been circulated regarding a corner in tobacco are all moonshine: there is nothing whatever in it. The present situation is due to natural causes alone—chief among which is the ever-increasing production of cigars and tobacco. The growth in the latter branch of the industry has been a veritable godsend alike to the farmer, the leaf dealer and the cigar manufacturer; it has caused a demand for the refuse, scraps and waste products of raw tobacco. Such stuff in past years

was either thrown away as waste or was sold for a cent or so per pound; to-day it brings as high as 23c. This stuff, it is said, goes mainly into the manufacture of cheap smoking and chewing tobaccos."—N. Y. Journal of Commerce.

## SWEET CAPORAL



## CIGARETTES

**STANDARD  
OF THE  
WORLD**

Sold by all leading Wholesale Houses.

## CLAY PIPES

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

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

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



# To Help You Cultivate

high-class trade—trade that calls for the best in quality  
—the only trade that is lasting and profitable—we  
make this special offer on

## SNIDER'S CATSUP

Made from  
Fresh,  
Ripe  
Tomatoes



Without  
Fermentation  
or  
Adulteration

1 Case Free with every - - - 5 Cases  
 $\frac{1}{2}$  " " " an Order for - 2 $\frac{1}{2}$  "

It takes more than the label to make Tomato Catsup. Your best customers can discriminate between "Snider's," skillfully prepared from fresh, ripe Tomatoes, and so-called catsup made from the slop and drainings of the canning factory.

CATER TO THE BEST TRADE — IT PAYS.

### SNIDER'S OYSTER COCKTAIL CATSUP AND SNIDER'S TOMATO SOUP

the same high grade as Snider's Catsup, are trade-winners.

Sole Agents for Ontario and Northwest Provinces:

**A. F. MacLaren Imperial Cheese Co.**  
Head Office, TORONTO

Quota  
The f  
responsible  
Grocer, at

Ba  
Cook's Friend—  
Size 1, in 2 and  
" 10, in 4 doz.  
" 2, in 6  
" 12, in 6  
" 3, in 4  
Pound tins, 2 d  
12-oz. tins, "  
5-lb. " 1 "

w. I  
Diamond—  
1-lb. tins, 2 doz.  
1-lb. tins, 3 "  
1-lb. tins, 4 "

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Borax, 1  
Cornstar  
Freight



ROYA  
Sizes.  
Royal-Dime .  
" 1 lb. ...  
" 8 oz. ...  
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" 12 oz. ...  
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Barrels—When  
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Crown Brand—  
1 lb. tins, 2 doz  
1 lb. " 2 "  
1 lb. " 4 "

# QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 26, 1906.

### Baking Powder.

Cook's Friend—	Per doz.	
Size 1, in 2 and 4 doz. boxes.....		\$3 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 ".....		0 80
" 12, in 6 ".....		0 70
" 3, in 4 ".....		0 45
Pound tins, 2 doz. in case.....		3 00
12-oz. tins, 2 doz. in case.....		3 40
5-lb. " 1 ".....		14 00

### W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case.....		\$3 00
1-lb. tins, 3 ".....		1 25
1-lb. tins, 4 ".....		0 75

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	8-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

### OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz....	\$0 45
" " " 1 lb., 5 doz....	0 90
" " " 1 lb., 3 doz....	1 25
Borax, 1/2 lb. packages, 4 doz....	0 40
Cornstarch, 40 pks. in a case ..	0 78
Freight paid 5 p.c. 30 days.	

### MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	5 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
3 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	8 oz.	
1 ".....	12 ".....	
1 ".....	16 ".....	\$4 55



### ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime.....	\$ 0 95
1 lb. ....	1 45
8 oz. ....	1 95
1 lb. ....	2 55
12 oz. ....	3 85
1 lb. ....	4 30
3 lb. ....	13 60
5 lb. ....	22 35

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

### CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime.....	\$ 0 83
1 lb. ....	1 33
8 oz. ....	1 90
1 lb. ....	3 45
12 oz. ....	3 70
1 lb. ....	4 65
3 lb. ....	13 20
5 lb. ....	21 65

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

### T. KINNEAR & CO.

Crown Brand—		
1 lb. tins, 2 doz. in case.....		\$1 20
1 lb. " 2 ".....		0 80
1 lb. " 4 ".....		0 45

### Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box ..	0 17
Reckitt's Square Blue, 5 box lots ..	0 16
Gillett's Mammoth, 1 gross box.....	2 00
Nixey's "Corrus," in squares, per lb.	0 16
" " " in bags, per gross.....	1 25
" " " in pepper boxes,	
according to size.....	0 02 0 10

### Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/3 gross, 4 oz.	
Reckitt's Zebra paste, 1-gro. boxes,	\$10.20
per gross.....	

### JAMES' DOME BLACK LEAD.

Per gross.	
5a size.....	\$2 40
2a size.....	2 50

### AMERICAN PURE FOOD COMPANY.

Borax "Queen."	
40-oz. case, 4 doz.....	0 40
8-oz. " 4 ".....	0 50
Lot 7 cases, freight paid.	
Conditions—2 per cent. 10 days; net	
30 days.	

### Cereals.

Wheat OS, 2-lb. pks., per pkg.....	0 08
" 7-lb. cotton bags, per bag.....	



Freight prepaid.

### Chocolates and Cocoas.

THE COWAN CO., LIMITED.	
Cocoas—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" fancy tins.....	2 00
" 5-lb. tins, for soda water	
fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins,	
doz.....	3 55
Chocolate—	
Queen's Desert, 1/2's and 1/4's.....	\$0 40
" 6's.....	0 42
Mexican Vanilla, 1/2's and 1/4's.....	3 35
Royal Navy Book, ".....	0 30
Diamond, ".....	0 25
" 8's.....	0 28

### Icings for cake—

Chocolate, pink, lemon color, lbs....	\$1.75
Orange, white and almond, 1/2-lb....	1.00

### Confections—

Cream bars, large boxes.....	\$2.25
" small.....	1.35
Chocolate ginger, lbs.....	3.75
" 1-lb. boxes.....	2.25
" wafers, 1-lb. boxes.....	1.50
" 1-lb. boxes.....	1.50

### Chocolate—

Caracac, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

### Cocoas—

Concentrated, 1/2's, 1 doz. in box ..	2 40
" 1-lb. ".....	4 50
" 1-lb. ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes ..	
" 1/2's, 12 lb. boxes.....	

### EPPS'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per	
lb. ....	0 35
Smaller quantities.....	0 37

### BENDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co.,	
Limited, Agents, Toronto.	
1 lb tins, 4 doz. to case.....per doz.,	\$ 90
" " 4 " " " " " " " " " " " "	2 40
" " 2 " " " " " " " " " "	4 75
" " 1 " " " " " " " " " "	9 00

### JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Torontr.



Elite, 1/2's.....	Per lb. \$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " " " " " " " " " " " " "	0 35
" No. 1 chocolate, 1/2's.....	0 30
" Navy " " " " " " " " " " " "	0 27
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's and 6's.....	0 23
Confectionery chocolate, 1/2's to 3/4	0 31
Sweet chocolate liquors, 30c. to 0 34	

### WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 40
Cracked cocoa, 1-lb. pks., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 a,	
per box.....	3 00
Scoble chocolate (hot or cold soda)	
1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box,	
per box.....	1 56
The above quotations are f.o.b. Montreal.	

### WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal	
Breakfast cocoa—	
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	
Sweet chocolate powder—	
5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pks., 30c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pks., 30c.	

### Milk chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pks., 28c.	
100 2-cent pieces in box, each.....	\$1.25

### Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1.25
6-lb. bxs., 12 bxs. in case, 1-lb. tins, 26c.	
6-lb. bxs., 12 bxs. in case, 1-lb. tins, 25c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pks., 25c.	

### Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1-lb. pks., 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pks., 22c.	
6-lb. " 12 " " " " " " " " " "	22c.

### Go'd Medal chocolate powder—

5 lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

### XXXX chocolate powder

5-lb. tins, 10 tins in case.....	27c.
10-lb. tins, 10 tins case.....	25c.

### TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " (20).....	2 42

### Condensed Milk.

"Anchor" brand, cases 4 doz., per case	\$5 00
evap. cream, cp. sd. " " " "	4 85

### BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
Cases, Doz.	
"Eagle" brand (4 doz.).....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00
Evaporated cream—	
"Peerless" brand evap. cream.....	4 75 1 20
hotel size.....	4 90 2 45



### TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream	
per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5.60



### Coffees.

#### THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha.....	0 31
Nectar.....	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-	
lb. glass jars.....	0 30
English Breakfast, ground only 1-	
lb. tins.....	0 12

#### JAMES TURNER & CO.

Mecca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 30
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

#### E. D. MARCEAU, Montreal

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27 1/2
"Condor" Java.....	0 30
Arabian Mocha.....	0 30
15-year-old Mandheling Java and	
hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48	
tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	43c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

#### S. H. & A. S. SWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-	
lb. cases.....	32
Mocha and Java coffee, in 2-lb. tins, 30-	
lb. cases.....	29

### Cheese.

Imperial—Large size jars.....per doz.	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	15 00
Roquefort—Large size.....	1 40
Small size.....	2 40



**"Batger's"**

**Lime Juice  
Lemon Squash**

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them.

They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

**Rose & Laflamme**  
Montreal - Toronto

**ABOUT  
HALF  
THE  
MAPLE  
SYRUP  
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

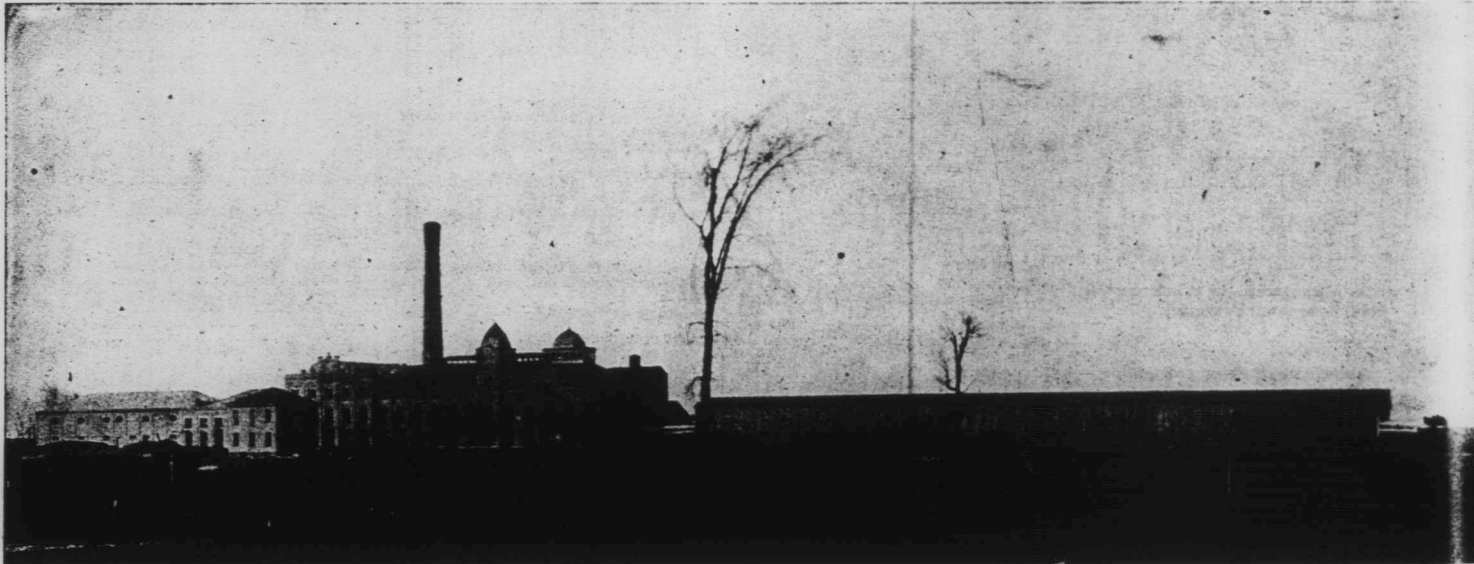
Which "half" are you selling?



$\frac{1}{2}$

ROSE & LAFLAMME, Agents, Montreal

**GRANULATED SUGAR Extra Standard  
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest  
As Sweet as the Sweetest*

*Equal to Any for All Purposes  
ASK FOR IT*

**ONTARIO SUGAR CO., Limited, - BERLIN, Ont.**

Coupon  
For sale in Can  
Limited, Tor  
File, Montrea  
\$1, \$2, \$3, \$5.

In lots of less  
books, 1 kind  
100 to 500 books  
100 to 1,000 books

Allison's  
\$1 00 to \$3 00 bc  
5 00 books ....  
10 00 " ....  
15 00 " ....  
20 00 " ....  
25 00 " ....  
50 00 " ....



The Davidson

Inf  
Robinson's paten  
" "  
" "

Jam  
SOUT  
Frank M  
Orange marmala  
Clear jelly marr  
Strawberry W. E  
Raspberry "  
Apricot "  
Black currant



# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



## PROGRESSION Is the Order of the Day

The time was, when the possible utility of steam and electricity was a dream.

Great strides have been made in the direction of improvement in every department, by which the wheels of commerce are kept moving.

No greater improvement has been shown than in the perfection of manufactured Spices, and BRAID'S AROMATIC SPICES stand to-day on the highest point above all other spices for a pure unadulterated product.

Lay aside your prejudice! Keep pace with the times! Try BRAID'S AROMATIC SPICES, and they will be money in your pocket.

Braid's Best Teas and Coffees, just what the name implies. Nothing more, nothing less.

A postal will bring samples and quotations.

**WM. BRAID & CO., - Vancouver, B.C.** BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

### Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

### Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "



### Cleaner.

Per doz.	4-oz. cans	\$ 0 10
	6-oz. "	1 35
	10-oz. "	1 85
	Quart	3 75
	Gallon	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

### Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	1-lb. tins	1 25
" "	1-lb. tins	2 25

### Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 75

Other jams.....\$1 55 1 90  
Red currant jelly..... 2 75

### T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case.....	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate.....	per lb. 0 06 1/2
7 and 14-lb. wood pails.....	per lb. 0 06 1/2
30-lb. wood pails.....	0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07
7 and 14-lb. wood pails, 6 pails in crate.....	per lb. 0 06 1/2
30-lb. wood pails.....	0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....	per doz \$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate.....	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate.....	per lb. 0 09

### Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....	\$0 08 1/2
1-bbls.....	0 08 1/2
Tubs.....	0 82
Cases, 3-lb. tins.....	0 09
" 5-lb. "	0 09 1/2
" 10-lb. "	0 09 1/2
20-lb. wooden pails.....	1 80
20-lb. tin pail.....	1 70
Wood net, tin gross weight.	

### Liciorice.

NATIONAL LICIORICE CO.

5-lb. boxes, wood or paper.....	per lb. \$0 40
Fancy boxes (36 or 50 sticks).....	per box 1 25
" Ringed " 5-lb. boxes.....	per lb. 0 40
" Acme " pellets, 5-lb. cans.....	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar liciorice and Tolu wafers, 5-lb. cans.....	per can 2 00
Liciorice lozenges, 5-lb. glass jars.....	1 75
" 20 5-lb. cans.....	1 50
" Purity " liciorice 10 sticks.....	1 45
" " 100 sticks.....	0 75
Juice large cent sticks, 100 in box.....	

### Lye (Concentrated).

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.....	\$3 60
3 cases of 4 doz.....	\$3 50
5 cases or more.....	\$ 40

### Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

### Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins.....	per doz \$1 40
" 1-lb. tins.....	2 50
Durham 4-lb. jar.....	5 00
" 1-lb. jar.....	0 75
F. D., 1-lb. tins.....	per doz 0 25
" 1-lb. tins.....	per doz 0 85
" 1-lb. tins.....	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins.....	per lb. \$0 35
1-lb. tins.....	0 35
1-lb. tins.....	0 32 1/2
4-lb. jars.....	per jar 1 30
1-lb. jars.....	0 35

### Old Crow," 12-lb. boxes—

1-lb. tins.....	per lb. 25
1-lb. tins.....	0 23
1-lb. tins.....	0 22 1/2
4-lb. jars.....	per jar 0 70
1-lb. jars.....	0 25

### Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass.....	\$1 50
quart gem jars.....	\$ 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case.....	per doz \$1 00
Home-made, in 1-lb. glass jars.....	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06 1/2
Golden shred marmalade, 2 doz. case,	
per doz.....	1 75

### Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.

36 large size pkgs., per case.....	\$ 40
72 small.....	5 40
Assorted 18's and 3's.....	5 40
In bulk—Bbls. 5-lb., per lb.....	0 25
" 4 bbls. 2-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

### Soda.

COW BRAND.



Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND

No. 1, cases, 60 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 85
5 cases.....	2 75

### Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....	per gross \$10 20
" black.....	15 30
Oricole soap.....	12 30
Gloriola soap.....	12 00
Straw hat polish.....	10 30

### Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.....	\$ 0 05 1/2
No. 1 " 3-lb. "	0 05 1/2
Canada laundry.....	0 05
Silver gloss, 5-lb. draw-lid boxes.....	0 07 1/2
Silver gloss, 5-lb. tin canisters.....	0 07 1/2
Edward's silver gloss, 1-lb. pkg.....	0 07 1/2
Kegs silver gloss, large crystal.....	0 06 1/2
Benson's satin, 1-lb. cartons.....	0 07 1/2
No. 1 white, bbls. and kegs.....	0 05
Canada White Gloss, 1-lb. pkgs.....	0 05 1/2
Benson's enamel.....	per box 1 25 to 1 50













THE CANADIAN GROCER

# Ten Cent Glassware

NEW LINE JUST RECEIVED—  
ALL STAPLE PIECES—  
JUGS, CREAMS, BUTTERS,  
BERRIES, CELERIES, Etc.

WRITE FOR LIST

**GOWANS, KENT & CO.**  
TORONTO LIMITED

# FOR A YEAR PAST

we have been quietly but firmly establishing ourselves in the manufacture of **CANNED FRUITS AND VEGETABLES** having, as our superintendent one of the ablest processors in America.

## LAUREL CANNED GOODS

are now an assured success.

(Both consumer and grocer agree there.)

We have still some choice fruits on hand.

Write us.

**J. H. WETHEY, Limited, St. Catharines**  
MANUFACTURER CANNERS  
Wethey's Mince Meats Laurel Canned Goods



# C & B

## Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts,  
Girkins, and Onions

Corked 1/2 pts. and pts., and Octagon 1/2 pts. and pt. bottles

**C. E. Colson & Son, Montreal**  
Agents

C

VOL. XX.

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