

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

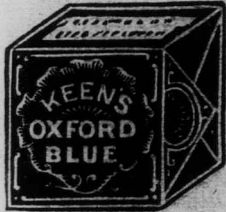
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, MAY 10, 1907.

NO. 19.



On every grocer's shelves

## Keen's Oxford Blue

stands out prominently as the most favored line of laundry blue. Merit is the only thing that has placed it there.

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

## The Original Yellow Package is Benson's "Prepared" Corn

Made from the finest selected corn, it is acknowledged to be superior to any preparation of a similar kind from the United States or Great Britain.

Stock the original Benson's Prepared Corn.

**EDWARDSBURG STARCH CO., Limited**

53 Front St. East  
TORONTO, Ont.

ESTABLISHED 1858  
Worcester,  
CARDINAL, Ont.

St. James Street  
MONTREAL, P.Q.

# C. & B. Labels

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

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

**CROSSE and BLACKWELL,**

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

**C. E. COLSON & SON,**

MONTREAL.

**SPECIAL LINES WORTH STOCKING:**

Chutney, Curry Powder and Paste, Cash, White,  
Oriental Pickles, Olives, Chutney Sauce.

# ORDER NOW

## "Thistle" Finnan Haddies

Pickles that always please. Sound piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

Packed in Scotland.

Distinguished from all others because **REAL HADDIE**. Many times better than any other packed because not cheap mixed fish. An honest production from best material. Palatable, wholesome. Keep perfectly in any climate. "The Haddie that draws trade and holds it."

## Hannah's Pickles

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents

Montreal.

Toronto.

## Fry's Cocoa.

Absolutely Pure Cocoa with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

*Sold by leading wholesalers*

May 10



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

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

**MONTREAL.**

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

**TORONTO.**

**PRUNES**  
"CARNATION" BRAND  
SANTA CLARAS  
IN STORE  
Quotations at request.  
**Anderson, Powis & Co.**  
Toronto Agents

**CALGARY**

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

**REGINA.**

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

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

**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.

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

**TORONTO.**

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

**IF YOU DO NOT KNOW  
RICHARD TEW & CO.**  
you ought to—especially if accounts are growing old and doubtful. Write them at either address.  
23 Scott St. or 28 Front St. East  
TORONTO, ONT.

**HAMILTON.**

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

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

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

**MONTREAL**

**FOR SALE**  
Cheap for cash, Fruit Cleaning  
Plant with Date Press. In good  
running order.  
**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

**EVAPORATED  
APPLES**  
BEST PRICES FROM US  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

**VANCOUVER.**

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

**WINNIPEG.**

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

(Continued on page 4.)

The first and the last—

**The First** call to your attention of

## "Bee" Jelly Powders

Packed 6 packages in a carton, to sell at **25c.**  
Each package makes a pint of exquisitely  
flavored jelly.

**Easily** the **best** and **cheapest** on the market.

We have secured a shipment of the well known

## "Bullocks" Pure Maple Syrup

In  
wine hf.-gal.  
tins only.

There's nothing finer produced.  
Only a limited supply, so  
**order now.**

**Just Now** you will find Pitted Prunes exceeding  
popular with your trade.

The best you can get in this line are our

"VALLEY VIEW" **PRUNES** In  
PITTED 1-lb.  
packages

They will sell well even after the regular  
demand has fallen off.

**Our prices are tempting.**

**The Last** chance you will likely have to save an  
extra 25c. per case on

**ROLLED OATS** In 5-lb. packages  
with handsome  
premium.

We have sold just about 1,000 cases of this  
line, and have a small lot which we offer  
subject to being unsold.

**Better order at once.**

THE **EBY, BLAIN CO., LIMITED**

Wholesale Grocers

**TORONTO**

Were you  
ever surprised  
?

at the sale of some article  
that has not been extensive-  
ly advertised or has not  
taken much time or energy  
to make go—

You'll be more than sur-  
prised—you'll be delighted  
—with the sale of

## "MEAT OF WHEAT"

the finest of all breakfast  
foods—

There is richness about the  
flavor that is hard to imitate  
and is not found in any of  
the similar preparations on  
the market—

## It Pays to Sell It

Cases of 3 doz.

**\$4.20 case**

or 30c. a case more profit  
than any other 15c. retailer.

## What's More—

Its a repeater—don't be  
afraid to try a case.

From your jobber or—

The **Western Milling Co.**  
Limited

**TORONTO, CAN.**

Manufacturers' Agents—Continued.

**H. W. MITCHELL**  
WINNIPEG, MAN.

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

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

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

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

**ASHLEY & LIGHTCAP**

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

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

**SHALLCROSS, MACAULAY & CO.**  
VICTORIA and VANCOUVER, B.C.  
GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL  
" " "DAN" INCANDESCENT LAMPS—COAL OIL

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



**CANADA PAPER CO.**

Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...

**BRADSTREET'S**

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World  
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.  
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.  
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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



Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

**COMMON SENSE**

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

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

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

A LARGE margin of PROFIT awaits you if you will keep CANNED CHERRIES to the front for the next few weeks.

# CHERRIES

Keep a glass dishful of BOWLBY'S HORSESHOE BRAND Cherries on your counter, and TALK CHERRIES. It will pay you.

**OUR NAME YOUR GUARANTEE**

"CANADIAN CANNERS, Limited"

## Reputation

That word means more to the grocer than to any other merchant on earth. People may buy inferior boots and shoes, they will buy shoddy clothes; but when it comes to groceries they demand

**Purity                      Wholesomeness                      Quality**

These words have controlled our business, because we were just as anxious about our reputation as any grocer could be. While this goes far towards explaining the popular demand for

# OLD HOMESTEAD BRAND

there are other reasons for the superiority of **the popular brand** which some merchants may overlook. Details, which other canners consider of no consequence, receive careful attention, and fruit and vegetables canned in our factory are never clear of the scrutiny of an expert until they are sealed up in the air-tight cans. Perhaps we do take extraordinary precautions, but the fame of

## OLD HOMESTEAD BRAND

and its popularity demand that much—no more, no less. Mr. Grocer! You know the women of Canada would not be so united in their insistence for **Old Homestead Brand** of canned goods if it were only a good brand. The demand for **Old Homestead** goods goes on increasing because **the brand** is incomparable.

Have you mailed your test order?

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**The Old Homestead Canning Co.**  
**PICTON, ONTARIO**



# From a Purely Business Standpoint

## Substitution is Dangerous



BLACK-GREEN-MIXED

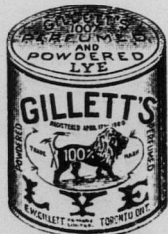
When a customer tells you that she wants "SALADA" don't imagine it's the result of mere fancy.

She knows she wants it, and she knows why.

You may succeed in substituting once or even twice but the idea remains in her head. You may smother the idea for a time, but you can't drive it out, and if you hesitate to supply the demand, the natural inference is that you have a mercenary motive, and that in order to get "the best tea on the market" she must change her grocer, and this is what she invariably does.

Can you grasp what this loss of trade and prestige means to you in the course of a year? And, can you afford it? THINK THIS OVER.

## A Cleaner That Cleans.



¶ Gillett's Lye cleans everything so thoroughly that it is indispensable these house-cleaning days.

¶ Wide-awake Grocers everywhere know

## Gillett's Lye

is the cleaner most housekeepers use.

¶ It is splendidly advertised and yields a substantial profit.

¶ Do you sell it?



ESTABLISHED 1852.



## STERLING BRAND PICKLES

head the list in quality, satisfaction and quick selling.

*The Favorite Made-in-Canada Pickle*

### The T. A. LYTLE CO.

Limited

TORONTO, - CANADA



## National Licorice Co.

Brooklyn, N.Y.

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

Montreal Depot, 17 St. Therese St.,  
J. M. BRAYLEY, Agent.

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

## "Gingerbread"

BRAND

## Molasses

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

Put up solely by

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

## When buying your Valencia Raisins

Ask your Wholesaler  
for these Reliable Brands

## MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

4 Cr. Layers  
Selected  
Fine Off Stalk

## They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL  
TORONTO

## Hundreds of Grocers

in Canada are making  
money selling



## Paterson's Worcester Sauce

This is the Sauce that always  
gives satisfaction to the user,  
and amply rewards the re-  
tailer. If you are not already  
selling it, why not begin now?

ROSE & LAFLAMME  
Agents, Montreal

“O.K.”  
REGISTERED

## England's Foremost Fruit Sauce

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

Muscatsels, from Malaga	Raisins, from Valencia
Cane Sugar, from West Indies	Mangoes, from West Indies
Rranges, from Seville	Ginger, from Jamaica
Ned Peppers, from Zanzibar	Capsiouns, from Zanzibar
Cutmege, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Garlics, from Italy
Shallots, from Channel Islands	Soy, from India
Virgin Malt Vinegar	Lemons, from Messina

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

### \$5000 Challenge

We Guarantee every ingredient of the

#### "O.K." SAUCE

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

*Georg Mason & Co. Ltd.*

# MASON'S 'O.K.' SAUCE

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

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

**GEO. MASON & CO., LTD.,**

LONDON, Eng.

Telephone, Main 6285

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

# PRUNES

*We have a low price for 40/50s in 25-lb. boxes.*

## Thomas Kinnear & Co.

Wholesale Grocer, TORONTO and PETERBORO

### THE DOMINION SALT AGENCY

LONDON, ONT.

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

---

### THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

### DOME BLACK LEAD

There has been a big demand for this article this season and it still keeps increasing. The goods are right—that's the reason.

## JAMES DOME

is the finest stove polish on the market. Sort up your stock.

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



# DELICIOUS

Nothing else so properly describes our

## White Swan blend

It is a Coffee prepared for particular people. Its peculiar excellence always satisfies. It is a Coffee that sells readily and **stays sold**—the kind that critical customers come back for. The handsomely decorated pound tins are an ornament to any store. High grade throughout. Try a lot.

**THE ROBERT GREIG CO., LIMITED**  
TORONTO

### GREIG'S White Swan BRAND



# PHENIX!

This is the name of the new washing powder we are putting on the market.

Have you had a trial order yet? Many grocers have already sent in repeats. They find Phenix sells wonderfully well.

It's the season to push Phenix, and live grocers are making money through handling it.

**Are you a live grocer?**

Let us tell you more about Phenix. We will if you write us.

**AGENTS REQUIRED EVERYWHERE!**

Distributing Agents for Canada


## C. A. CHOUILLOU & CIE.

14 Place Royale                      MONTREAL

# 2-in-1

A shoe polish does not capture the world's markets unless it is better—a good deal better—than competitive brands. The success of

## 2 in 1



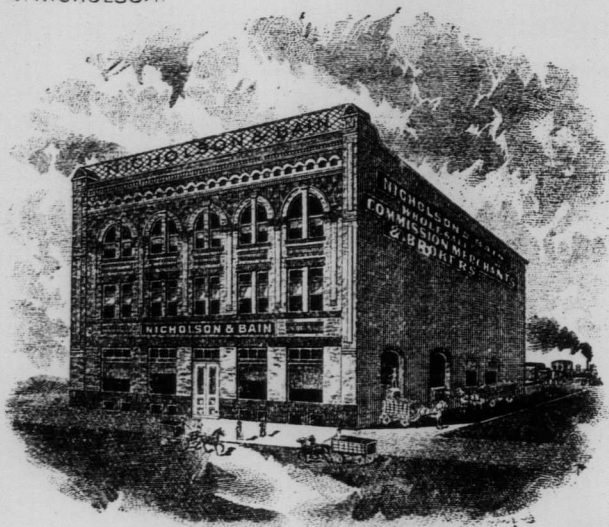
must be credited in the main to its sheer superiority over all other liquid and paste polishes. Then we advertise universally and persistently. That helps some. Stock **2 in 1**.

Tell your jobber that you read about **2 in 1** in The Canadian Grocer.

## The F. F. Dalley Co.

LIMITED  
Hamilton, Canada.                      Buffalo, U.S.

CODES,  
A.B.C. 4<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901.



BANNATYNE ST. EAST  
TRANSFER TRACK.

NO. 3

*Winnipeg*



CALGARY BRANCH NICHOLSON & BAIN

## Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

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

**NICHOLSON & BAIN**

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG  
Established 1882

CALGARY

WINNIPEG

EDMONTON

## TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

**We are still open for a few more good lines.**

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Manager.**

**144 Water Street**

**VANCOUVER, B.C.**

## St. George's Baking Powder



*Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods; . . . they are buying the best to be had."*

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

**National Drug and Chemical Co. of Canada, Limited, Montreal**

# GET IN LINE

If you are a progressive, up-to-date manufacturer  
If you are open to increase your business  
If you want the people to buy your goods  
If your line is pure and will stand the test  
Then

secure at once your booth at the

## Greater Montreal Pure Food Show

to be held in the **Stadium**, corner of St. Hubert St.  
and Duluth Ave., Montreal.

**From July 1st. to 7th., 1907**

Only a few weeks left to get busy. Only a few booths remaining.  
Do not delay another day.

Write for prospectus and full information to

=====  
**Montreal  
Grocery Clerks  
Association**

J. B. E. POIRIER, Treasurer

74 Notre Dame St. E.

**Montreal**

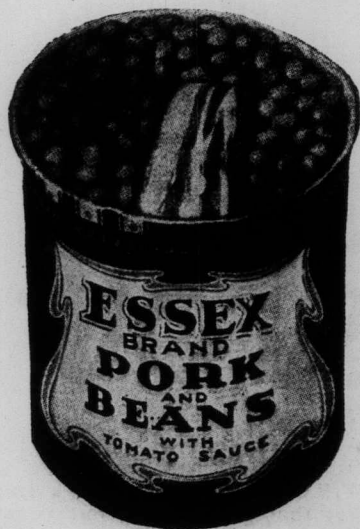




There is no magic about our Coffee—simply the best Coffee berries grown, blended and roasted as well as we know how after 40 years' experience.

**Chase & Sanborn,**  
The Importers, Montreal

### *Profits Direct and Indirect*



One excellent brand of goods has been known to build up a paying trade. There may be other reasons why most shrewd Grocers Stock

### **ESSEX PORK and BEANS**

but that one is strong enough to be important. There is a world-wide hunger for Pork and Beans of approved and known quality. To say nothing of the extraordinary goodness of our brand, our wide and systematic advertising in the popular dailies and weeklies has had its effect. Are you profiting by our advertising?

**The Essex Canning and Preserving Co.**

8 Wellington St. E., - TORONTO

## 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 522

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171

Telephone orders receive prompt attention

## Wholesale Grocers and Jobbers

When estimating Spring requirements  
get our prices on following lines:

Raw and Refined

Walnuts

Raisins

Sugars

Almonds

Currants

Molasses

Filberts

Shelled Nuts

Either for import orders or from spot consignments

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

## KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the highest medical authority of the World, the London "LANCET," which, after appointing a special analytical Commission to investigate Kops Ale testified as follows:—"It has nothing that is injurious, but is, on the contrary, a palatable beverage, possessing distinct tonic and invigorating properties."

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS.

HUDSON'S BAY CO., Vancouver, B.C.,

KENNETH MUNRO, Coristine Bldgs., Montreal

W. L. MacKENZIE & CO., Ross Avenue, Winnipeg.

KYLE & HOOPER, Front St. East, Toronto

ROYAL STORES, St. John's, N.F.

KOPS BREWERY,

-

FULHAM, LONDON, S.W.

# Tartan BRAND

SIGN OF PURITY

**Rice** Our travellers have a big snap in Japan Rice.

**Prunes** All kinds and sizes from 30/40 to 90/100, also packages.

**Figs** We can interest you.

**Vinegar** Order the best Imperial.

**Marmalade** New season Wagstaffe's Fig and Lemon.

We control **TARTAN BRAND** Teas, Coffees, Spices, Extracts, Canned Fruits, Fish and Vegetables. **Phone 596. Free to Buyers.**

## BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

THE LATEST ON THE MARKET

### BEE BRAND JELLY POWDER



Retails at 6 for 25c. with good profit. An enormous seller.

Our **Special Box** contains six flavors—

**RASPBERRY  
STRAWBERRY  
LEMON  
PINEAPPLE  
CHERRY and  
NUTTO**

but we pack any flavor required.

Write us for free samples and prices

**Snowdon, Forbes & Co.**  
449 St. Paul Street  
**MONTREAL**

### There's Money in a Cough

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

### Mathieu's Syrup of Tar and Cod Liver Oil

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

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

**J. L. MATHIEU CO.,**  
Proprietors **SHERBROOKE, P.Q.**  
For sale at all druggists  
and general stores.

**YOU CANNOT AFFORD TO**

offer your customers anything but  
the highest quality in Vinegar—  
and hope to keep their trade!

**Imperial White Wine**

stands for perfection in Purity, Flavor  
and Quality

—  
*Ask Our Travellers*  
—

**W. H. GILLARD & CO.**

*Wholesale Grocers*

**HAMILTON**

Branch House—Sault Ste. Marie

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

**THE  
CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

There has been a remarkable change in the  
tea trade during the past twelve months.  
People who have been temporarily deluded into  
trying teas "equal to and just as good as

**Japan Teas"**

have gone back to the genuine and inimitable  
teas of Japan—

There are no teas like Japans  
for Purity and Healthfulness.

It pays you to sell

Canada's Best Toilet Soap

BEST INFANTS' BEST  
 FOR DELIGHT FOR  
 LITTLE SOAP BIG  
 FOLKS FOLKS

Big profits—pleased customers

Write for prices and samples

John Taylor & Company

TORONTO

Avoid substitutes or imitations

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons, but chiefly because of its purity and goodness. The shrewd grocer features

# Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP**.

=====  
**The Guelph Soap Co.**

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

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

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

The **ROYAL CROWN** Limited,  
Winnipeg, Man.

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

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

21



Established Over 50 Years

# DARLING & BRADY

Manufacturers of

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

SAMPLES AND PRICES  
ON APPLICATION

96 St. Charles  
Borromeo Street,

Montreal

### 3 REASONS

WHY YOU SHOULD CARRY A SUPPLY OF

# "MELAGAMA"

MOTHER'S FAVORITE TEA

**FIRST**—BECAUSE IT IS UNDOUBTEDLY AN A1 TEA IN EVERY RESPECT—TEST IT YOURSELF

**SECOND**—BECAUSE IT'S WELL ADVERTISED

**THIRD**—BECAUSE AS A RESULT OF ABOVE COMBINATION THE DEMAND IS GREAT AND IS INCREASING DAILY.

**REGARDING BULK**s—We carry a full line—On account of buying at the right time we can offer you some bargains—Let us know your requirements.

**MINTO BROS., Importers and Blenders, TORONTO**



### Capstan Brand

PURE JAVA AND MOCHA  
GROUND

### COFFEE

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

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

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



### Competition Can't Conquer

our "White Moss Coconut" either in purity or excellence.

Our Motto

Once a customer, always a customer.

**Canadian Coconut Company**

107 LaGauchetiere St. West

**MONTREAL**

## We Are Now Settled

for business in our new premises

**58 McGill Street**

where we will be pleased to see all our friends. We solicit enquiries.

Get Our Prices.

**S. J. CARTER & CO.**  
**MONTREAL**

## TENTS

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

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

**The Gourock Ropework Export Co., Limited**

28 St. Peter Street, Montreal

## Mr. Grocer!

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

## IVORINE

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

**ST. LAWRENCE STARCH CO.**

LIMITED

**PORT CREDIT, ONT.**



## Purity and Excellence

Not always is it possible to obtain both **purity** and **excellence** in maple syrup and maple sugar.

It requires experience to manufacture maple syrup that will stand the test of Government analysis and go through the fire of a public's test of excellence.

Our "PRIDE OF CANADA" brand of Maple Syrup and Maple Sugar stands the test of purity and excellence every time. That's why it sells. We have the experience which enables us to turn out such a brand—a brand we will back against all others.

You should sell it. Write us if you don't.

**The Maple Tree Producers' Association**  
Waterloo, - Quebeo

Sell Your Customers

# PURNELL'S

## Sauces—Pickles—Vinegar

and it follows  
as surely as the  
Night the Day

*that you will please them*

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

EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.  
R. JARDINE, ST. JOHN, N.B.  
H. HASZARD, CHARLOTTETOWN, P.E.I.  
R. MITCHELL & Co., 26 St Peter St., QUEBEC.  
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.  
BIOLE & GREENING, HAMILTON, ONT.  
CARMAN ESCOTT Co., 722 Union Bank WINDYFALL MAN.  
O. E. JARVIS, & Co., VANCOUVER, B.C.  
KYLE & HOOPER, 27 Front Street East, TORONTO.



## Dirty Canvas Shoes

MADE PERFECTLY  
CLEAN AND WHITE  
BY USING  
WHITTEMORE'S  
"QUICK WHITE"  
COMPOUND

In liquid form, so can be QUICKLY and EASILY applied. No white dust. No rubbing off.

To those using the hard white cakes put up in metal or wood boxes, would say that by using "Quick White" you will have your shoes all finished before you could get the hard cakes softened up enough to begin using.

Just try "Quick White" once and it will work so quick and easy and make your shoes look so clean and white that you will always use it. Also the following colors for canvas shoes: Baby Blue, Alice Blue, Red, Green, Pink, Lavender, Champagne, Coral, Purple, Light and Dark Gray; in the same sizes and at the same prices as "Quick White."

For 1907 a sponge in every bottle, so always ready for use.

Large, per gross, \$24.00;  
10c. size, \$10.00.



## DANDY RUSSET COMBINATION

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross \$24.00

STAR RUSSET COMBINATION  
10c. size, per gross, \$9.00.

RUSSET PASTES  
Dandy, large, gross, \$9.00

Red Fox, med. gross, \$5.00

"ELITE" Combination.



The only first-class article for ladies' and gents' "Box Calf," "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of Box Calf leather. Contains oil, and positively nourishes and preserves leather and makes it wear longer.

Blacks and polishes.  
Per gross, \$24.00

"BABY ELITE" Combination, 10c. size, per gross, \$10.00.

Whittemore's Polishes Won the "GRAND PRIZE" at St. Louis over all competitors.



## "GILT EDGE"

The only black dressing for Ladies' and Children's Shoes that positively contains OIL. Softens and preserves. Imparts a beautiful lustre. Largest quantity, finest quality. Its use saves time, labor and brushes, as it

SHINES WITHOUT RUBBING

Always ready to use. Also for gents' kid, kangaroo, etc.

Per gross, \$24.00.

## "Superb Patent Leather Paste."



For giving all kinds of Patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather.

Large size, per gross, \$9.00  
Medium size, in blue tin boxes, per gross, 5.00  
Per doz., 1-4 lb. boxes, 1.80  
Per doz., 1-2 lb. boxes, 3.00

THE WORLD'S STANDARD

# WHITTEMORE BROS. & CO.

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World.

ASK YOUR JOBBER FOR WHITTEMORE'S SHOE POLISHES.

# PRUNES

40/50s, 50/60s. in 10-lb. and 25-lb. boxes. Smaller sizes in 25-lb. boxes. Attractive prices.

**THE DAVIDSON & HAY, LIMITED,**  
Wholesale Grocers, TORONTO

## "EDINBURGH'S PRIDE"



EVERY BOTTLE OF

### Symington's "Edinburgh" Coffee Essence

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

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

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

**Thos. Symington & Co.**  
**EDINBURGH**

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

## TAINTED MONEY--NOT WANTED

Concerns canning tainted fruit and vegetables may accept tainted money. We can't. Our system of inspection eliminates goods showing the least sign of decay, while our process of canning The Lasting Goodness only found in the appetite-provoking

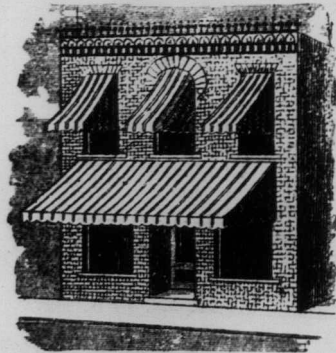
## Riverdale Brand

That's the brand of canned goods you want to stock if the opinion of your customers means anything to you.

**The Lakeside Canning Co.**

WELLINGTON, ONT.

Limited



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

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL  
JOBBER'S

3/4-lb. tins—8 doz. in case.



# CANADA'S DEMANDS

New York, April, 1907

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive quick attention. On May 1 our new Canadian branch, under the management of Mr. A. E. Carson, will be opened at 75 Front Street East, Toronto, where all correspondence relative to the Canadian trade should be addressed.

Tea  
Merchant



HIS MAJESTY THE KING

By Special  
Appointment

**NO** MORE DISAPPOINTED CUSTOMERS  
MORE BROKEN PACKAGES  
QUALITY EQUAL TO LIPTON'S

THE FINEST TEA  
IN

THE FINEST PACKAGE

—FROM OUR OWN TEA GARDENS

—PACKED IN AIR-TIGHT TINS ONLY

# LIPTON'S TEA

Over 1,000,000 Packages Sold Weekly



### 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

# CAMP COFFEE

**Fore-warmed is Fore-armed**

Not the usual way of putting it, but equally true in this case. ☞ Try 'CAMP' Coffee yourself—try it to day—then you will be armed with the best arguments in its favour. You will know it for yourself as a delicious, economical, and easily made coffee—and will heartily recommend it to your customers.

☞ 'Camp' yields you a handsome profit—sells easily, sells quickly, never deteriorates.

*Made by R. Paterson & Sons, Coffee Specialists, Glasgow.*

**Agents:**  
**ROSE & LAFLAMME, Montreal**

**Pure Food is Essential to Good Health**

Grocers Buy

## Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new—a fine spring tonic. Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

### Wagstaffe, Limited

PURE FRUIT PRESERVERS  
HAMILTON, ONT.

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

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# HOT FOOD WITHOUT FIRE

For the PROSPECTOR  
 For the WAGON FREIGHTER  
 For the CAMPER  
 For the CANOEIST  
 For the YACHTSMAN  
 For the HUNTER  
 For the HOSTESS

**CANNED SOUPS**  
**CANNED PORK and BEANS**

of the choicest quality on the market, put up in tins which are

### Self-Heating

The latest idea in prepared foods.

Our travellers have full particulars. If they don't call, order a sample case by mail.

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

### To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,  
CANADIAN GROCER,  
Montreal and Toronto.



## OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.  
The only castile laundry soap on the market.  
A distinctly Olive Oil soap.

Manufactured by

**The CANADIAN CASTILE SOAP CO., Limited**  
Berlin, Canada

THE BEST **LAUNDRY SOAP**

# Vinegar

The only vinegar to buy is the one that keeps the trade; not the cheapest, nor widest advertised, nor best labelled, but the one that brings your customers back for more.

## It's the Repeat Orders You Want

**White, Cottell's Delicious Natural Malt Vinegar**  
exactly suits the popular taste—for pickling or for table use. Try a sample lot.

**White, Cottell & Co.,**

WARNER RD., DAMBERWELL,  
**LONDON, ENGLAND**

## MONTREAL TO PROSECUTE SHIPPERS OF SALMON

Hygiene Committee and Law Department Against it but the City Council Decided to Get After the People Responsible Under the Federal Law.

The Hygiene Committee of the Montreal City Council, acting on the advice of the law department, decided at its meeting last week to go no further with the investigation in connection with the bad salmon shipped from Toronto.

This decision, however, did not meet with the concurrence of the Montreal City Council.

At a later meeting of council the aldermen decided that the parties guilty of shipping to Montreal the decomposed salmon should be prosecuted, and the city attorney has been notified to go ahead with the prosecutions.

After the report of the health committee on the matter was read, there was considerable discussion. Some were in favor of dropping the whole thing while others wished to go ahead and punish those who were guilty of sending the putrid fish to Montreal. Finally it was decided by a resolution that action should be taken. Ald. Ward asked if the city were sure that the salmon was really bad so that there would not be trouble if it were found impossible to prove that the fish was decomposed. Ald. Sadler said that there surely were not grounds for any fear on this score. The city would be in a nice position if, after instituting action, they were unable to proceed with the case because of inability to prove the bad state of the salmon.

Seen by The Canadian Grocer, City Attorney Ethier said that he did not know just what would be his plan of action in prosecuting the guilty parties. He said that it was possible the salmon was tinned in British Columbia when decomposed and shipped to Toronto and then to Montreal without parties in the latter cities knowing anything about its state. He would have to make considerable inquiry before he could say what he would do. It would be necessary to act under the federal law.

There was some talk in Montreal grocery circles about the real danger in the salmon being in the preservatives said to have been used in putting up the fish. The Grocer, upon investigation, found that, according to the city analyst's report, the salmon was simply decomposed and the danger lay in the almost certain chance of ptomaine poisoning.

### Committee's Report.

At a meeting of the Hygiene Committee Alderman Dagenais and Levy, the special committee appointed to look into the matter, pointed out that even if the shippers were found, and it was proved they knew of the salmon's condition, they could not be prosecuted or punished further than to the extent of a \$50 fine. The report submitted by the sub-committee gave particulars as to the seizing of the salmon and its confiscation. It reads:

"That in an interview with Mr. Butler, representative of Messrs. Suckling

& Co., auctioneers, they found that the salmon in question was shipped to Montreal from Toronto, Ont., on the 5th April last; that the goods were shipped by Mr. J. K. S. Donaldson, of Toronto, delivered in this city on the 10th of April to Suckling & Co. by the Canadian Pacific Railway Company, and offered for sale on the 12th April last.

"That the Food Inspection Department was notified by Alderman Gallery that the said foodstuffs were to be sold on the aforementioned date. That, at once, Mr. Grenier, one of the food inspectors, was directed to make an inspection of the goods. He found on examining some of the samples that the food was in a state of decomposition.

"That 24 tins of the salmon were brought to the city analyst, Mr. M. L. Hersey, who certified that the contents were in a state of decomposition, and in his opinion were 'unsafe for human food.'

"Upon his first inspection of the goods, Inspector Grenier seized them, and, after their condemnation by the city analyst, he confiscated them and sent them to the city garbage incinerator to be destroyed.

### Second Samples Worst Quality.

"In the meantime a Mr. Henry was introduced to the Food Inspection Department as an expert in the matter of canned salmon by Messrs. Suckling & Co., whereupon a new set of samples were submitted to the city analyst in the presence of the said expert and were found to be of worse quality than the other samples.

"That this sub-committee is not in a position to state that the said Donaldson, with criminal intent, sent the consignment to Montreal. The Sucklings were only agents.

### 53,654 Tins Destroyed.

"That the total number of tins was 53,654. That it is estimated by the officers of the Food Inspection Department that 90 per cent. of the canned salmon was unfit for human food, according to the samples examined.

"That a certain number of the tins bore no labels; but labels for canned salmon were found on the premises of the auctioneers, which did not indicate who the manufacturers were.

"That they annex to this report a letter from the general freight agent of the C.P.R. Co., a copy of the 'Bill of Lading,' a letter from the medical health officer of Toronto, Dr. Sheard, in reply to an enquiry to him by this sub-committee;

### Auctioneers Paid Incineration.

"And that on the 10th April last, the Mr. Butler, hereinbefore mentioned, paid the cost of transportation and incineration of the said goods. That your sub-committee had an interview with Mr.

Ethier, city attorney, on the 1st of May, on this matter, and they submitted to him his report, and requested him to give an opinion in writing on the question. Such opinion is attached to this report."

In his letter, the city attorney said: "Our department came to the conclusion that a warrant could be issued only under the federal law respecting the sale of decayed and adulterated food. Under this law, if the accused is charged with selling decayed food and food that is unfit for eating, and is found guilty, he is liable to a fine of \$50. This law also provides that if he did not know or could not have reasonably known that the food he was selling was unfit, he should be acquitted.

"We came to the conclusion that the prosecuted party would certainly strive to prove, and would probably succeed in proving, that he did not know the food was decayed and unfit, and that he could not have reasonably known. Further, seeing that it would be necessary to take proceedings against a man in another province, we came to the conclusion that on the whole it would be better to simply advise the adoption of measures to collect the amount of expense incurred in destroying the food."

From the report of the committee it will be seen that 90 per cent. of the salmon was estimated unfit for human consumption. The auctioneers, it will be noticed paid the cost of transportation and incineration of the food.

### GROCERY CLERKS FOOD FAIR.

The members of the Montreal Grocery Clerks' Association are working hard on the Pure Food Fair which they are to hold this summer, the dates being July 1 to 7.

It is the intention of the clerks to make the affair a great success. Mr. Poirier, the treasurer, reports excellent progress, the manufacturers already approached being very glad to take spaces at the fair.

The Montreal Stadium, corner Duluth avenue and St. Hubert street, will be the seat of activity during the show.

The committee in charge consists of: A. Lacroix, president; O. Dionne, secretary; J. B. E. Poirier, treasurer; J. O. Levesque, assistant secretary, and A. Quesnel, assistant treasurer.

Full information may be obtained from the treasurer, 74 Notre Dame St. east, Montreal.

### HONDURAS BANANAS.

The exports of bananas to the United States from the San Pedro district of Honduras during 1906 amounted to 2,347,902 bunches, including the estimated number of "seven-hand" bunches; also 1,980,183 bunches of "eight hands" and upward, called "payables." The number of ships engaged was 210, and the value in silver of the fruit at the side of the railroad was \$1,173,951.

FROM GROCER CORRESPONDENTS

**BELLEVILLE.**

For some time past numerous complaints have reached the local police office that a number of grocers in the outlying portions of the city were in the habit of breaking the by-law by selling tobacco and cigarettes without taking out the \$10 license, which the law states must be done before cigars, cigarettes, cut tobacco or cigarette tobacco can be legally sold. In consequence of these complaints Chief Newton some time ago detailed a plain clothes man to look into the matter, and, as a result, a couple of grocers were apprehended in breaking the law. They pleaded guilty and after a closeted consultation with the chief they were allowed to go with a warning after promising to take out the necessary license. One of the offenders stated that he did not sell \$10 worth of cigarettes in a year but found it necessary to do so in order to keep certain customers. The police say that if any more complaints are received and the guilty ones caught they will suffer the full penalty of the law as they have all been notified of the provisions of the said by-law.

As a result of the recent snowstorm the market was very slimly attended and all classes of merchants reported the dulllest Saturday in many months. What produce was brought in by those venture-some enough to brave the elements received high prices and their offerings were soon gobbled up by the buyers. Fresh eggs were 17c. to 20c., an advance of two to four cents, whereas the reduction should have been that much according to the same date last year. Butter was also scarce and sold from 26c. to 30c., and the backward spring will tend to keep it at this price for some time.

The Belleville Cheese Board, one of the largest in eastern Ontario, held their annual meeting and election of officers on May 4th, and despite the bad weather there were about fifty members present, representing factories from the counties of Hastings, Prince Edward and Northumberland. Judging from the prices at which cheese has started off it is no wonder the farmers are elated, and as this is one of the richest dairying districts in Canada it means that a lot of money will be divided among them this fall. This fact, also, is good news to the merchants, as this city depends a great deal upon the farming community. Although the factories have just nicely started several hundred boxes of white cheese were boarded on Saturday and all sold at the tidy price of 12 5-16c. per pound—considered very high for so soon after the opening. The officers who will govern the board this year are: D. H. Young, president; Alex. White, 1st vice-president; John Miller, 2nd vice-

president, and D. J. Fairchild, secretary-treasurer. The board meets in the city council chamber each Saturday at 1.30.

The readers of The Canadian Grocer in this city, and they are numerous, all speak very highly of the excellent edition gotten out last week and especially the Montreal Exhibition of Groceries. The illustrations were remarkably clear and distinct, the reading matter interesting and taken altogether it was an issue of which those instrumental in producing it deserve very great credit.

**LONDON.**

W. Hays, having found it impossible to perform the duties of secretary of the Retail Grocers' Association for another year, has resigned and W. E. Vanderveer has been elected in his stead. The duties of the office are becoming more onerous each year and it is felt that Mr. Vanderveer will prove a most efficient official. He will be required to see that all the members live up to their undertakings, particularly the agreement calling for the closing of grocery stores at 6.30 every evening except Saturdays, which, it is said, has frequently been violated. A salary goes with the office, of course.

John Garvey, one of London's leading wholesale grocers, has been elected president of the Irish Benevolent Society—a position which to reach is the height of the London Irishman's ambition.

Ridgetown is to have a big canning factory, and without delay. This decision was arrived at yesterday, when the ratepayers, by a vote of 425 to 8, passed a by-law granting encouragement to a company to establish such an industry in the town. Work on the necessary buildings is to be commenced on Monday, next and pushed with all possible haste. The capacity of the factory will be between 80,000 and 100,000 cans per day, and if, as is expected, the buildings are completed by August 1st, the company will be able to begin operations in time for the corn, tomato, peach, pear and plum crops. The sum of \$1,000 per week will be paid in wages when the factory is running at full capacity. According to the by-law, the company will receive a loan of \$10,000 for 12 years without interest, to be repaid at the rate of \$1,000 per year commencing at the end of two years. They are also given a free site of three acres of land, with fixed assessment at \$5,000 per year for a term of twelve years. In return, the company are to erect buildings of the value of not less than \$25,000 and to employ an average of 75 hands per day for at least eight months during each year. The town is secured by a first mortgage on the plant for the amount of the loan, \$10,000. To carry

the by-law required three-fifths of the votes on the list, but they did better than that, the result showing 101 majority over that number. Ridgetown is situated in the best fruit-growing section of western Ontario, and is admirably located for an industry of this kind. It is also the great bean-growing region of Ontario, and it may be taken for granted that that vegetable will form one of the chief articles to be "put up" by the new cannery. Whether or not this company will enter the combine remains to be seen.

Speaking of the canning business recalls to mind that a prominent canner from west of London, who is not in the combine, was in the city the latter part of last week endeavoring to secure an agent to sell direct to retailers. According to his story, although his goods are admittedly equal to any in the market, he could not induce wholesalers to handle them, as, being out of the trust, they are regarded as outlawed.

**OTTAWA.**

The week before last was a busy one with the executive of the local grocers' association. On Wednesday, April 24, their social evening, which took the form of an "at home," tendered by the newly elected officers, was held. The committee made excellent arrangements, which were carried out in good order and much to the satisfaction and enjoyment of those present. Each member of the association had the privilege of bringing a business friend, the idea being to create a good feeling with the wholesalers and other merchants. The programme was a lengthy one, consisting of an opening selection by Tippin's orchestra, a reading by Hy. Walters, president Retail Merchants; song, Master Geo. Crawford; recitation, P. Brunner; song, Ed. Bambrick; piano selection, Master Johnny Lynn; song, J. Post; Irish jig Ed. and Basil Bambrick; selection, orchestra; God Save the King. President Ford was in charge. An intermission for refreshments was held during the presentation of the programme, which helped to display the hospitality of the grocers to perfection.

The early closing of stores in Ottawa is being observed remarkably well. Most merchants say they are well pleased and are doing as much business as ever with far more satisfaction. One particular point about the change in hours is the fact of a number of grocers adopting regular hours for the delivery of goods, thus educating the public to order in time to suit the merchants as well as themselves. This is evidently a good system for all grocers to adopt.

Messrs. Ford, Prevost, Johnson and Ellis attended the Exhibition of Groceries in Montreal week before last, spending Monday and Tuesday amongst the manufacturers and wholesalers, as well as at the Arena where the exhibit was given; it being the intention of the Ottawa Retail Grocers' Association to hold an exhibition in the near future provided satisfactory arrangements can

be made. Everywhere the Ottawa delegation went they were received with pleasure and after explaining their proposition, which, by the way, is to be a reasonable one for the exhibitors, they were promised by all that if the Ottawa show is to be held that they would be glad to come. The committee will report favorably to the general meeting of the association on Wednesday the 8th, when, no doubt, a final decision concerning the matter will be arrived at.

The Ottawa branch of the Retail Merchants' Association met in the Board of Trade rooms, Elgin street, on Friday, April 26, and elected officers for the ensuing year, appointed delegates to the coming convention of the association in Hamilton, July 2nd, 3rd and 4th; received reports from the treasurer and secretary, and passed an important resolution regarding the industrial question of the City of Ottawa.

President Hy. Walters was re-elected and other officers elected were: Vice-president, G. W. Shouldis, L. N. Poulin; treasurer, Jas. Mundy; secretary, H. C. Ellis (re-elected); delegates to Hamilton: Hy. Walters, H. C. Ellis.

The treasurer's report showed a balance of \$68 on hand. The secretary's report gave a resume of all important work during the year. The resolution regarding industries was to the effect that the Retail Merchants' Association be represented on the Industrial Committee appointed by the city council, with a view to giving prompt attention to all propositions by manufacturers desiring to locate in Ottawa. The retailers feel they are more vitally interested than all others, and when they see very little energy displayed by a committee not particularly interested—who let propositions slip through their fingers—they mean to be in a position where they can take a hand in the negotiations.

An action has been started to quash the grocers' early closing by-law recently passed by the city council. D. Halliday, grocer, of Laurier Ave. east, contends that the by-law was put through under a mistaken impression on the part of many people who signed the petition. In his application he says:

(1) The by-law was not passed within a month from the time of receiving the petition asking it.

(2) The council improperly refused to consider the petition of those who wished to withdraw their names from the original petition.

(3) The petition was not signed by three-fourths of the bona fide occupants of such stores, and, further, many signatures were improperly obtained.

(4) The council acted under the erroneous impression that it was imperative to pass the by-law upon the receipt of the petition.

The question came up for consideration at the last sitting of the court on Saturday, but was adjourned for one week by mutual consent. It is doubtful, no matter which way the above case goes, whether it will have any effect on the hours of closing, as so many

who were opposed to the change find it a blessing.

E. M. Trowern, secretary of the Retail Merchants, spent a couple of days in the city last week interviewing the Government in connection with the Co-operative Stores Bill. It has been decided to leave this bill over for another session and in the meantime it behooves the merchant to get busy and do all in his power to stop the passage of it. Your correspondent would recommend the merchants to secure a copy of the evidence given before the Committee of the House, and then they will find matter which will surprise them, one clause of the evidence, as given by the Deputy Minister of Labor, Mr. Mackenzie King, being to the effect that his idea was to do away with the "middle man," a very laudable object for an employe of the Government to be advancing!

CHATHAM.

F. Charland, representing the Dominion Department of Agriculture, has been in this vicinity lately for the purpose of establishing a number of experimental tobacco plots among Kent and Essex growers. The object is understood to be the encouragement of the growth of finer grades of tobacco in preference to the well known Burley.

The railway committee of the local board of trade recently decided to present a memorial to the Dominion Railway Commission protesting against the new form of bill of lading, permission to adopt which the various railways are now endeavoring to secure. It is felt that the new form practically relieves the railways of all liability.

There is a movement on foot among local merchants to close their places of business at six o'clock every evening except Saturday during the months of July and August. The matter will be dealt with at the next meeting of the Retail Merchants' Association.

R. J. Broad has resigned his position in Joseph Capman's butcher shop in order to accept a post as traveling salesman for the Canadian Packing Co., of London. Mr. Broad leaves to assume his new duties some time this week. During the two and a half years he has been here, Mr. Broad has made a host of friends, all of whom cordially join in wishing him every success in his new field.

Death of Mrs. Snook.

There passed away at the public general hospital here, on Thursday, May 2, Caroline, widow of the late Thos. Snook. Mrs. Snook had reached the advanced age of 77 years, and was one of Chatham's earliest pioneers. A native of Wiltshire, England, she married in the Old Country, coming to New York when 22 years of age. From New York Mr. and Mrs. Snook came to Chatham 52 years ago.

The late Thos. Snook, who passed away in 1898, was for upwards of 40 years actively identified with the business interests of Chatham. He founded

and for more than 30 years successfully conducted the business which is still conducted by his son, E. R. Snook. Another son, Frank, is also engaged in the grocery business in Chatham, while two sons reside in Detroit.

During her long life the late Mrs. Snook took an active interest in charitable and religious undertakings, and was one of those mainly instrumental in establishing the Home of the Friendless.

The funeral, which took place on Sunday, May 5, to Maple Leaf cemetery, was largely attended, Rev. W. L. Rutledge, pastor of Park street Methodist church, officiating.

New Canning Factory.

Ridgetown is to have a canning factory. So the electors decided with surprising unanimity when, on Monday, April 29th, a by-law giving certain concessions to a proposed company was submitted for their approval. Out of 433 votes cast, 425 were in favor of the by-law.

The town is to loan the company \$10,000 for twelve years, repayable after two years in annual \$1000 instalments. In addition the company receive a free three-acre site, and their assessment is fixed at \$5,000 for the term of the loan. They are to spend \$25,000 on their building and plant, and to employ not less than 75 hands daily during eight months of the year. The town is secured by a first mortgage of \$10,000 on the property.

Work has already commenced on the new factory, which the company hope to have in operation by the first of August in time for this season. Its capacity is estimated at from 80,000 to 100,000 cans daily.

Egg Question.

The egg question is proving a rather difficult one for the local grocers just now.

Formerly, the outside egg dealers sent their representatives through the country to the various stores, where they were accustomed to stock up with eggs, shipping their collections from the nearest station. Now, however, the dealers have discontinued the practice, and instead purchase direct from the farmers.

As a result of the new scheme the grocer is nipped both ways. The dealers pay the farmers the same prices as the grocers pay. Hence, there is no incentive for the farmers to deal with the tradesmen in town, and as a consequence there is a certain falling off in the amount of business, farmers coming to town more rarely than they used to.

In the second place the grocers have no outlet for their surplus stock of eggs. The outside dealers won't purchase and the local demand is often not sufficient to consume the entire stock. For obvious reasons it is impolitic to refuse to buy from the farmers.

The subject was discussed at considerable length at the meeting of the grocers' section of the Retail Merchants' Association last week. No solution of

the difficulty has as yet presented itself, however.

#### Peddlers.

Another problem discussed at the last grocers' meeting was that of peddlers. This is an old difficulty with which merchants in all lines have had to contend, but it is probable that the R. M. A. will take some concerted action in the matter in the near future. The grocers are chiefly affected through the medium of the tea and coffee peddlers, some of whom do a thriving business in this vicinity. The county council has passed, and from time to time tried to enforce, a by-law which levies a small tax on these itinerants. There is also a by-law on the city's books which is an exact copy of the Ottawa by-law dealing with transient traders, and which, it is understood, would, if enforced, reach the offenders.

The local magistrate, however, in connection with one prosecution held that the by-law, in so far as it attempted to apply to parties selling goods of any kind from sample, went beyond the powers conferred on the city by statute. As a result, he refused to convict.

There is talk in the R. M. A. of having the city prosecute in a case, with a view to making a test of the matter.

The grocers' section of the R. M. A. has fixed the second Tuesday in each month as its regular meeting night.

#### KINGSTON.

The road to honor lies through the valley of toil and the valley is full of grocers struggling, yelling, crying, fighting—for what? Dollars and cents? Well, if they don't make their fortunes they will gain honor and humility. Anyone can start a grocery. You can open up one for \$50—for the wholesalers are so anxious for trade they will back up anyone.

They open up, and business is fine for a time until the sly old dead-beats who know the green ones and how to approach them, run up bills, and it's only a short time when Mr. Newman wears a troubled look—the look that don't wear off. But he can sell out, and get something for his good will. There are always ten fools waiting to buy. Congested freight is bad enough, but congested trade is worse. I know travelers looking around for stores for country merchants who become dissatisfied with village trade and want to get to the cities. All these travelers' care is to get the order. They know in their hearts there are half too many fishing for trade now in every city. Somebody has got to go to the wall. Some of the grocers here are sending their clerks out looking for trade who, a few years ago, had all the trade they could attend to come to them. Storekeeping is no good when you have to send out begging for orders.

Price cutting is ruinous to trade in general, and no good trade is gained by it. There is a certain class follow after bargains, but they don't remain as regulars. They nibble off the bait and go back to their accustomed quarters where

they get good honest value. No, Mr. Grocer, you can't get good people that way. Just quietly do what is honest and right and you will get the confidence of the people. That's the secret.

You may get a rush of trade by giving coupons and plates, cups and saucers, tables, chairs, etc., but you are working for nothing and when you take stock you will find it out to your sorrow. You can't sell a horse and throw in a waggon unless you are dealing with a drunken man or a fool.

I heard a number say they were going to try the Guelph correspondent's cure for sleeplessness by using rice for supper in future. What kind is best—B.C., Japan, Patna or Carolina? I'll tell you what George, the druggist, told me. I have bilious attacks. He said: "You are run down; don't expect to build your system up by physic, kassagra tablets and pills. Take a pint of milk so hot you have to sip it, at bed time, and you will feel different in a short time. Horseback riding is a sure cure for all complaints, but keep it up; don't go out once and get sore and discouraged. Get over the soreness and you will feel as strong as a cowboy."

James Craig, agent for McCormick & Co., biscuit manufacturers, London, reports increasing trade. His quarters are getting too small. He has a first-class man on the road, Mr. Granger; the kind that is straightforward and no sharp or mean trade tricks in him.

The cuts in last issue of The Grocer brought the Montreal food show before every subscriber, and many, I trow, regretted not having attended the same. Too bad the illustrations hadn't come before the exposition. It has been a great education to those who were fortunate enough in attending.

Frank Brown, at one time head clerk in Henderson's grocery, but now of Farnham, Que., met with a serious accident on the C.P.R., of which service he has been a conductor for some time. He had his foot crushed so badly that amputation was necessary. He has the deepest sympathy of his many friends here. Chas. Porter, of Fenwick, Hendry & Co., is Mr. Brown's father-in-law.

Geo. Bridon, at one time a grocer at corner Barrie and Queen streets, is dead. Four years ago, while on the steamer Toronto, he was attacked with paralysis from which he never recovered, but was compelled to go around with a stick.

He leaves a wife and two sons and one daughter. His eldest son is entry clerk in Geo. Robertson's wholesale grocery.

Kingston's market is dwindling away and soon the grocers will have full sway. Obnoxious by-laws and market tolls killed it, and also the fact of banks starting branches in country places all tends to keep the farmers away.

What will we do? Is there no superannuation fund or home for broken-down grocers? Will Andy Carnegie overlook the matter? If he does, I suppose, it will be over the hills to the poor house and eat the cheap food the

tenders call for—lowest tender accepted, pea coffee, etc.

#### WOODSTOCK.

The first meeting for this season of the Woodstock Cheese Board was held last Wednesday afternoon, when organization was effected. Woodstock is situated in the centre of an important cheese district and many thousands of boxes change hands here in the course of the season. The April make of cheese was decidedly small. This, it is believed, is due to the fact that the cold weather of the winter extended through the entire month. Eleven and a half was bid for the small quantity offered for sale, but there were no sellers. Prospects point to a good season, however, in the cheese industry in this district.

There is some hitch in the negotiations between the city and the promoters of the canning factory which it was proposed to bring to Woodstock, the condition being a loan from the corporation. This is unfortunate, as such an institution would be of great benefit to the farmers of the district, in furnishing a home market for any quantity of fruit they might desire to raise. When the proposition was first broached even those who are opposed to loans to industries on principle, entered enthusiastically into the idea of the canning factory, and the regret if anything happens to put an untimely end to the negotiations will be general.

The local Italian fruit vendors are beginning to make their trips through the county, in which they dispose of large quantities of fruit to rural merchants and grocers in the villages.

The council is considering the advisability of building a cement walk around the market building to replace the present wooden walk. Woodstock has one of the finest markets in western Ontario, and each Saturday it is attended by many hundreds of residents of the county and city.

Jones Bros., who have for some time carried on the business of cigar manufacturing, find their present quarters too small, and have commenced the erection of a new building. It will be located on Dundas street, in the central part of the city, and will cost \$5,000. The street floor will be utilized as a tobacco store and bowling alley and pool room; the two upper ones for manufacturing purposes. The building will be completed in August.

A. E. Sage, east end grocer, left last week on a trip to Los Angeles, California. He will combine pleasure and business, and will be absent for a considerable time.

R. F. Parkinson, who for the past three years has been business manager of The Sentinel Review, leaves this month for Montreal to become advertising manager for the McDougall publications. Mr. Parkinson developed for the S.-R. among the grocers of the city a very considerable advertising patronage, and good results were secured. He is a hustling young journalist, and many

friends will watch with interest his future.

E. H. Snyder, who had been a township councillor, reeve of his township, county councillor and county auditor died at Burgessville last week. He was an extensive grower of strawberries and his goods were shipped to many parts of the country.

"A very large business has never been done in Woodstock in canned meats," said Fred Millman, a prominent grocer, to your correspondent the other day. He added that the business, such as it was, had been injured to a certain extent by the recent "exposures" of the conditions in the manufacture of that class of goods. Now, however, trade was picking up a little, and was gradually becoming normal. People are forgetting that once they vowed never again to let any meat put up in a tin enter the sacred precincts of their pantries.

Trade in the multitudinous breakfast food preparations is not what it once was. Since the manufacturers have left off their very extensive advertising the retail sale of the goods has declined. A certain proportion of the customers whom the advertising campaigns secured of course, became permanent patrons of some particular food, but many gradually reverted to the old reliable oatmeal. All of which goes to show the results of a consistent advertising campaign.

#### LONDON.

The Canada Spice and Grocery Company, one of London's growing concerns, finding the premises they have occupied since starting in business to have become altogether too small to meet their requirements, have moved into those recently vacated by Messrs. Green, Swift & Co., clothing manufacturers, on King street. With more room and improved facilities the Canada Spice & Grocery Company are now better than ever able to meet the growing demands of the trade. The men composing the company are hustlers in every sense of the term, and seem to make a success of whatever they take hold of.

One of the most enterprising retail grocery firms in the city is that of Messrs. T. A. Rowat & Co., whose store, on Dundas street, is one of the most attractive and up-to-date, as well as best stocked establishments of its kind to be found anywhere. The firm's trade has been growing rapidly of late, which has induced them to branch out and open a store in South London, in the premises until recently occupied by Mr. Frank Robinson.

The Trebilcock building, in South London, which some time ago was badly damaged by fire, has been purchased by Mr. John Goodge, who intends fixing it up as a grocery store, the purpose for which it was used before the fire.

Mr. Harry Ranahan, the popular president of the Retail Grocers' Association, is wearing a glad smile these days. The secret is that he is to be married, and that very shortly, too, and he is receiving the best of wishes in advance from his numerous friends.

The collector for the Retail Merchants' Association has written the Retail Grocers' Association, with the view of having the members of the latter place their

accounts in his hands. The local grocers have little use for the Merchants' Association, and though the former have entertained the present proposition, to the extent of promising consideration at the meeting to be held this week, it is hardly likely that it will be accepted, the members appearing desirous of keeping their business within their own association. At the meeting in question some matters of no little importance are to be discussed.

The London Dairymen's Exchange held its first meeting of the season in the city hall on Saturday afternoon, and incidentally the first cheese market for 1907 was held—that is, if it can be called a market, when there were no offerings. The officers elected for the ensuing year were:

President—S. P. Brown.

Vice-President—J. H. Thomas.

Secretary-treasurer—J. A. Nelles.

Auditor—J. R. Isaac.

Directors—T. F. Boyes, D. Smith, J. W. Symington, T. Ballantyne, Jr., and M. R. Brown.

Western fair representatives—J. R. Isaac and J. A. Nelles.

Next market, Saturday, May 11, at 2.30 p.m.

#### O.A.C. Work Impractical.

The spring meeting of the Middlesex Beekeepers' Association was held in the city hall on Saturday, with a large attendance of members. W. A. Chrysler, of Chatham, at the morning session, gave an instructive address on the "Distribution of Honey." This was followed by a talk on "Wintering," by R. F. Holterman, of Brantford. Other speakers were A. Laing, of St. Thomas, and Mr. Craig, of Brantford, editor of the Canadian Bee Journal. At the afternoon session the following resolution was adopted:

"That it is the sense of this meeting that while we are desirous and anxious that the experiments in beekeeping should be conducted at the Ontario Agricultural College, Guelph, the work, as now conducted, is valueless, and should be conducted by a competent beekeeper, who would be in touch with the Ontario Beekeepers' Association."

A paper on "Beekeeping," written by an authority on the subject, at the Ontario Agricultural College, was read and condemned all round as incorrect and valueless, the consequence being the adoption of the foregoing resolution. Reports from various parts of the country went to show that there had been a great loss in bees during the past winter. The weather conditions were chiefly responsible for this loss, the late spring being also a factor in the destruction of the insect life.

The officers of the association are:—President, F. J. Miller, London; vice-president, Mr. Kimball, Brantford; secretary-treasurer, E. T. Bainard, Lambeth.

#### MONTREAL.

N. Chartrand, who for years kept a live grocery store on Seigneurs street, has just returned from a trip to the States. Mr. Chartrand recently sold his business to R. Langlois, former traveler for the produce firm of Gunn, Langlois & Co.

Munro & Lloyd is the name of the firm now carrying on business corner St. Catherine and Mackay streets. Former-

ly this concern was known as D. D. Munro & Co. On May 1 George Lloyd, for the past five years connected with Scroggie's, as manager of their grocery department, went into partnership with Mr. Munro. Mr. Lloyd is not only an experienced practical grocer but also an excellent tea and coffee blender. His Strathcona brand coffees sold very largely at Scroggie's. All his blends will hereafter be sold by the new firm. Both gentlemen are very popular in the trade, and everybody wishes them every success, The Canadian Grocer especially.

#### NOVA SCOTIA NOTES.

The many friends among the travelers will be sorry to hear that Mrs. D. Muir, of the Spa Hotel, Middleton, N.S., has been confined to her bed for some days. She has the sympathy of all the fraternity, for both she and her husband are very popular with the knights of the grip.

Mr. L. Smith, who represents Morse's teas, has just returned from a very successful trip to Newfoundland.

C. W. Strong, of Wolfville, has sold his grocery business to G. E. Elliott, who will add quite a number of improvements.

Mr. Jas. Morrow has bought out the grocery business of W. Clarke, at Annapolis, N.S.

E. Rowland, the candy man, does a big business for a well known candy house in the Annapolis valley.

H. D. Woodbury, of Kingston Village, carries a very complete line of goods and does a fine business. Mr. Woodbury knows the general store business and knows how to attract trade. He is very popular with the boys on the road.

#### PETERBOROUGH.

It was great news for Peterboro people generally to learn that the Quaker Oats Company was preparing to start running twenty-four hours a day. For some time the company has only been able to run a twelve-hour shift, and very often not that long. It was impossible to get grain from the west fast enough to keep them running steadily. The company has a very large quantity of oats stored at Fort William, but when the railways were tied up, the mills were in the same condition. With the opening of navigation, however, the traffic situation has been greatly relieved. The big lake freighters have made their way through to the head of Lake Superior, have been loaded with oats, and have started down for the Quaker Oats mills here. The cargoes will be transhipped at Owen Sound and Midland and brought to Peterboro via the Grand Trunk. The first shipment is expected here at the end of the week and the first of next week the mills will start the 24-hour shift. This will mean the employment of about a hundred more hands. The company have on hand now enough orders to keep them running for at least six months.

There is a report that J. John, of Lachute, is about to open a tea store. His principal business, it is said, will be house-to-house canvassing. There is a strong feeling here that this method of obtaining trade should be discontinued, but without a retail organization the grocers are powerless, and can



do nothing to protect themselves. In the opinion of many the grocery trade has degenerated and is degenerating from the amount of canvassing done by a large number of its members.

J. G. Hardill, the genial traveler for T. Kinnear & Co., and who resides on McDonald street, is the proud daddy of a thirteen-pound baby boy. It arrived Monday morning in time for breakfast.

Work was started this week at the Peterboro Cereal Co., on the erection of the drive sheds, of which notice was made in these columns some time ago. These sheds will occupy the space at the rear of the mills and will be for the accommodation of farmers bringing in grain or taking away products. They will prove a great convenience to the large country trade of this company and will also add materially to the shed accommodation of the city.

#### Victory for the Retailers.

The retail merchants have won a great victory over the mayor of the city and a couple of the aldermen, who so strenuously fought to compel all business men to take down their signs and to keep their goods inside the store. For the past three or four weeks deputations have waited upon the council and upon the committee of the whole with the idea of getting the sign by-law amended, but his worship tried hard to defeat their object. The sign by-law is one which was passed in 1879 and has never been enforced, except in extreme cases. Every business man was allowed to have a sign overhanging the street about two feet. But when the present mayor took hold of the reins of office he undertook to enforce the by-law to the letter and would hear of no modification.

He assumed the same attitude in regard to the displaying of goods and the box by-law. The Retail Merchants' Association took the matter in hand and fought it to a finish, with the result that the box by-law was amended to suit them; they are allowed to put up signs eighteen inches over the walk, and they can use twelve inches of the walk on which to display goods.

A deputation, headed by Mr. Routley, the new president of the association, waited on the committee of the whole on Monday night. Several addresses were made and then the deputation retired. The committee fought over the thing for an hour and in the end his worship was turned down and the merchants were given what they asked for. This is one case in which the organization proved its worth. It is only one of many which could be handled as successfully if the association was more active. The merchants are standing in their own light every day they neglect to advance organization.

#### PERTH.

Perth district has had one of the greatest maple seasons on record. The run of sap lasted for a full month and maple syrup and sugar were offered in large quantities. The retail price in the stores has held at \$1 per gallon, but some lots were "peddled" at 80c.

Perth grocers are coming to the front in up-to-date store fixtures. Norman Miller has put in a handsome 10-foot silent salesman, a Dayton computing scale, and has hung out a new awning. Lloyd Jackson has installed a computing and C. A. Farmer a pendulum,

scale. Five groceries are using monthly account systems. These systems are great labor savers and a firm that has once used them would hardly go back to the other.

## GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., May 6, 07

There was very little movement in the local markets last week. Fresh fish of all kinds are beginning to come in in large quantities now and, in consequence, prices are easier. Gaspereaux are now bringing \$1 a hundred wholesale. A few harbor salmon have been caught.

Sugar is firm, granulated being quoted at \$4.50 to \$4.60 and Austrian, \$4.40 to \$4.50. Yellows range from \$4 to \$4.40. Flour is steady and firm. The quotations are: Manitoba, \$5.25 to \$5.35; Ontario, \$4.15 to \$4.35.

Lard and clear pork is easy, but domestic pork of all kinds is scarce.

Eggs have again eased off somewhat, but butter remains practically unchanged.

Navigation between P. E. I. and the mainland is now open and trade in this direction is commencing to be felt.

A new wholesale grocery has been started on the south wharf. Louis King, who for nineteen years has been in the employ of Thomas Gorman, has opened a store of his own at 11 and 12 South Wharf, in the quarters recently occupied by H. S. Wallace. From Mr. King's long connection with the grocery trade, he should have a prosperous and successful business.

R. H. Robb, who for many years has been connected with the drug business of Charles McGregor, 137 Charlotte St., has bought the business and will continue it.

Reports from Carleton county are to the effect that the present season has been better than for many years. The prices for farm produce are steadily increasing and farm lands are becoming more valuable. Potatoes are now worth \$1.50 a barrel, but there are very few to be had. As previously reported, the growing of potatoes will be gone into on a much larger scale this year than ever before.

Sullivan Brothers, of Woodstock, have decided to sell out their grocery and go west. They have invested in a hotel in Winnipeg and expect to go to the western metropolis in a few weeks.

The Maritime Dairy Company have taken over the management of the Newtown cheese factory for this season. For a number of years the owners have managed the plant themselves.

The King's county farmers are going into the poultry raising industry on a larger scale this year than ever before. The Kinnear Poultry Company, of Sussex, have about 1,500 chickens in their coops at present. This number will be increased to about 5,000 within a short time.

Perth people are experiencing a second winter to day. About 8 inches of snow fell last Saturday and a few cutters made their appearance. This is a record for May 4th.

A meeting of the shareholders of the Nappan Creamery Company was held in Chatham on Monday last, and a committee was appointed to try and arrange for the operating of the creamery this summer.

Col. A. J. Markham, formerly of St. John, is in the city on business connected with his recently organized oyster planting company. The company is the West Coast Fishing Company, and has grounds at Esquimalt Harbor, B.C. Shipments of oysters for the beds will be made from Charlottetown, P.E.I., and New Brunswick points.

The schooner Emma E. Whidden arrived here last week from Salt Quay, Turk's Island (B.W.I.) with 10,176 bushels of salt for Charles Colwell, the west end fish dealer.

J. Hunter White was a passenger on the steamer Empress of Britain Saturday. He will spend six or eight weeks touring the British Islands and France.

F. T. Barbour, of the G. E. Barbour Co., left on the steamer Empress of Britain Saturday for a trip through England. He will be absent about two or three months.

Harry H. Brown has been engaged by Messrs. Libby, McNeill & Libby, of Chicago, as their New Brunswick representative. Mr. Brown, who is very popular on the road, has already entered upon his duties.

Percy Armour, representative for the Maritime Provinces of Lowney's chocolates, was in the city last week.

Robert Hirsch, of Montreal, was in the city last week in the interests of his firm.

Max McCarthy, representing Carritte-Patterson Company, was in Fredericton last week.

#### U. S. TEA STANDARDS.

The United States Customs Board of Tea Experts at its annual conference has adopted the same standards for 1907 as those which prevailed in 1906, running through twelve numbers, as follows: No. 1, Formosa Oolong; 2, Foochow Oolong; 3, Congou; 4, Ceylon (use for India); 5, Pinsuey green; 6, Country green; 7, Japan pan fired (use for sun dried); 8, Japan basket fired; 9, Japan dust or fannings; 10, Caper (use for scented Orange Pekoe); 11, Canton Oolong; 12, Scented Canton.

Mr. Drinkwater has again commenced general business in his own store at Castleton, after a rest from all trade cares and worries of about two years.

**THE CANADIAN GROCER**

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**EGGS.**

The egg situation is keeping the egg dealers guessing. The market is at a record level for the time of year and is firm. Buying is keen. Some of the largest dealers are said to be among the most aggressive buyers. As high as 16½c. is being paid for eggs in the country. Allowing for shrinkage they cannot be stored and carried for much less than five cents a dozen. That means a cost basis next winter of 22c.

It has been a custom of the egg trade not to invade another man's buying territory. To-day some firms are not observing this rule. The man whose territory is invaded is naturally prepared to go some in order to hold his ground, and competition in buying puts the market up. There may not be much of this; but there is enough to be noticeable.

There is no export business for eggs at present prices. Is the home market enlarging rapidly enough to absorb the product? Certainly the present consumptive demand is very heavy; probably heavier than ever before. Ontario is the great egg-producing province of the Do-

minion, and Ontario's eggs go to the Yukon in the west, and east to the sea. Montreal firms have regular shippers as far west as Windsor. British Columbia gets some eastern eggs, but the market in the west is somewhat uncertain. Winnipeg takes a good many carloads of Ontario eggs, but last January eggs stored in Toronto for Winnipeg dealers were sold in Toronto as offering a better market than the west.

Is the production of eggs increasing? It is a guess. The impression among the trade in Toronto is that it is not. Yet it was said last year farmers, enthused by high prices—for prices were high last year too—had started many incubators to work. Those chicks ought to be operating now. The backward season is a disconcerting factor. There were almost as many eggs coming forward in March as in April. Had the weather been normal the incubator theory would have been tried out.

It is not strange that egg packers are wondering a little more earnestly than usual what the eggs they are putting away will do for them. The little fellows can't make the market; the big fellows won't stop buying long enough to get it down and the game goes merrily on, while the farmer makes money.

**SHORTER HOURS.**

All over Canada there is a well developed movement for shorter hours in the grocery store. This must be evident to the readers of the correspondence from all over Canada which appears in The Grocer each week. Progressive grocers will help along this movement with all their might. The grocer needs recreation and change of occupation as much as any man living and if he sticks in his store from 7 a.m. to 8, 9, or 10 p.m., when is he going to vary the monotony? No man can do it and maintain the physical and mental energy, vim, resourcefulness, snap and initiative that make for success. The man who has these qualities for making business zip can well afford to close his store at 6 o'clock, and he'll do more business before six than his sing-song, rut-gear neighbor will do by 10. The good grocer can always get his customers on his side in a good cause like this. There will always be some mean man in a neighborhood who will not join with the rest to improve conditions. The community can be trusted to size things up right and public opinion will be found to operate against the kicker. The men for early closing can afford to do it and let the rest go hang.

**RETURNED DRAFTS.**

Much is said of the advantage to a merchant of improving and maintaining his business reputation among those to whom he sells. It is also very important that he be jealous of his reputation among those from whom he buys. Because of this we have drawn attention several times recently to the evil of returned drafts. A firm in Montreal have written us as follows:

"It is with satisfaction that we have read your latest article on 'Returned Drafts,' as we consider that the agitation against this evil cannot be overdone. We ourselves have been sufferers so long that we would like to see continued publicity given to the matter, in order that business firms may in time fully realize the great inconvenience and loss that results from incon siderate returning of drafts for trivial excuses. If the grievance is hard to bear from retailers, the annoyance is double when it happens on the part of wholesalers and manufacturers, who from their experience in such matters should know better. We always make a point of notifying drawees from five to seven days previous to depositing our draft, and furthermore on our statement we guarantee to rectify any discrepancies which may be found in the account. Notwithstanding this we frequently have drafts returned with endorsements such as named in your article.

"We hope that firms who are accustomed to paying for their purchases by sight drafts may come to realize that it is by attention to these matters that a good impression is formed of them, and a sound reputation is built up."

No one can read this letter without being convinced of the seriousness of the writer. It's so easy to return a draft, but if merchants before doing so would put themselves in the place of the man at the other end and consider what he will say when he gets it, the returned drafts, at least for trivial causes, would be fewer.

**LEMONS.**

It looks as though the SS. Fremona's cargo of November-cut lemons may open up in poorer shape than most of the reports have led the dealers to expect. The November crop was, if anything, in excess of the usual quantity, but owing to the high prices obtaining throughout November and December, the lemons were sold as soon as they were brought down from the country, instead of being put into stock, as is the usual custom, and then shipped by the direct steamers to Canada.

This premature disposal of the fruit has forced the shippers at Messina to disregard their instructions to ship

November-cut lemons by the Canadian steamers, and to substitute fresh lemons in order to fulfil their contracts.

This means that out of the 46,320 boxes of lemons shipped from Messina on the 18th of April a certain proportion must almost inevitably be unfit by the time they reach Montreal, and the probable effect of this, in the opinion of a prominent Toronto importer, will be to greatly stimulate the demand for the later crop of Verdelli lemons. These command a high price at the moment, but in the light of present events, are liable to advance considerably within the next few weeks.

#### FAKE ADVERTISING.

Programme advertising is usually a fake under the guise of charity, church or some social interest. As it has become a recognized field of activity by some advertising canvassers who buy the "rights."

The only cure for it is for advertisers to positively decline that kind of publicity. Retailers would do well to make common cause against such piratical enterprise.

Some retailers are themselves occasionally guilty of holding up wholesalers on practically the same lines. They are managers of the local fair or other worthy undertakings and levy upon their wholesalers for subscriptions. What interest or profit can a wholesaler in Montreal, Toronto or Hamilton have in the annual fair in Bobcaygeon? Yet some retailers, who are not in business for their health, and know right well the wholesalers are not, have little or no hesitation in making their requests. Business would be improved if all this kind of faking were cut out.

#### MUTUAL FIRE INSURANCE.

Since the organization of retail associations in Canada the proposal to start mutual fire insurance companies to carry the isolated risks of merchants at lower rates than those charged by the old line companies has been a hardy annual at all conventions but little or nothing has ever been accomplished up to the present time.

At the last general meeting of the Retail Merchants' Association of Western Canada a live committee was appointed to take up this project for the benefit of the western members of the association, and there is now every prospect that something practical will result. Assistant-organizer W. Ledoux has been visiting the merchants throughout the west in the interests of the association during the last two

months and he has secured many applications for insurance running into large amounts. With a large amount of business already assured the organization of a company can easily be arranged, and it is certain that at the convention in Winnipeg next July active steps will be taken to carry into effect this long delayed project.

#### WESTERN POSTAL SERVICE.

Complaints of inadequate and inefficient postal service in Western Canada, are more numerous than ever, and apparently, the Post-office Department does not yet realize the gravity of the situation. These complaints are loudest perhaps from the newer districts, but even in the older towns, along the main line of the C.P.R., there are constant complaints, and a little investigation or a little actual experience, will show that these complaints are well founded. The Department at Ottawa is so far removed from the scene of the trouble that the officials do not understand the situation, and they fail to realize that special attention is required to ensure an adequate service in the newer Canada that is so rapidly springing up in the country west of the Great Lakes. Western business men say that there will be no permanent relief until another deputy minister is appointed, who will be given a free hand in the opening of new offices in the new towns and in making radical and sweeping changes in the method of handling the mails in some districts. There is no sympathy in the West with a policy which piles up a surplus each year, while the service is becoming more unsatisfactory every day. The slow workings of a red tape official system compel new towns to wait weeks and months, before new post-offices are opened, and the meagre salaries paid the postmasters are responsible for the fact that the service is miserably inefficient in all parts of the West. Officials cannot be expected to do more than they are paid for.

In an effort to reform the service, some business houses and newspapers are trying a new plan. A letter received the other day from the Camrose Mail, Camrose, Alberta, bore the following inscription:—From the Camrose Mail, Camrose, Alberta, Canada. We are working for better freight service. Telegraph service and Postal Facilities on the C.P.R., will you help us? This letter was mailed November 21, when

did it reach you? Tell the Camrose Mail."

We do not agree with the suggestion that the C.P.R. is at all to blame for the poor postal service whatever may be the case in regard to the telegraph and freight service. The C.P.R. trains run with fair regularity in the West, giving a service which, taken as a whole, is much superior to the service in Eastern Canada. When letters are delayed for weeks, as they very often are, the fault lies with the Post-office Department, and not with the C.P.R.

#### ORGANIZATION OF FRUIT INTERESTS.

Advocating a Dominion organization of fruit growers in a recent issue The Canadian Horticulturist says in part:

"Why should there not be a Dominion Fruit Growers' Association? There are six provincial fruit growers' associations, all of which meet yearly, all of which receive regular provincial grants, and all of which are accomplishing much valuable work. It seems as though the time has come when the present organizations should be crowned by the formation of an association that will be representative of the fruit growers of the Dominion.

"The Dominion Conference of Fruit Growers, that was held in Ottawa last April, was productive of much good. It demonstrated that there are many matters relating to fruit growing that can be discussed to the best advantage only at a meeting representative of the fruit growers of all the provinces. Although three busy days were spent at the conference, much of the work had to be hurried through without sufficient consideration, while a number of important matters that were down on the program for discussion were not reached. This serves to show the necessity that exists for the holding of regular meetings of the same nature."

There can be no doubt as to the advantage of such an organization. Should it not include the marketing end of the fruit industry? The growers and merchants have each their own problems, but there are many considerations common to both and for the broad treatment of which there must be concerted action. As it appears to us, the co-operation of growers and merchants is essential to the best development of the fruit industry of the Dominion in relation to both domestic and foreign trade.

# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS—

Canned Fruits—Scarce.  
Fish—Revised.  
Rice—Lower.  
Sugar—Advanced 10c.  
Tea—Japan market open.  
Butter—Easier.

Montreal, May 9, 1907.

Navigation having opened, wholesalers are very busy with spring trade. Many orders that were held for the opening of the river have been shipped during the past few days. The warehouses of jobbers have been scenes of activity all week. The receipts of imported goods arriving by every steamer adds to the general hustle.

Sugar advanced ten cents since last week. This is the feature of the grocery situation. There is talk in some quarters of still another advance. Canned fruits are very scarce, which keeps trade in this line from being as good as it might be. Molasses is quoted due to arrive at 31c. Trade in this article at present is not at all large. The Japan tea market has opened, a week later than usual, and Canadian representatives are now ready to do business for new crop teas. For other teas, there is nothing to be said except that demand seems to be for the cheaper grades. Dried fruits are quiet. Currants appear to have reached rock bottom. Beans are steady. Coffees are going well. Butter is easier. Rice is lower.

SUGAR—An advance of ten cents has taken place in sugar since last report. There does not seem to be a great deal of buying at the advance. Some talk of still another advance in price. Whether or not it will materialize remains to be seen. A considerable quantity of Scottish sugars are reported due to arrive, a fact which should tend to keep the market from going any higher than it now is.

Granulated, bbls ..... \$4 50  
" 4-bbls ..... 4 65  
" bags ..... 4 45  
Paris lump, barrels ..... 5 15  
" half-barrels ..... 5 15  
" boxes, 100 lbs ..... 5 05  
" boxes, 50 lbs ..... 5 15  
Extra ground, bbls ..... 4 90  
" 50-lb. boxes ..... 5 00  
" 25-lb. boxes ..... 5 10  
Powdered, bbls ..... 4 70  
" 50-lb. boxes ..... 4 90  
Phoenix ..... 4 50  
Bright coffee ..... 4 30  
" yellow ..... 4 35  
No. 3 yellow ..... 4 35  
No. 2 " ..... 4 20  
No. 1 " bbls ..... 4 10  
No. 1 " bags ..... 4 05

SYRUPS AND MOLASSES—Jobbers are quoting molasses at 31c. to arrive. Business being transacted at present is light. Corn syrups are selling freely.

Barbadoes, in puncheons ..... 0 30  
" in barrels ..... 0 32  
" in half-barrels ..... 0 33  
New Orleans ..... 0 22 0 35  
Antigua ..... 0 30  
Porto Rico ..... 0 40  
Corn syrups, bbls ..... 0 02½  
" 4-bbls ..... 0 03  
" 2-bbls ..... 0 03½  
" 34 lb pails ..... 1 50  
" 25 lb pails ..... 1 10  
Cases, 2 lb tins, 2 doz per case ..... 2 00  
" 5-lb. " 1 doz. " ..... 2 45  
" 10-lb. " ½ doz. " ..... 2 40  
" 20-lb. " ¼ doz. " ..... 2 35

TEA—Demand is for the low-grade, cheaper teas, and trade is confined prin-

cipally to these lines. Much interest is being taken in Japan teas, now that the market has opened. The opening this season is a week later than it was last year. One cable received reported the opening price 10 per cent. higher. Quality is said to be good.

Japans—Fine ..... 0 28 0 30  
" Medium ..... 0 20 0 23  
" Good common ..... 0 15 0 18  
" Common ..... 0 15 0 17  
Ceylon—Frook-n Orange Pekoe ..... 0 20 0 33  
" Pekoes ..... 0 17 0 20  
" Pekoe Souchongs ..... 0 15 0 20  
India—Pekoe Souchongs ..... 0 15 0 18  
Ceylon green—Young Hysons ..... 0 19 0 22  
" Hysons ..... 0 18 0 20  
" Gunpowders ..... 0 17 0 19  
China greens—Pingsuey gunpowder, low grade ..... 0 11 0 19  
" pea leaf ..... 0 19 0 22  
" pinhead ..... 0 30 0 35

COFFEE—Good business is reported at quotations given. The primary markets are featureless.

Jamaica ..... 0 12 0 20  
Java ..... 0 18 0 30  
Mocha ..... 0 19 0 25  
Rio No. 7 ..... 0 19 0 10  
Santos ..... 0 10 0 11  
Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS — Little trade is being done in dried fruits, although demand is rather more active than it has been for the past few weeks, owing to the opening of navigation. Prices have not altered since last report. It is believed that currants are about as low as it is possible for them to go. Business in this line is small. Raisins are quiet. Valencias appear to be pretty well cleaned up in the States. Nuts are unchanged.

Valencia Raisins—  
Fine off-stalk, per lb. .... 0 08½ 0 09  
Selected, per lb. .... 0 09 0 10  
Layers, " ..... 0 10

Dates—  
Halloweas per lb. .... 0 04 0 04½  
Sairs per lb. .... 0 03 0 03½  
Packages " ..... 0 05 0 06

California Evaporated Fruits—  
Apricots, per lb. .... 0 21 0 23  
Peaches, " ..... 0 18  
Pears, " ..... 0 16

Malaga Raisins—  
London 'ayers ..... 2 25  
" Connoisseur Clusters ..... 3 00  
" 1-box ..... 1 00  
Royal Buckingham Clusters, ½-boxes ..... 1 37½  
" boxes ..... 4 50  
" Excelsior Window Clusters " ½-boxes ..... 5 50  
" 1-box ..... 1 50

Californian Raisins—  
Fancy seeded 1-lb pkgs ..... 0 11  
Choice seeded 1-lb. pkgs ..... 0 10½  
Loose Muscatels 3 crown ..... 0 09½  
" 4 crown ..... 0 10

Prunes—  
30-40s ..... per lb. 0 09½  
40-50s ..... 0 09½  
50-60s ..... 0 08  
60-70s ..... 0 07½  
70-80s ..... 0 07  
80-90s ..... 0 06  
90-100s ..... 0 06  
Oregon prunes (Italian style), 40-50s ..... 0 07  
" 50-60s ..... 0 07  
Oregon prunes (French style), 60-70s ..... 0 06½  
" 90-100s ..... 0 06½  
" 100-120s ..... 0 04½ 0 05

Currants—  
Filiatras, uncleaned, barrels ..... 0 07½ 0 08½  
Fine Filiatras, per lb., in cases ..... 0 08  
" cleaned ..... 0 08  
" in 1-lb cartons ..... 0 09  
Finest Vostizzas " ..... 0 03½ 0 09  
Amalias " ..... 0 07½ 0 07½

Sultana Raisins—  
Sultana raisins, per lb. .... 0 13½ 0 15  
" 1-lb carton ..... 0 15  
Elem Table Figs—  
Six crown, extra fancy, 40-lb. boxes ..... 0 08 0 09  
Four crown, fancy, 10-lb. boxes ..... 0 06½ 0 07  
Three crown ..... 0 06 0 06½  
Glove boxes, fine quality, per box ..... 0 07 0 08  
Fancy washed figs, in baskets, per basket ..... 0 15 0 18  
" pulled figs, in boxes, per lb. .... 0 15 0 20  
" stuffed figs " box ..... 0 25 0 30

SPICES—Demand is slight and business is not large in consequence.

Peppers, black ..... Per lb. 0 16 0 20  
" white ..... 0 25 0 30  
Ginger, whole ..... 0 18 0 20  
" Cochin ..... 0 17 0 20  
Cloves, whole ..... 0 20 0 30  
Cream of tartar ..... 0 25 0 32  
Allspice ..... 0 12 0 18  
Nutmegs ..... 0 30 0 35

BEANS—Beans are still quoted at last week's prices. Some are asking a little more than others, as will be seen from the quotations.

Choice prime beans ..... 1 40 1 45  
Soup peas, whole, bag 2 bushel ..... 2 25 2 30

EVAPORATED APPLES — Jobbers continue to ask 10c. for evaporated apples. Demand is but fair.

MAPLE PRODUCTS—Business is reported fair to good. Prices are slightly lower this week owing to increased supplies.

Pure maple syrup, bulk, per lb. .... 0 06 0 08  
Compound maple syrup, per lb. .... 0 05  
Pure Townships sugar, per lb. .... 0 07 0 09

RICE AND TAPIOCA—Rice is lower, as will be noticed in the quotations. Arrival of new stock is responsible for the drop. Tapioca is firm and scarce. Jobbers report difficulty in securing deliveries of either seed or pearl before August. Spot is very scarce.

B rice, in 10 bag lots ..... 3 10  
R rice, less than 10 bags ..... 3 20  
C C rice, in 10 bag lots ..... 3 60  
C C rice in less than 10 bag lots ..... 3 10  
Tapioca, medium pearl ..... 0 07 0 07½

## CANNED GOODS

MONTREAL — A marked scarcity of canned fruits hampers business in canned goods considerably. There is a good demand for all lines, and it seems that such lines as strawberries, beans and tomatoes, which are not in good supply, are subject to greater demand than the other varieties.

TORONTO — Nothing definitely new appeared in the canned goods market but there is an appreciably better tone, due, apparently, to the backwardness of the season and the possibility of a poor season ahead. It may be just borrowing trouble from the wheat situation. There is better buying, too. The canned fruits are in good demand and vegetables are more active. As yet there are no signs of a shortage, but if the weather continues backward it may prolong the period of heavy consumption. Quotations are unchanged.

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

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

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

FRUITS.	Group	
	No. 1	No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 93
2's, preserved	1 45	1 42½
Gals., standard	4 65	

The C  
Cherries—  
2's, red  
2's, "  
Gals., "  
2's, bla  
2's, "  
2's, whi  
2's, "  
Currants  
2's, red  
Gals., r  
Gals., r  
2's, pre  
2's, bla  
2's, pre  
Gals., l  
Gals.  
Gooseberri  
2's, H.  
2's, pre  
Gals., s  
Gals., s  
Lawtonber  
2's, H.F.  
2's, pre  
Gals., s  
Peaches—  
1½'s, ye  
2's, yell  
2½'s, ye  
3's, yell  
3's, yell  
2's, whi  
2½'s, w  
3's, whi  
3's, pie  
Gal., pi  
Gal., pi  
Pears—  
2's, Flie  
2½'s, Fl  
3's, Flie  
2's, Ba  
2½'s, Ba  
3's, Ba  
3's, pie  
Gal., pi  
Gal., pi  
Pineapple  
2's, slic  
2's, gra  
2½'s, w  
Florida  
Singap  
ms, D  
Plu2's, lig  
3's, lig  
2's, hea  
2½'s, he  
3's, hea  
Gal., st  
Plums, Lo  
2's, lig  
3's, lig  
2's, hea  
2's, hea  
Plums, gre  
2's, lig  
2's, hea  
2½'s, he  
3's, hea  
Gal., st  
Plums, egg  
2's, hea  
2½'s, he  
3's, hea  
Raspberrie  
2's, L.E  
2's, H.I  
2's, pre  
Gals., s  
Gals., s  
Raspberrie  
2's, bla  
2's, pre  
Gals., s  
Strawberrie  
2's, hea  
2's  
Gals.  
Gals.  
Asparagus-  
2½'s, tip  
2's, Can  
Beets—  
2's, slic  
2's, who  
3's, slic  
3's, who  
Beans—  
Fancy l  
2's, gold  
3's  
Gals., r  
2's, refu  
Gals., r  
2's, crys  
Red kid  
Lama, ;  
Corn—  
2's .....  
Gal., or

Table of market prices for various goods including Cherries, Currants, Gooseberries, Lawtonberries, Peaches, Pears, Pineapple, Plums, Raspberries, Strawberries, and Vegetables like Asparagus, Beets, Beans, and Corn.

Table of market prices for produce and other goods including Carrots, Cabbage, Cauliflower, Parsnips, Peas, Pumpkins, Rhubarb, Spinach, Squash, Tomatoes, Tomato sauce, Chili sauce, Oats, Fish (Lobster, Mackerel, Salmon, etc.), Haddies, Herrings, and Meats (Beef, Chicken, Turkey, etc.).

ONTARIO MARKETS.

POINTERS :- Sugar-Advanced and very strong. Canned Goods-Better tone. Butter-Easier. Eggs-Higher. Provisions-Prices maintained. Pineapples-Lower. Flour-Advanced 20c. Toronto, May 9, 1907. The advance in sugar and an appreciable increase in business generally, are the features of the grocery trade this week.

morning and a further advance is by some expected here. An improved tone to the canned goods situation, especially in regard to vegetables, is attributed directly to the backwardness of the season and the suggested possibility of poor crops. The molasses market is very slow.

Provision prices are being maintained, but lard prices are reported weak in spots. Butter is easier, owing to increased receipts, and eggs are firmer because of buying competition.

TEA.-Retailers both in Canada and Great Britain are now buying from hand to mouth. One mail advice from London, under date of April 25, states: "It would seem that the high level of values prevailing is resulting in a marked disinclination on the part of retailers to stock beyond their immediate requirements."

COFFEE.-The hopes of those who look for an improvement in coffee values are now fixed on the next Brazil crop. The last one is admitted to have been 15,000,000 bags, which is abnormally large.

SUGAR.-Canadian refiners advanced prices 10c Monday evening and the market was generally regarded very strong at that. This feeling was confirmed by a further advance of 10 points for refined in New York on Wednesday morning.

The Canada Sugar Refining Co. is introducing an innovation in the form of a 20-lb. white cotton bag. Sugar put up in this way costs 10c extra. The raw sugar market continues to advance. Willett & Gray at the end of last week, reviewing the market, said: "Cuba continues to control the position of the sugar markets of the world, and as it becomes more evident that requirements for United States consumption will be largely in excess of that crop and other nearby cane crops, the market values continue to increase both here and abroad."



GROCCERS CLOSING EARLY  
ON THE PACIFIC COAST

Vancouver, B.C., May 6, 1907.

A large number of the grocers and other retail merchants of the city have signed an agreement to close their respective places of business at 6 o'clock sharp every evening, and on Saturday evenings at 9 o'clock. This agreement is to be presented to the city council with a request that a by-law be passed embodying the terms of the agreement, thus making it general and compulsory. Recently the business men declined to sign an agreement for a Wednesday half-holiday.

Several large consignments of flour from Canadian mills for the Orient were included in the cargo of the C.P.R. SS. Tartar, which sailed for Japan and China ports to-day. The steamer carried a full cargo, mainly Canadian goods, it being in fact as large a cargo as was ever taken out by one vessel from this port to the Orient. The three cargo steamers of the C.P.R. fleet, and the three Empresses are always unable to clean up the big dock warehouses when loading.

Northern shipments, both to cannery points along the coast and to White Horse, en route for Dawson, are increasing. The canneries are all preparing for the spring run and supplies of provisions, as well as of tin, are going north by every steamer. The canners are in difficulty so far as the supplies of tin-plate bought from American mills are concerned, owing to freight having been held up so much.

Distinctly disappointing have been the experiences of the week in the matter of the settlement of the strikes which have been agitating the western portion of Canada. The coal strike is presumably settled, the men being in favor of the latest proposal, and on which they are now voting. Not so the carpenters' strike in this city, which is now further from settlement than ever. An agreement was reached, whereby the men were to receive \$4.25 per day, the additional 25c. to be left to arbitration. When it came to signing up, the Builders' Exchange, as the Contractors' Association is called, demanded that the "open shop" be recognized. To this the men would not accede, and a deadlock resulted. The men now say that never again will the carpenters' unions recognize the Builders' Exchange in any way. They are signing contracts with individual contractors, some sixty of whom have agreed to the terms, and to the recognition of the unions.

The prolonged strike in the coal mines has paralyzed the mining towns of the interior, temporarily. Business men are very much discouraged, and traveling men state that they cannot sell goods at the present time beyond absolute present requirements. Until the strike is settled there will be no improvement—rather a growing worse.

Salmon hatcheries are to be built on the Stuart and Babine lakes by the Dominion Government this year. That on the Stuart lake is for the Fraser river propagation. The young sockeyes, when

ready to be liberated, will be taken to the headwaters of the Fraser, specially constructed tanks being provided for handling them. The other hatchery is for Skeena river propagation. Two smaller plants are also to be built on Vancouver Island, probably on the west coast, at Barclay and Clayoquot sounds. The two on the northern river will have a capacity of 25,000,000 fry each, while the two on the island will have capacity for 7,000,000 fry each. F. C. Cunningham, Dominion superintendent of fish culture, will be in the province at an early date to make arrangements for the building of the hatcheries.

Practically no changes can be noted in the markets this week. The staple lines of groceries are fairly steady, the only trouble being a very serious lack of stock in some lines, the freight situation not having improved, as the coal strike still handicaps the railway companies. In some lines, such as condensed milk, and similar eastern staples not usually stocked ahead of present requirements, the market is bare.

In provisions, there is a slight change in quoted prices of bacon and lard. Fry salt bacon is up to 14½c., while lard in threes and fives is down to 13½c. Cheese is in small compass, no eastern stocks being held now, and none arriving. The small local supply is firm at 15½c.

Butter is still very limited in supply, the largest supply being local, with California coming in at intervals. The prices have remained firm, and until stocks are received from other sources, not much of a drop may be expected. Usually by this time there is considerable fresh-made eastern butter, and even some from Manitoba, but owing to the late season in the east, the shipments available for this trade are limited. Transportation difficulties also prevent stocks being ordered, as it is a problem if they are received after being ordered. Jobbing quotations are: California creamery, 33c. to 35c.; local creamery, 35c.; local dairy, 30c.

Eggs are as high in price as ever, with no show of coming down. Local sources largely supply the market at present. The price is 30c. Some eastern eggs are expected to arrive, but the price has not been fixed, though it is expected to be somewhat lower than local.

In fruits and vegetables, last quotations are firm. A very few strawberries appeared on the market one day, but they were a novelty and sold at luxury prices of 50c. per box. Lemons remain up to \$6.50 and likely to. Oranges are still in good stock.

Australian onions were added to the vegetable stocks this week, selling to the trade at \$4 per hundred. Potatoes have shown no change, and are not likely to lower in price, being still quoted at \$35 a ton.

The effect of the building trade strike on retail business in Vancouver has been

very marked. Retail grocers and provision dealers in particular, are feeling the shortage of cash following the shutting off such large pay rolls as are distributed through the building trades every week. The same grocers are, of course, asked to bear the brunt of this strike, as of all industrial strikes, by "carrying" Mr. Carpenter until he is at work and in funds again.

The West Coast Fishing Co. has been organized at Victoria to enter into the oyster cultivation industry. Fifty-six acres of sea ground has been leased from the Government, and oyster "plantations" are to be set down at once. Two cars of the bivalves, purchased in South Norwalk, Conn., are now in transit, and a magazine has been prepared for their reception at Island Cove, Esquimalt harbor. Other consignments will be laid down at Thetis harbor and Plumper Bay later on.

Flour-milling is receiving more attention every day in this province. At Victoria, the old 200-barrel mill, which has been in disuse for some years, is being re-opened by the Mount Royal Milling and Mfg. Co., of Montreal. The mill, besides having a capacity of 200 barrels per day for flour, has machinery to handle ten tons of rice per day. Fifty thousand dollars is to be expended putting in modern machinery and refitting the old plant. The flour mill will be ready to handle this fall's crop of wheat, which is expected to move westward from Alberta. Next year a big elevator is to be built at Victoria by the milling company.

SS. Georgia, of the Canadian-Mexican line, the first vessel to sail from B.C. ports in this service, left Victoria on the 27th. She loaded a large quantity of railway ties at New Westminster, on the Fraser river, and a considerable quantity of general merchandise was transhipped from Vancouver to New Westminster for the steamer. She also loaded a number of consignments at Victoria.

One change to be inaugurated by the new direct steamer line is dependent on the completion of the Tehuantepec railway line, now under construction across to the Gulf of Mexico. This will be the shipment of goods from England and Europe, which may be done in thirty days' time, as against sixty days by the Suez and Orient route, the present means of transportation.

SS. Oanfa, of the Blue Funnel line of steamers, discharged several hundred tons of general English merchandise at Victoria and at Vancouver.

British ship Deanmount, from Liverpool and London, with general merchandise cargo for Victoria and Vancouver, is in port discharging. She brought about 2,700 tons of miscellaneous merchandise.

SS. City of Puebla brought to port from San Francisco a large consignment of dried fruits, comprising several hundred cases of sixty tons weight for shipment to Australia by the Canadian-Australian steamer.

The H. A. Edgett Co., Ltd., has bought out the Hill Syrup Co., which manufactures maple syrup here, bringing the sugar forward from eastern Canada.

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 9, 1907.)

Transportation difficulties are still the principal drawback to the business situation but conditions show a marked improvement. The C.P.R. lines in the west are doing fairly well now and the towns served by that road are not making many complaints. The C.N.R. is still in bad shape, although conditions show considerable improvement.

There are no important market changes this week.

**CANNED GOODS** — The canners are out of 2-lb. canned peaches, and as the supply in the hands of the jobbers is limited the price is advancing. Quotations now range about \$4.60 per case. We quote:

FRUITS.		
	Group No. 1	Group No. 2 & 3
<b>Apples—</b>		
3's standard, per doz.	1 29½	1 27
gallons, per doz.	3 47½	3 45
<b>Cherries—</b>		
2's, red pitted, per doz. case	2 41½	2 39
<b>Currants—</b>		
2's, red, heavy syrup, per doz.	1 96½	1 94
2's black "	2 66½	2 64
<b>Gooseberries—</b>		
2's heavy syrup "	2 31½	2 29
<b>Lawtonberries—</b>		
2's heavy syrup "	1 94	1 91
<b>Peaches—</b>		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 9½
<b>Pears—</b>		
2's, F.B., "	1 81½	1 79
3's, "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
<b>Plums—</b>		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
<b>Raspberries—</b>		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89
<b>Pineapples, whole, 2 lb., per case.</b>		3 85
" sliced, 2 "		4 51
" grated, 2 "		3 85
" "		4 40
VEGETABLES.		
<b>Beans—</b>		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax "	2 18	2 13
<b>Corn—</b>		
2's "	2 13	2 08
<b>Peas—</b>		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle "	2 28	2 23
(No. 1) 2's extra fine sifted "	2 78	2 73
<b>Succotash—</b>		
2's "	2 63	2 58
<b>Beets—</b>		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, "		2 84
<b>Spinach—</b>		
2's, per doz.	3 13	3 08
3's "	4 09	4 04
gallon, per doz.		11 10
<b>Asparagus per doz.</b>		2 89
<b>Tomatoes—</b>		
per case	2 79	2 74
<b>Beans golden wax.</b>		1 98
refugee.		1 93
MEATS.		
<b>Pork and beans 1's, per doz.</b>		1 25
" 2's, "		1 90
" 3's, "		2 60
<b>Clark's 1 lb. plain, per case.</b>		2 25
" 2 " " "		1 80
" 3 " " "		2 25
" 1 " tomato sauce, per case		1 80
" 2 " " "		2 25
" 3 " " "		1 90
" 3 " " "		2 25
<b>Soups, per doz.</b>		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey "		3 25
" chicken, per doz "		3 30
" turkey "		3 30
" duck "		3 30
<b>Corned beef</b>		2 75
" 2's per case		2 55
" 1's "		2 50
" Man. Can. Co. 2's per doz.		1 35
" 1's "		2 50
<b>Roast beef (Man. Can. Co.), 2's, per case</b>		1 35
" 1's "		2 75
" (Clark's), 1's, per doz.		2 75
" 2's "		2 55

Potted meats, 1's, per doz.	0 55
Veal loaf 1 lb., per doz.	1 25
" 1 lb. "	2 50
Ham loaf 1 lb. "	1 25
" 1 lb. "	2 50
Chicken loaf 1 lb. "	1 85
" 1 lb. "	3 50
Lunchonque 1's, "	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80
" 1-lb. glass, "	3 10
Chipped " 1-lb. tins, "	3 35
" " 1-lb. glass, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25
Corned beef 1-lb. tins, per doz.	1 55
" 2-lb. "	2 75

FISH.	
Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, " "	4 00
" cohoes, " "	5 75
Lobsters (new), 1-lb. flats, per case	16 50
" 1-lb. tails, per case	10 50
" 1-lb. tails, per case	15 00
" flats, per case	15 50

SUGAR—	
Montreal granulated, in bbls.	5 10
" " in sacks	5 05
" yellow, in bbls.	4 70
" " in sacks	4 65
Wallaceburg, in bbls.	5 00
" " in sacks	4 95
Berlin, granulated in bbls.	4 90
" " in sacks	4 85
Icing sugar in bbls.	5 70
" " in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls.	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls.	5 80
" " in 100-lb cases	5 85
Raw sugar.	4 50

SYRUPS AND MOLASSES—	
Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. tins, per 1 "	2 65
" " 10-lb. tins, per 1 "	2 45
" " 20-lb. tins, per 1 "	2 50
" " barrel, per lb.	0 03½
Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case.	3 10
" 10 " " 1 "	3 60
" 20 " " 1 "	3 30
" 20 " " 1 "	0 22
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03½
Porto Rico molasses in 1-bbls, per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" 5 gal. bats., each	0 33
" "	2 25

COFFEE—	
Whole green Rio, per lb.	0 10
" roasted " per lb.	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb.	0 35
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32
" 1-lb.	0 33
<b>Local Blends—</b>	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb.	0 24

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

PICKLES — Local brands are quoted as follows since the recent advance:	
<b>Sour—</b>	
1 gal. pail.	70
3 " "	1 81
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz.	2 00
" 20 " "	2 25
<b>Chow—</b>	
1 gal. pail.	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz.	2 00
" 20 " "	2 25
<b>Sweet—</b>	
1 gal. pails.	80
3 " "	3 25
5 " "	4 75
Crocks	75
Bottles, 18 oz., per doz.	2 25
" 20 " "	2 50
<b>Onion—</b>	
1 gal. pails.	91
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz.	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS—	
Sultana raisins, bulk, per lb.	0 13½
" cleaned,	0 14½
" 1 lb pkgs "	0 16

Table raisins, Connoisseur clusters per case	3 80
" extra dessert, " "	3 40
" Royal Buckingham, " "	4 00
" Imperial Russian, " "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 85
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s.	1 75
" selected.	1 85
" layers.	2 10
Trenor's Valencia raisins, f. o. s, per case.	2 70
" " selects	2 85
" " layers	2 95
California raisins, muscatels, 2 crown, per lb.	0 10½
" " 3 " "	0 10½
" " 4 " "	0 10½
" " choice seeded in 1-lb. packages per package	0 10½
" " fancy seeded in 1-lb. packages per package	0 10½
" " choice seeded in 1-lb. packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb.	0 04½
" 90-100 " "	0 05½
" 80-90 " "	0 05½
" 70-80 " "	0 06½
" 60-70 " "	0 06½
" 50-60 " "	0 07½
" 40-50 " "	0 07½
Currants, uncleaned, loose pack, per lb.	0 07½
" dry cleaned, Filistras, per lb.	0 07½
" wet cleaned, per lb.	0 07½
" Filistras in 1-lb. pkg. dry cleaned, per lb.	0 08½
" Vostizzas, uncleaned.	0 08½
Hallowee dates, new per lb.	0 06
" in packages, per lb.	0 07½
Figs, cooking, in taptets, per lb.	0 15½
" " in sacks	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 21½
Apricots, standard in 25-lb. boxes, per lb.	0 21½
Peaches, choice, per lb.	0 15
Peaches, choice (halves), per lb.	0 15½
" standard "	0 13½
Plums, choice (dark pitted) per lb.	0 14
Nectarines choice.	0 16

**EVAPORATED AND DRIED APPLES** — Owing to the high prices of Canadian evaporated apples some of the local houses are importing evaporated apples from St. Louis, and these are quoted lower than the Canadian. Canadian evaporated apples are quoted at 10½c. to 11c. per lb., and the dried apples at 9½c. to 10c.

CANDIED PEELS—	
Lemon, per lb.	0 13½
Orange " "	0 13½
Citron " "	0 24

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

Ontario honey, 5-lb. tins per case	8 75
" 10-lb.	8 65
California honey 1-lb. glass jars, 2-doz. case	4 60
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " 1 doz.	10 10
" " 60-lb. " per lb.	0 14

RICE, TAPIOCA AND SAGO—	
Japan rice, per lb., cwt. lots	0 04½
" 50-lb. lots	0 04
Rangoon rice, per lb.	0 04
Paina "	0 04
Tapioca, per cwt.	7 50
Sago, per lb.	0 04½

NUTS—New prices will be noted on peanuts. We quote:	
Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" " in small lots, per lb.	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" green	0 14
Diamond peanuts, roasted	0 14
" green	0 11
Walnuts, new, Greenobles, per lb.	0 1
" " Marbots	0 1
" " shelled, "	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 26
Brazils, per lb.	0 15

OATMEAL AND CORNMEAL—	
Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 22½
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 60

EGG CASES — In good demand at following prices:	
No. 1 egg case, complete	0 45
No. 2 " without filler	0 3
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown, per case	1 70
" white,	1 85



CHEESE AND BUTTER REFEREE

Dominion Government Will Keep One at Montreal—Both Buyer and Seller Must Authorize His Services—May Have Standing Order

The Dominion Government has decided to re-establish the cheese and butter referee at Montreal this season. J. A. Ruddick, dairy commissioner, has issued the following information on the subject:

"I am authorized by the Honorable, the Minister of Agriculture, to announce that an officer of the dairy division will be stationed at Montreal to act as official referee of butter and cheese after May 15th next, in compliance with the urgent requests received from dairymen in various districts.

"In view of the representations which have been made by salesmen, the referee will act only on request of both buyer and seller. While it is recognized that the delay which may ensue before the salesman can be communicated with will result in any defect in the quality of the cheese or butter becoming more pronounced, and that it may interfere with the prompt exportation of the lot in question, the right of the seller to be consulted before any reference is made cannot be denied.

May Give Standing Order.

"Any salesman who desires to avoid the risk of increased loss, consequent on the delay of final inspection, may do so by giving the referee a standing order, in writing, authorizing the examination of his cheese or butter at any time on request of buyer alone. Such authorization must come direct from the salesman himself. Verbal notices will not be accepted. Any authorization of this kind may be cancelled by the salesman giving due notice to that effect.

"In giving certificates on the quality of butter or cheese, the referee will be guided by the classification and standards adopted two years ago. In this classification "First Grade" is equivalent to "Finest," a term used for many years to denote first-class quality; and "Under Finest" is divided into second and third grades, with clear definitions for each grade. The advantage to the seller of having the grades clearly defined and of having three grades instead of two must be obvious to all.

"The referee will furnish both buyer and seller with a report on the quality of all butter and cheese officially examined.

"Copies of the circular giving the standards or definitions for the three grades of butter and cheese were distributed in 1905, but further copies will be sent to any person who makes application for them.

"The standards are printed on the back of the referee's reports."

PERSONALS.

W. H. Dunn, Montreal, is in New York.

Mr. Waller, of Hunt & Co., from Chicago, is in Montreal.

Mr. White, of the Falcon Packing Co., New York, was in Montreal during the week.

George Gill, green buyer for the house of Crosfield, Lampard & Co., Colombo, is in Montreal.

J. M. Brayley, Montreal, has been appointed agent for the Kentucky Refining Company, Louisville.

A. W. Mullins, Hudson Heights, was in Montreal to see the exhibition of groceries, among other things.

Ernest J. Clark, with Bovril, Limited, Montreal, was married Tuesday, April 23, to Miss Upton, of Montreal.

George Hodge, of George Hodge & Co., produce dealers, has returned to Montreal after his annual trip to the Old Country.

A. Carson, Canadian manager of Lipton's teas, is in Winnipeg this week making arrangements to push the sale of Lipton's teas in the West.

S. D. Stewart, Quebec representative of H. J. Heinz Co., has been elected director Dominion Commercial Travelers' Association to replace Mr. Bois, resigned.

W. A. Melville, chief United States and Canada representative for Thos. J. Lipton, was in Toronto last week looking after the opening of their Canadian branch at 75 Front street east.

Albert Hebert, Hudon, Hebert & Co., Montreal, has left for New York whence he will sail on a trip to Europe for a six months' holiday. He is accompanied by his wife and daughter.

Arthur Fournier, who covered the Ottawa valley for the past eighteen years for L. Chaput, Fils & Cie, and latterly for E. D. Marceau, Montreal, has joined the traveling staff of Doyle & Jackson, teas, Montreal. Mr. Fournier's territory will be the Maritime Provinces.

C. W. Gregory, formerly for six years a traveler for Snowdon, Forbes & Co., Montreal, but lately connected with another enterprise, has rejoined the establishment with which he was so long connected and will cover city ground for the firm.

John P. Laurent was a caller at the Montreal office of The Grocer last week. Mr. Laurent, who was fourteen years in the grocery business in Quebec, being connected with A. Joseph & Sons, is about to start a commission agency business in Edmonton, Alta.

W. B. Grant, who has been with Jas. Turner & Co., Hamilton, for a number of years, and for the last four years representing them in southern Alberta and British Columbia, has bought an interest in the business of Stewart & Tweed, Medicine Hat. He expects to retire from the road at end of present month. His successor in the district will be C. W. Griffin who has been on the city traveling staff. Mr. Griffin left on Saturday last to take his initiatory trip over the territory in company with Mr. Grant. T. E. Edey, formerly with C. H. & E. R. Almas, is taking Mr. Griffin's place in the city of Hamilton.

MATCHES — Prices have been revised, the "Silent" matches having been advanced in price while the other brands quoted below have been reduced. We quote:

	Per case
"Silent," 200's.....	2 55
" " 500's.....	5 50
"King Edward".....	3 95
"Victoria" Parlors.....	3 25
"Capital Safeties".....	3 25

WINNIPEG.

BUTTER — The produce market is in a very backward state this year owing to the continued cold weather. The creameries have not yet opened up and the market is almost bare of creamery butter. Dairy is in better supply but the quality is poor. Creamery is selling to the retail trade at 32c. per lb., and produce houses are paying 20c. to 22c. per lb. for dairy butter.

EGGS — Produce houses are paying 16c. per dozen for eggs f.o.b. country stations.

CHEESE—Prices are quoted as follows:

Cheese, Ontario large, per lb.....	0 15½
" " twins, per lb.....	0 15½
" " Manitoba, small (about 20 lbs.).....	0 12½

LARD—The tierce price is 12½c. per lb. Other packages take the following advances over the tierce basis:

50 lb. tins, 1c. per lb. over tierce basis, each.....	6 50
20 lb. wood pails, 3c. " " " ".....	2 55
6 10 lb. tin pails, 3c. " " " " per case.....	8 10
12 5 " " " " " " " ".....	8 20
20 3 " " " " " " " ".....	8 25

CURED MEATS—Revised prices are as follows:

Hams, selected, mild cure, 10 to 14 lbs., per lb.....	0 17½
Bacon, " " 5 to 7 " " " ".....	20½
Bacon, " " 8 to 10 " " " ".....	0 17
Hams, light, 10 to 14 average.....	0 16½
" " medium, 14 to 16 average.....	0 15½
" " heavy, 20 to 30 " " " ".....	0 17
" " skinned, 2 to 30 " " " ".....	0 13
Picnic hams, 6 to 8 " " " ".....	0 12
Shoulders, 10 to 14 " " " ".....	0 13
Breakfast bacon, clear, bellies, 8 to 10.....	0 17½
" " " " clear bellies 10 to 12.....	0 17½
" " " " wide 14-16, strips 6-8 lb.....	0 16½
Clear, backs, bacon, 8 to 10.....	0 16½
" " " " 12 to 14.....	0 16
Spiced rolls, long.....	0 17
" " " " short.....	0 14½

STOCKS OF LARD.

The monthly bulletin issued by the N. K. Fairbank Co. show the stocks of lard held in Europe and afloat on May 1st to have been 155,600 tierces, an increase of 3,500 over last month. On May 1st a year ago they were 137,100, two years ago 158,850, in 1904 120,000, and in 1903 98,700. Of the European cities, Hamburg leads, with 26,000, the Baltic ports being second, with 20,000. Stocks held in America were 79,244 on May 1st, 32 tierces more than the same date last month. On May 1st, 1906, they were 92,220, a year previous to that, 173,354, and in 1904, 134,668. Chicago Prime Steam leads, with 25,191; Chicago other kinds totalling 17,435, and Kansas City coming third, with 14,327.

The total number of tierces held in Europe and afloat and in American cities on May 1st was 234,844, compared with 231,312 a month ago, 229,320 on May 1st, 1906, 332,204 on the date in 1905, 254,668 in 1904, and 146,667 in 1903.

## THE CANADIAN GROCER

### INSPECTION LAW AUGUST 1.

#### New Dominion Act Will Come Into Force on That Date

The act to provide for inspection of canned food products, meats and fish, passed at the recent session of Parliament, will come into force on August 1st. Regulations in respect to duties of inspectors, methods of inspection, etc., are now being drafted. The Government will appoint about forty-five inspectors, who will be under Dr. Rutherford as Inspector-General. The total cost of enforcing the act is estimated at \$75,000 per year. The salaries of the inspectors will be \$1,200 per year.

#### EGG CARRIERS THAT FIT THE BILL.

C. E. Choat & Co., of Halifax, are among the livest grocers in eastern Canada. Through The Canadian Grocer they got some Star egg carriers from the MacLaren Imperial Cheese Co., Toronto, and after receiving them wrote:

"The Star egg carriers we received from you are certainly a great article. We are very pleased with them. They just fit the bill!

"We are large advertisers in our city papers and would be very pleased if you would send us two or three of your small cuts that we might advertise about the way we handle eggs to our custom-

ers. We could return the cuts to you after we use them."

There are two suggestions in this letter. They are:

Get the best equipment.  
Timely advertising.

#### WESTERN WHEAT CROPS.

The Northwest Grain Dealers' Association, Winnipeg, have issued the following statement in regard to the western wheat crop of 1906, and situation on April 1:

	Bush.
Cars inspected to date ....	42,230,000
In store at country points ..	19,250,000
In transit, not inspected ....	990,000
Shipped by C. N. R. ....	350,000
Marketed at Winnipeg ....	250,000

Total marketed to date ....	63,070,000
Allow for country mills ....	9,000,000
Allow for seed .....	9,000,000

Total crop ..... 81,070,000

Marketed at this date last year .....	63,847,000
Wheat in farmers' hands to market .....	8,560,000
Oats in farmers' hands to market .....	4,000,000
Barley in farmers' hands to market .....	450,000
Flax in farmers' hands to market .....	88,000

Estimated increase in wheat acreage for 1907, ten per cent. Wheat acreage 1906, 5,013,500 acres; estimated for 1907, 5,514,000; wheat land plowed for seeding, 68 per cent.

#### FRUIT CROP ALL RIGHT.

A representative of Canadian Grocer saw E. J. McIntyre, of Niagara-on-the-Lake, yesterday. He says that no damage, as far as he knows, has been done to the crops in Ontario by the recent severe weather, excepting in the case of tomatoes in frames which were destroyed and will have to be replanted. He does not think that that will make much difference to the crop. Apples, peaches and everything else have not suffered.

#### NOTES.

A very neat folder is being distributed to the trade by the Ozo Company. It tells of the profit obtainable through the handling of Ozo pickles in the company's hygienic jars. The cut of the set of four jars sitting on the stand, which is given free with every order, is seen on the little booklet.

A small fire occurred in the premises of Theodore Lefebvre & Co., the Mokara Mills, Gosford street, Montreal, recently. No serious damage was done, thanks to the quick work of the fire brigade. This is the second time this firm has been visited by fire within six months.



About 3 ft. of Fly-Catching Space.

**BROWN'S FAMOUS CATCH 'EM ALL**

**1<sup>D</sup>. FLY COIL**

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

**GOOD PROFITS**

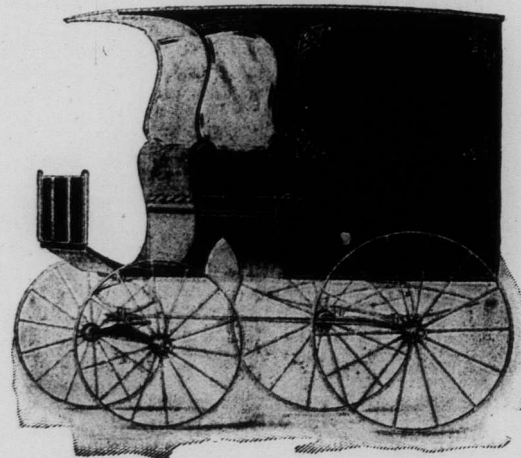
**LARGE SALES**

**COMPLETE SATISFACTION**

Of all Wholesale Houses or direct from

**Brown's Fly Coil Co. Bury**  
Ltd., (Lancs) Eng.

### The Waggon Tells Its Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. **EWART'S** waggons are easily the best on the market.

Write for prices

Phone 1188

**J. A. EWART,** 257-9 Queen St. E.  
TORONTO

# QUAKER CANNED GOODS


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

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HIS  MARK


**High Grade  
Printing**  
from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—  
**NEW MANAGER**—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—  
**NEW PRESSES**—the latest products of the press makers—  
**NEW TYPE**—the best faces selected from the stocks of leading foundries and a  
**NEW RESOLVE**—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want  
"printing that's different"  
let us hear from you

**MACLEAN  
PUBLISHING  
CO LTD**  
John Bayne MacLean  
P r e s i d e n t  
10 Front St East Toronto  
MONTREAL WINNIPEG  
L O N D O N E N G

**PRINTING DEPT**  
Charles Edward Peabody  
M a n a g e r

his  mark

HAVE YOU A LIVE REPRESENTATIVE FOR  
**Winnipeg and the West ?**

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

**CARMAN-ESCOTT CO.**

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

—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.

**THE CANNER THAT GANS**

Stop the waste of fruit and vegetables caused by over-buying.

The Modern Canner will preserve these perishable goods and the canned article can be sold at a profit.

Write for Booklet "The Modern Canner."

**Modern Canner Co.,**

St. Jacobs, Ont.



**Don't Grope Around in the Dark**

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

**One Cent Per Word**

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

Capacity 24 lbs. Range of Prices 4 to 32 cents per lb.

SI

**INCREASE** your sales and **INCREASE** the popularity of your store by selling and recommending



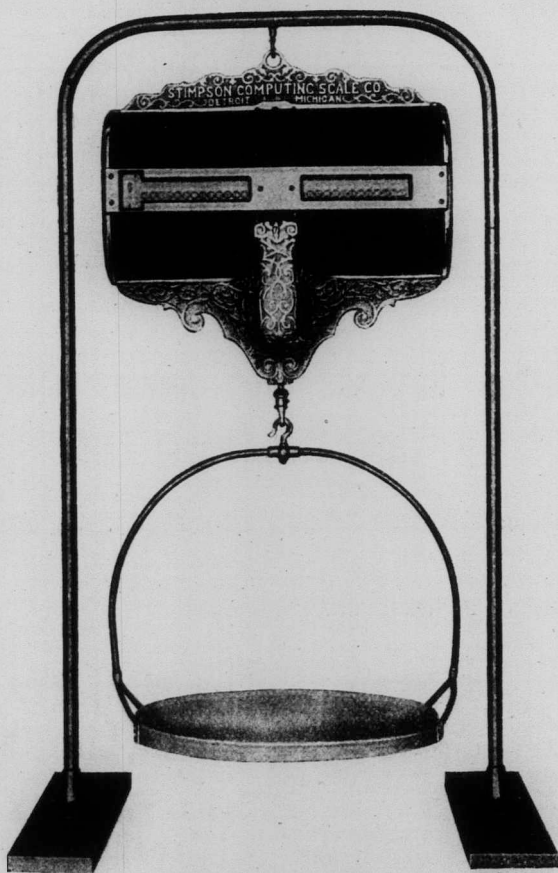
*Gold Standard* JAVA & MOCHA  
"THE-CHAFFLESS-COFFEE"

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

**The Codville-Georgeson Co., Limited**  
**WINNIPEG, - MAN.**

Capacity 24 lbs. Range of Prices 4 to 32 cents per lb.



Sold on Easy Monthly Payments.

**Stimpson Computing Scale Co.,**  
34 Arthur St., WINNIPEG, MAN.

Before buying

# SALT

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.

*It pays to have proper connections in*  
**The West**

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

Consign your cars to us and please your customers.

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

*Charges Reasonable*

*Satisfaction Guaranteed*

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

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East

**WINNIPEG, MAN.**

## The Superior Quality

of our

### Mild Cured Hams

### Boneless Breakfast Bacon

### Skinned Smoked Backs

meets the most exacting requirements of your customers.

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

# HAMS

Star Brand Hams are noted for their delicious flavor. We quote you cheap this week either smoked, pickled or cooked. Write for prices.

**F. W. FEARMAN CO.,**  
HAMILTON LIMITED

## Your Reputation's Valuable

The most potent asset in your business, Mr. Grocer, is your reputation—that and that alone is the real source of your bank account. Most grocers know that our famous lines of provisions not only read direct profits—but they also enhance the merchant's reputation. There are reasons—besides the A1 quality of our lines—why you should place your orders with us.

### We Don't Compete With You

because we've no retail stores. Think over it. We sell to the trade only.

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

## That Brand

is conspicuous in the stores of all grocery and provision merchants who do a rushing trade, because it is the housewife's surety of purity.



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

bearing **The Ryan Brand** are wholesome, pure and of first quality. Since the public know these facts, Mr. Grocer, can you afford to stock another line of provisions? Figure it out for yourself.



**The WM. RYAN  
CO., Limited**

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



**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.

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
TORONTO.

ORDER NOW

**Butter  
Tubs**

**Boxes and Paper**

Best Goods, Prompt Shipment

Prices Right

**WALTER WOODS & CO.**

Hamilton and Winnipeg



**WILSON'S  
Fly Pads**

**KILL THEM ALL**

No dead flies lying about when Wilson's Fly Pads are properly used

SOLD BY WHOLESALE GROCERS

Archdale Wilson, - Hamilton, Ont.

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

**JAMES MEYHVEN, SON & CO.**  
St. George's House  
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

**A. C. DOUGHTY & CO.**

Head Office, 29 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.

**HENRY COLBECK**

NEWCASTLE-UPON-TYNE.

Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 1,000,000 within a 20-mile radius.

**DAVID SCOTT & CO.**

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A. — Scottish, Liverpool.

**JAMES MARSHALL**

ABERDEEN, SCOTLAND,

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

**W. C. GREGSON & CO.,**

PROVISIONS

CEREALS

POULTRY

LIVERPOOL,

Produce Exchange Bldg.

**CONFIDENCE**

**What is it Worth?**

Our record for Quality and a Square Deal proves that you may with confidence buy any line of **CANNED MEATS or BEANS**

under the label of

**Wm. Clark**

though it is considerably below the warm weather level. Prices are being maintained despite increasing stocks. Here and there a soft spot in lard is reported. The top price for dressed hogs is 15c. lower.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Small hams, per lb.	0 15	0 15½
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 14	0 14½
Shoulder hams, per lb.	0 11	0 11½
Backs, plain, per lb.	0 15	0 16
" pea meal.	0 17	0 18
Heavy mess pork, per bbl.	22 50	23 00
Short cut, per bbl.	0 12	0 12½
Lard, tubs, per lb.	0 12	0 12½
" pails "	0 12	0 12½
" compounds, per lb.	0 09	0 10½
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcasses	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	8 75	9 25
Veal	0 08	0 10½

**BUTTER** — Supplies are increasing and prices are from one to two cents lower all round. Buyers are very chary about overdoing it and the demand is

strictly consumptive, which naturally tends to lower prices.

Creamery prints	0 26	0 28
Dairy prints, choice	0 22	0 24
" " ordinary	0 21	0 20
" rolls, large choice	0 21	0 22
Baker's butter	0 18	0 19

**CHEESE** — Prices for old cheese remain at former quotations. The market for new is very slow.

Cheese,..... 0 13½ 0 14

**EGGS** — The market is higher and the egg dealers are all guessing at what the final outcome will be. Prices are at a record level, and firm at that. There's no question that consumption is increasing in Canada, because of increased population, and the dealers' doubt that production is increasing at all. If the weather were to get really seasonable for a while there might be something more to say about that. Anyway, consumption just now is very heavy.

Eggs (strictly new laid) ..... 0 17½ 0 18

**HONEY**—Prices are unchanged.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 12
" in the comb, per doz.	2 00 2 50
Buckwheat honey, per lb.	0 05 0 06
" in comb, per doz	0 15 0 10

**POULTRY**—Prices are unchanged.

Live Weight.

Old fowl	0 1
Ducks	0 17
Young chickens	0 13

Dressed weight.

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

Noble Dean, general store, Renfrew, has taken his son into partnership.

Silas Harris, general store, Rupert, is dead.

**WINDSOR SALT**

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT



# O'MARA'S

IS THE  
**BEST**  
BREAKFAST  
BACON

that **MONEY** and **EXPERIENCE**  
can **PRODUCE**

**PRICES RIGHT**  
**QUALITY GUARANTEED**

Write for Quotations  
Phone or Wire at My Expense

**JOSEPH O'MARA**  
PORK PACKER  
Palmerston, Ont.

## TO RETAILERS—

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

**Best Goods**      **First Class Cooking**  
**Perfect Sterilization**

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

### The Manitoba Canning Co.

SELLING AGENTS: **LTD.**

**NICHOLSON & BAIN**  
Winnipeg, Calgary and Edmonton



### RELIABLE GOODS

Goods approved by the women of Canada will help any Grocer to corner a paying trade. That's why most Grocers feature

**Nicholson's Mince Meat**  
and recommend

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

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



**LAMONT, CORLISS & CO.,**  
27 COMMON ST, MONTREAL



**Combined---Ready to Use**



A cup of excellent Coffee is prepared by simply adding boiling water.

### STOCK UP

to be ready for the outing season.

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

## CEREALS AND CONFECTIONERY

**Market Still Rising on the Strength of Crop Reports—Situation in the Canadian West—Advance in Flour—Summer Confectionery.**

Crop destruction is still in the ascendant, and the price of wheat continues to rise with an occasional rest. The American Government's crop report, to come out to-day, is looked for anxiously in the hope that it will give some authentic and encouraging information. Prices advanced 2½c. in Chicago on Monday and a sample of the wild stories going was that the wheat acreage in the Canadian west would be half what it was last year. Reports here indicate that there will be about 10 per cent. decreased acreage, but there is also reliable information that it will be about the same. It is said that wheat planted up to May 20 will do very well. The decreased acreage does not, however, represent a distinct loss. Oats and other grains can be planted much later than wheat and it is estimated that these will make up to the west the shortage in wheat.

Flour has advanced 20c. a barrel and is very firm. There is plenty of export enquiry, but foreign buyers have not risen to the new level. Domestic demand is very good. Wheat cereals are also advancing.

### Confectionery.

There's a good trade in confectionery to be done during the summer and now's the time to get ready for it. Confectionery is one of the most profitable lines a grocer can carry. We've said that before, but it ought to be said every week. To get the best out of them, however, they should be special-

ized, properly displayed in the most attractive way possible. Shown in a modern silent salesman they will sell themselves. The case and candies both add to the appearance of the store. The energetic progressive grocer should handle confectionery.

### MONTREAL.

**FLOUR**—Owing to the advances in wheat millers have deemed it advisable to send up their prices and as a result buyers must pay more for flour this

The GRAY, YOUNG & SPARLING CO., Limited

### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

### SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

## BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

**BODE GUM CO., 30 St. George Street, MONTREAL**

## QUANCE BROS

MILLERS OF CHOICE

**WINTER WHEAT and MANITOBA FLOUR  
BUCKWHEAT and RYE FLOUR**

WRITE FOR QUOTATIONS.

DELHI, ONT.

## DON'T TAKE CHANCES

Since you can stock our famous

## ROLLED OATS

thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

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

## Are You Content?

with the flour you are handling?

If not, get a shipment of

## Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

## LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

## SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

## BATTLE CREEK TOASTED CORN FLAKE CO.,

LONDON, ONTARIO

week. Trade is good, navigation now being in full swing.

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

ROLLED OATS — Since last week there has been no noticeable change in rolled oats. Prices remain as quoted last time of writing.

### Receipts and Supplies

for manufacture of such profitable specialties as  
**CUSTARD POWDER**  
**JELLY SQUARES**  
**BAKING POWDER**  
**SELF RAISING FLOUR**

We quote low rates on Essences and Harmless Colors, Phosphoric Acid, Calcium Acid Phosphate, etc., etc. Drop us a line for price list.

**CHARLES C. BRYCE & CO.**  
43 and 45 Great Tower Street  
LONDON, E.C. - - ENGLAND

48 Highest Awards In Europe and America

**WALTER BAKER & CO.'S**

**CHOCOLATE & COCOA**



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

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

Fine oatmeal, bags.....	2 30	2 45
Standard oatmeal, bags.....	2 30	2 45
Granulated.....	2 30	2 45
Gold dust cornmeal, 98 lb bags.....	2 00	1 75
Roller oats, 90-lb. bags.....	2 00	2 10
"    80-lb. bags.....	1 90	2 05
"    bbls.....	4 00	4 40

FEED—Business is slow owing to lack of goods with which to fill orders. The market is about steady.

Ontario bran.....	24 00	25 00
Ontario shorts.....	23 00	24 00
Manitoba shorts.....	23 00	23 50
"    bran.....	22 00	23 00
Mouillie, milled.....	23 00	up
"    straight grained.....	28 00	30 00
Feed flour.....	1 35	1 45

### TORONTO.

FLOUR—Encouraged or compelled by the advancing wheat markets and the strength of the situation the millers have advanced flour 20c., and report trade very active at the advance. The opening of navigation brought heavy purchasers from Prince Edward Island, where stocks had been very low. Prices are now too high for export, though there is good enquiry.

#### Manitoba Wheat.

60 per cent. patents.....	4 60	4 80
85.....	4 20	4 20
Strong bakers.....	4 00	4 10

#### Winter Wheat.

Straight roller.....	3 80	3 90
"    patents.....	4 00	4 20
Blended.....	4 20	4 20

CEREALS—The advance in wheat has necessitated an advance in the rolled product, though all the millers have not yet made it. There is, however, a partial advance of 10c. Oats are unchanged. Trade, generally is normal.

Roller wheat in barrels, 100 lbs.....	2 40	2 60
Roller oats, in wood, per bbl.....	4 50	4 74
"    in bags, per bag 90 lbs.....	2 25	2 62
Oatmeal, standard and granulated, per bbl.....	5 00	5 50
"    in bags 98 lbs.....	4 02	2 00

### NOTES.

E. J. Clark, miller, of Mount Brydges, has sold out.

Wm. Robertson, baker and grocer, of Blyth, has sold to John Bloor.

The assets of P. & J. Tremblay, bakers, of Hull, have been sold.

George Lee, baker, of Dundas, has been succeeded by Graham & Shaw.

W. T. Scott, miller, of Picton, is advertising his chopping mill for sale.

### LARGE WEST INDIAN TRADE.

D. Rattray & Sons, general commission merchants, with head office at Montreal, have made such large sales of Barbadoes molasses and West Indian grocery sugars that, in addition to chartering a large sailer for Quebec, they have chartered the steamer Langfond, of the West India line, to bring a full cargo for Montreal and western points.

TEST

## McLAUCHLAN'S CREAM SODA BISCUITS

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

## "Just Because Their Goodness is Lasting"

Mr. Grocer! We do not need to tell you that that is a woman's reason and that it is a good one. The women of Canada demand



just because their goodness is lasting.

Can we give you a stronger reason for stocking

### Perfection Cream Sodas

and stocking them now? Send off that order to-day.

(3-lb. cards or tins.)

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



Sixty Years of Popularity

**COX'S GELATINE**

may now be had in a new form as

### COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

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

## WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions — Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

## PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' trade and general Household use.

**Western Canada Flour Mills Co., LIMITED**



Mills at  
**WINNIPEG, GODERICH and BRANDON**

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

## Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands.

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

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

Order direct or from our nearest agent.

**THE ALEXANDER MILLING CO.**  
LIMITED  
**BRANDON, MAN.**

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



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

**THE WALTER M. LOWNEY CO. of Canada, Limited**  
165 William St., - - - MONTREAL, CAN.

## It will Pay

you to stock and push  
the sale of the famous

## Frame-Food

PREPARATIONS

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

Extraordinarily advantageous  
Terms for Pioneer Traders.

Write for Particulars

at once

**Frame-Food Co., Ltd.,**  
Southfields, London, S.W., England.

# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Pronounced Ka-lee)

is more than Chocolate—It is a food every grocer should recommend to his customers. It is dainty, delicious, healthful and nourishing and shows you a profit all the time. It will increase the demand for Chocolate — Buy **CAILLER'S**.

General Agent for Canada

**William H. Dunn, - MONTREAL**

394-396 St. Paul Street

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

## Milk Chocolate

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

## Cowan's Cocoa (Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., Limited**  
**TORONTO**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

## No Chocolate

can be purer than

## Mott's

"Diamond" and  
"Elite" brands

They are prepared from selected Trinidad Cocoa Beans, made with best machinery and clean from start to finish. Get them.

FOR SALE BY ALL JOBBERS.

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

SELLING AGENTS:

J. A. Taylor  
Montreal

R. S. McIndoe  
Toronto

Jos. E. Huxley  
Winnipeg

Arthur Nelson  
Vancouver

Write for

## Free Tasting Samples LUCERNA Swiss Milk CHOCOLATE

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

This Chocolate won the Gold Medal at the Milan Exposition (1906) against the world.

Prices on application to Dominion Agents:

**JOHN BEARNS, Ltd.**  
11 Bank of Hamilton Building  
Winnipeg, Man.

Agents Wanted where not already represented.

**EFFECTIVE ADVERTISING**

HOW TO PRODUCE IT

Brief Talks Given  
Occasionally by  
T. Johnson Stewart.

"Some fellers can't tell a truth with a straight face any more than an advertiser can always sell below cost."—Rusty Mike's Diary.

Blessed art thou, Rusty Mike! Once more you have provided the text for our advertising talk. You may be the rustiest-looking proposition on the Pacific slope; but your quaint philosophy is always pleasing and sometimes profound. Keep on living and ousting Solomon from the hearts of the populace as king of the proverb business. And if I may not attend your marriage may I be permitted—in the fulness of time—to write your epitaph. Both are sorrowful jobs for men who have peered into human nature as we have done; but I never go back on a pal. Let's dismiss 'em and all other phases of life which our all-important subject—advertising—does not embrace. But when we ponder o'er our subject for a moment we discover that there is nothing which we can dismiss. History is the fulfilment of advertising, and without advertising there would be no history at all. Nor will there ever be.

Let us return to Rusty Mike's statement. Are you one of the grocers who sell—not infrequently—below cost? There are so many grocery and provision merchants doing that very thing that I am worried about their future and the future of their posterity. Miracles seem to happen in the grocery business. Unfortunately, I belong to a considerable and growing class, easily discoverable in any community, which does not believe in impossibilities. Already this minority is too considerable for any wise man to ignore. And it is expanding—growing rapidly all the time. We believe in "sweet reasonableness" in all things. A goodly number of the grocers in Canada have been selling goods below cost for years. These generous gentlemen are not the sons of bankers. When they started business all they possessed was in their wives' name. It's decidedly amusing to realize that the poor merchant, who persists in selling below cost, can only invest in one lot annually when he might just as well sell at a decent profit and invest in two. This type of a merchant is a regular wonder-worker—at least for some time. He goes on selling goods below cost—just to oblige the public and demonstrate the art of living on nothing—minus less than cost. That game is amusing but it is utterly impossible to fool all the people all the time on any spot on the globe. Gradually the public loses faith in the business rectitude of the man who persists in the "Below Cost" refrain. Only the ignorant poorly-paid people of a community—the people who have little to spend—attach any significance to that

brand of advertising. There are rare occasions when a merchant can advertise goods at less than cost. Shrewd merchants seldom do so, and when they do they are quite frank in their reasons for holding such sales. If this "Below Cost" paragraph serves to warn the man who inconsiderately advertises goods that way too often it will have served its purpose.

mere purpose of keeping your name before the public. Because the other fellow is sure to be doing a little more than that and as a result your name is pretty certain to be ignored. Have something to say, and then say it "peppery and to the point." Mr. McCrea might have left out the reference to the weather. The people knew that the weather was disagreeable that particular Wednesday morning and it certainly was a mistake to rub it in. However, the writer got to the essential points pretty quick. These Japanese cups and saucers are bargains at the price. The women folks know it. I don't. But I do know that McCrea & Son did a better business on that disagreeable Wednesday than if

**WEDNESDAY MORNING**

**8.30 a.m.**

Weather disagreeable, demand for CUPS and SAUCERS very brisk.

REMEMBER this sale will continue until every CUP and SAUCER is sold. Note the prices once more—

- Japanese Cups and Saucers, large variety of shapes and shades at **17c each**
- Japanese Cups and Saucers, Kermis Shape, at **20c each**

**Grocery Dept.**

We want to prove to you that we are always looking out for your interest. Our buyer was enabled to make a very satisfactory purchase, yesterday, of Pulled Figs, regular retail price 4 lbs. for 25c. By buying a very large quantity we will be able to sell while they last,

6 lbs Choice Pulled Figs **25c**  
for.....

FOR SALE AT BOTH STORES

We Prove Our Ads.

THE NOTED TEA STORE AND CHINA PALACE

**J. A. McCREA & SON,**

Wyndham Street and Elora Road

We have reproduced this ad. of J. A. McCrea's because of its simplicity. A correspondent asks us how to build an ad., and this sample explains the process for the beginner far more clearly than all the sentences on the subject we could print. You cannot advertise unless you have something to advertise. Do not buy space in any paper for the

they had advertised these same Japanese cups and saucers "Below Cost."

In our next talk I will write an ad. and explain the process of building it up from beginning to end. Few ads. are arriving for criticism. It's about time you gentlemen began to show a few more symptoms of the interest I know you feel in this page.

**LEA AND PERRINS**

**SOLD BY FIRST-CLASS GROCERS ONLY!**

**SAUCE**

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT




**ARTISTIC TABLE DECORATIONS**

Your trade will be improved by handling our specialties. The art of artistically decorating tables for various social functions has always been our study. In

**"M. H. C. POPULAR" CHRISTMAS CRACKERS**



we have to offer the very best value and selection as to contents, variety and color.

**PAPER TABLE SPECIALTIES**—Round, square and oval paper doyleys, chop holders, croquet frills, ice cream cups, pie dish frills, etc.

Lace mats and seals for your candy boxes! Do you use them?

All goods sold by us are manufactured at our factory in Hampstead, London England.



**MANSELL, HUNT, CATTY & CO., Limited, 116 Board of Trade Building, Montreal**

**Diamond Brand  
Maple Syrup**

**Twin Block  
Pure Maple Sugar**

**Maple Cream Hearts**

**Marmalade Jams, etc.**

**SUGARS, Limited  
MONTREAL**

**Agents: NICHOLSON & BAIN  
Winnipeg, Calgary and Edmonton**

**SHALLCROSS, MACAULAY & CO.  
Vancouver and Edmonton**

## FRUITS, VEGETABLES AND FISH

Pineapples Down at Last — Vegetables Quiet— Southern Conditions Continue to Affect Prices—Potatoes Still Unequal to Demand.

The pineapple situation is rapidly assuming a healthier outlook. The stock has dropped considerably in price and is coming to hand plentifully and in good condition. It will be two or three weeks yet before the first of the Florida pines are reported, but accounts point to a splendid crop from that country, although it is probable the sizes will run small. 24's were about the standard last year. This year it will be 30's and 36's. The first car should be along before the end of the month.

There is a fair trade passing in vegetables, but the weather has been too uncertain to permit of business being consistently good. What activity there is is divided impartially among tomatoes, of which there is a considerably greater supply this week, asparagus, celery and new cabbage. Owing to so much cold weather in the south a great deal of damage has been done to all the early vegetables, and prices consequently remain high. A lower level all round is, however, anticipated shortly.

Potato prices remain about the same for Delawares, eastern stock being a trifle easier. There is a scarcity of supply in some quarters, the stock held by a fair proportion of the dealers being quite inadequate to the demand.

### MONTREAL.

**GREEN FRUITS**—There are no radical changes in fruits this week. Bananas are selling at prices slightly lower, but still high enough to keep profit narrow, since demand is not so strong with advanced figures ruling. Oranges and

lemons are selling freely. Other lines are normal.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 65	1 75
"    jumbos	2 00	2 50
Cocoanuts, per bag	3 50	3 75
Pineapple, crate	4 00	5 50
Apples, bbl	3 00	5 00
Lemons	3 25	3 50
Mexican oranges, box	2 65	2 75
California oranges, new navels	3 25	4 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	2 65	2 75
Florida oranges, box	5 00	5 00
Valencia oranges, case	4 00	4 50
New figs, per lb	0 08	0 12
Oranberries, Cape Cod, per bbl	7 00	7 00
"    Canadian, bbl	6 00	6 50
Florida grape fruit, box	5 50	5 50
Jamaica grape fruit, box	4 00	4 50

**VEGETABLES** — Business is reported picking up since local navigation is now open. Orders are being received from many points along the river while business in other parts of the country, reached by rail, at the lower freight rates, is satisfactory. American cabbage is no longer obtainable. New cabbage is higher, as are also turnips.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz	0 60	0 60
Savory, per doz	0 60	0 60
New cabbage, crate	4 60	4 60
Montreal cabbage, per bbl	2 75	2 75
American cabbage, bbl	2 00	2 25
Florida tomatoes, crate	3 50	4 50
Turnips, bag	0 90	1 00
Green beans, basket	6 00	6 00
Water cress, large bunches, per doz	0 75	0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz	0 75	1 00
Celery, per doz	1 10	1 50
Florida celery, case	4 50	4 50
Asparagus, doz. bunches	10 50	14 00
Radishes, doz	0 40	0 60
Spinach, per bbl	1 25	1 75
Cucumbers, per doz	1 25	1 75
"    basket	4 50	6 50
Parsnips, bag	1 25	1 50
Potatoes, green mountain, per bag	1 15	1 15
New potatoes, lb	0 65	0 65
"    bbl	8 50	8 50
Jersey sweet potatoes basket	2 25	2 25
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02	0 43
Red onions, bbl	5 00	5 00
"    bag	1 75	2 00

## STRAWBERRIES

Expect our first direct car from North Carolina to arrive about Monday, 6th May, and will have daily arrivals after that. Your orders will have our best attention.

Have also car each of

**FLORIDA TOMATOES  
CUBA PINES  
and  
NEW CABBAGE**

Do not forget we are headquarters for

**ORANGES  
and  
LEMONS**

McWILLIAM

**Mc. AND E.**

EVERIST

25-27 Church St., TORONTO

## WE ARE EXPORTERS

to your Dominion of

## Fruit and Nuts

Oranges, Lemons, Almeria  
Grapes, Figs, Dates,  
Almonds, Walnuts,  
Shelled Nuts, etc.

C. & F. prices for one or more car lots to any point, quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON

91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.

11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

**FRED K. FISHER & SONS**

St. Magnus House, Monument St.  
LONDON, E.C., ENGLAND

YOU ALWAYS  
GET THE

**BEST GOODS**

obtainable when you send your orders to us.  
We have arriving daily

# FRESH

**Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.**

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

## HUGH WALKER & SON

Established 1861

Guelph, Ont.



New beets, doz. bunches	1.50
Old " bag	2.00
Carrots, bag	1.25
Mushrooms, lb.	0.75
Horseradish, lb.	0.15
Rhubarb, doz. bunches	1.00

FISH—Dealers report business fair to good. Pike, brook trout and market cod are included in the new lines quoted this week. Haddock is a little higher, as is also halibut. Steak cod and sea trout are lower, the former offering for 6c, and the latter for 11c. New haddies are now quoted 9c., an advance of one cent. Dry cod in bundles is up \$1, the price asked being \$6.50. Labrador herring is arriving more freely and prices are easier. N.S. herring is also lower.

Fresh and Frozen Fish.	
Haddock, per lb.	0.05
Halibut, express, per lb.	0.08
Dressed bullheads	0.10
Bluefish, per lb.	0.12
Grass pike, express	0.08
Mackerel	0.12
New buckshad, each	0.35
Dore,	0.08
Carp, lb.	0.05
Smelts	0.08
Steak cod, lb.	0.06
Market cod, lb.	0.05
Sturgeon, lb.	0.11
Pike, lb.	0.06
Lake trout, lb.	0.10
Sea trout, lb.	0.11
Brook trout, lb.	0.22
White fish, lb.	0.07
Salmon, lb.	0.20
Smoked and Salted—	
New haddies, boxes, per lb.	0.69
Kipperd herring, half boxes	1.00
Smoked herring, per small box	0.10
Yarmouth blasters, box.	1.10
Prepared and dried—	
Skinless cod, 100 lb. cases	5.50
Boneless cod, 20 lb. boxes	0.06
Boneless fish, 20-lb. boxes, bricks	0.05
Boneless fish, 25-lb. boxes, per lb.	0.04
Dry cod in bundles	6.50
Shredded cod, 2 doz., per case	1.80
Oysters—	
Standards, bulk, per imp. gal.	1.50
Standards, Imp., qt. tins, sealed	0.40
Oyster pails, pints, per 100	1.00
quarts,	1.25
Pickled fish—	
No. 1 Labrador herring, per bbl.	5.00
per half bbl.	2.75
No. 1 N.S. herring, half bbls.	2.50
No. 1 Sea trout, bbls.	10.50
No. 1 Sea trout, kegs	5.75
Labrador salmon in bbls.	12.50
Labrador salmon, half bbls.	8.50
Large green cod, 200 lb. bbls.	8.00
No. 1 green cod, in bbls. of 200 lbs.	6.50
Small.	4.50
No. 1 Mackerel, pail	1.75
No. 1 green haddock, bbl.	6.00

## TOMATOES FOR SALE

Ripe, red, fancy **Florida Tomatoes**, in 6-basket crates, the finest stock received in Toronto. **Prices are lower.**

## ORANGES

First car medium sweet California Oranges arrived. Fruit is fine and juicy and sizes desirable. Also "**Bronco Brand Navels**" and **Mexican Oranges.**

## PINEAPPLES

have dropped in price. Get our quotations before buying.

# WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE  
MAIN 4106

TORONTO AND HAMILTON

## EVERYBODY'S

pleased with "**ST. NICHOLAS**" and "**HOME GUARD.**" They're really-always (with emphasis on the really-always) a money-making, reliable pack.

**W. B. STRINGER & CO.** - SOLE AGENTS - TORONTO

We have some

## GOOD LEMONS

300s and 360s, at \$3.00 per box.

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

Cor. West Market and Colborne Sts.

## We Are Now Offering the Trade:

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit, Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

## MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

I offer for prompt shipment:

200 Bags Bombay Peanut Kernels

Prices and samples on application.

**ANDREW WATSON**

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409



A Good Investment

**PEANUT ROASTERS and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

**EASY TERMS.**

Catalog Free.

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

## SHIP TO US

We pay highest market prices for

## DRIED APPLES

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

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

Packers and Exporters

7 and 9 Market Street,  
HAMILTON

## DRIED APPLES

BRIGHT, DRY STOCK

WANTED

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

INGERSOLL

ESTABLISHED 1898

Are  
Your  
Goods  
on  
The  
Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and **Tell Us If You Don't Get What You Want.**

### Expert Bookkeeping

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

**Davenport, Pickup & Co.**

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

### Square your accounts

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, 1/4, 1/2, 3/4 and 1-lb. tins; talls, 1/2, 3/4 and 1.

Write for our quotations

**W. S. LOGGIE CO., LIMITED**

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters  
—Wholesale only

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

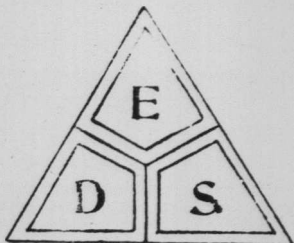
You can make money as well as oblige your customers if you handle our

## BASKETS

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

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

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



There's just one brand of Jams and Jellies which assures the paying trade.

### "E.D.S." BRAND Jams and Jellies

are the best manufactured in Canada. If you do not know that you ought to. Ask for the proofs!

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

**E. D. SMITH'S FRUIT FARMS,  
Winona, Ont.**

### Book-Keeping Leaks.

It's only once in a long time that you can find a clerk who is a good salesman and a methodical accountant too. If his mind is on selling goods, he is careless with his accounts; if he is long on method he is shy on salesmanship—they don't mix. In either case you get the worst of it. And the same fact is true if you are your own clerk.



### ALLISON COUPON BOOKS

do away with all that. You can cut out the book-keeping, and save time and losses. Simple and easy as the cash system.

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.

### BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.

Profits right from the start, and Prizes.

No money required to begin.

We will mail to you FREE 5 copies of our publication.

These can be sold and will provide the capital for the next week's supply.

The work is easy.

You be sure to write at once and we will send you 5 copies for next week and everything necessary.

**The MacLean Pub. Company**  
10 Front Street East, TORONTO, CANADA

New  
Season's

# SALT

now  
deliverable  
ex wharf.

Kindly address us a card for prices  
and all information.

**VERRET, STEWART & CO.**  
LIMITED

12 Port Street, - - MONTREAL

# GROCCERS

used to think Fish an undesirable line to carry in the Summer season, and there are some, perhaps, who think so still. Those who think otherwise are the wise Grocers, who have made a leader of the package Fish, HALIFAX, ACADIA and BLUENOSE, all of which are stamped with the following trade mark: These brands are saleable at all seasons of the year, and for something more healthy.



SEND FOR PRICE LISTS

## ATLANTIC FISH COMPANIES, LIMITED

Head Offices: Lunenburg, N.S., Canada

Works at  
La Have, N.S.  
Lunenburg, N.S.  
Canso, N.S.  
Bay of Islands, Nfld.

Agents  
A. Brittain & Co. - Montreal  
H. G. Connor - Winnipeg  
Chas. Milne - Vancouver, B.C.

Branch Offices  
Halifax, N.S.  
Montreal, P.Q.  
Winnipeg, Man.

### "Just As Good"

How often have these words heralded a decline in business? Your answer may surprise yourself and will please us. Because our

## Jams and Jellies

are in a class by themselves. There are none "just as good." The same can be said about our

## Pure Apple Juice

We are not in the habit of making exaggerated claims. It pays most grocers to handle our lines and it will pay you.

The Belleville Fruit and Vinegar Co.,  
Belleville, Ont. LIMITED

## Sardines NEW PACK SARDINES Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

**Connors Bros., Limited**

Black's Harbour, N. B.

TORONTO.

FRUIT — The most noticeable feature this week is the drop in pineapple prices, there being a reduction of 50c. to \$1 on all sizes. It is unlikely that the former high level will be reached again this year, which should be good news to more than one dealer. The demand for oranges continues unchecked, and prices remain firm. A brisk trade will be passing in bananas from now on, but as most of the fruit has to be ripened after it reaches the city it not unfrequently happens that dealers are short of stock.

Oranges—

Nave's, extra fancy, 80's, 96's, 112's, 250's, 288's	3 00	3 75
126's	3 50	3 90
150's	4 00	4 40
176's, 200's, 216's	4 25	4 50
Nave's, extra choice, 96's, 112's	2 75	3 25
126's	3 25	3 50
150's	3 75	4 00
176's, 200's, 216's	4 00	4 25
Mexicans, 126's, 150's, per box	2 65	3 00
176, 200, 216, 250, per box	3 00	3 25
Valencias, ordinary 420's, per case	4 25	4 50
large, 420's, per case	5 00	5 50
Bloods, 80's, 100's, 150's, 1/2 boxes	2 25	2 50
Orals, 80's 10's, 150's 1/2 boxes	2 25	2 50
Grape fruit, Florida, 46's, 54's, 64's, 80's	6 00	6 50
Lemons, No. 1's 300, 360	3 75	4 00
" 2's 300, 360	3 50	3 75
Pineapples, 24's, per case	4 75	5 50
30's	4 00	5 00
34's	3 50	4 50
Apples, Ben Davis, Nos. 1 and 2	3 10	4 00
Bananas, Jamaica firsts, per bunch	1 20	2 25
Bananas, jumbo bunches	1 75	2 50
Strawberries, N. Carolina, per qt.	0 20	0 25
per pint	0 12	0 15

VEGETABLES — Trade is not rushing, but taking the elements into consideration is as satisfactory as can be expected. An easier movement is noticeable in half-a-dozen lines, Bermuda onions, radishes, Florida cucumbers and tomatoes among them. Some old cabbage has turned up again, and a desperate endeavor is being made to get rid of it at \$2.25 per barrel. Asparagus is a dollar a dozen lower than last week.

Potatoes, Delawares, per bag	1 00	1 05
" Ontario	0 80	0 95
Sweet potatoes, per hamper	2 50	2 75
New potatoes, per bush basket	3 00	3 25
Onions, Spanish, per large case	3 00	3 15
" small case	1 10	1 15
" Red Globe, per bag	1 50	1 55
Green onions, per doz.	0 15	0 15
Potato, per lb.	0 07 1/2	0 07 1/2
" Egyptian, 110-lb. bag	3 25	3 50
Bermuda, per crate, 50 lbs.	3 00	3 25
Cabbage, new Canadian, per case	3 25	3 50
Old cabbage, per bbl.	2 25	2 25
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz. bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 35	0 40
Boston head, per doz.	1 75	1 75
Radishes, Roseland, per doz.	0 40	0 40
Cucumbers, hot house, per doz., fancy Boston	1 25	2 00
Florida	0 30	1 00
Beans, white, prime, bush	1 40	1 50
" hand-picked, bush	1 50	1 50
" Lima, per lb.	0 06	0 06
green, per bushel	4 50	4 50
Peas per bush	4 50	4 50
Tomatoes, fancy, per crate 8's, 96's, 120's	4 00	4 25
Tomatoes Florida, per crate	4 50	4 75
Parsley, per doz.	0 25	0 25
Celery, Florida, 3, 4, 5 and 6 doz., per case	3 25	4 10
Asparagus, per doz.	2 00	2 25
Fancy Baltimore spinach, per hamper	1 00	1 10
Rhubarb, per doz. bunches	1 00	1 25

FISH — Dealers report an increased interest in all fresh-caught lines, of which Lake Erie whitefish and trout are the most popular. Fresh British Columbia salmon is expected to arrive this week but the consignment will not be a large one.

Haddock, fresh caught, per lb.	0 05
Whitefish, winter caught, per lb.	0 10
Whitefish, fresh caught, Lake Erie	0 12 1/2
Trout, fresh, per lb.	0 10
Ciscoes, per basket	1 30
Finnan haddie, per lb.—fresh cured	0 10
Labrador herring, per bbl.	4 75
Smelt's, per lb.	0 08
Cod, per lb.	0 07
Halibut, fresh caught	0 10
Yellow pike, winter caught, per lb.	0 17
Tubless, per lb.	0 16
Shredded cod, per lb.	0 18
Shredded cod, per doz.	0 90
Flounders, per lb.	0 15
Halifax fish cakes, case	2 40

LUNCHEON OF ANCIENT CANNED GOODS

Demonstration to Show the Needlessness of the Dating Agitation.

L. J. Callanan a New York grocer, is leading the fight against adding to the United States law providing for canned goods inspection a clause requiring the dating of all cans when packed. On the last day of April he gave a luncheon of ancient canned goods to demonstrate that canned goods need not be dated. The New York Commercial telling the story, says:

'Twas just a shrimp, good, but old,  
Sealed in a dateless can,  
Packed years ago, or so, 'tis told,  
And served by Callanan,  
To prove contentions are amiss—  
To dissipate a fear—  
That canned goods get a bit remiss  
If kept from year to year.

The seedless lemon is with us  
To squeeze on boneless fish;  
It's good enough if taken plus  
The date for which we wish.  
A painless ache may come some day,  
But yet we cheerless scan  
The process food interned, let's say,  
In dateless, old tin cans.

Defying cramps and divers stomach ills a little band of canned meat packers, grocers and newspaper men yesterday in the cause of anti-dating tin cans, ate and made merry over portions of fish, fowl and beef in tins ante-dating the present decade. This reckless (some may think) exhibition of hardihood was the feature at a special luncheon served on the second floor of No. 41 Vesey street, the headquarters of the warmest opponent the much advocated dating law for canned food products knows. It was given by L. F. Callanan, the grocer, and its purpose, to demonstrate by actual test the fact ante-dating law experts maintain, that canned goods properly processed will keep an indefinite period and not deteriorate as to quality and harmlessness.

There was no introductory harangue, no stimulating strain of pleasant music to leave drooping spirits and stiffen shaken knees (if any were there) as the visitors trooped into the room where assembled on the tables, platters lay containing positively the oldest collection of canned eatables a month's ransacking of grocers' shelves had been able to discover. Once at the tables the host cracked a ghostly joke. He said: "I have ordered ambulances from all the nearby hospitals to meet us here at 5 p.m." This did not seem to break into the icy reserve of some of the guests. An attendant observed in a loud voice: "We are serving pea soup packed in 1888, 1893 and 1907." There were no distinctive marks on the portions served. Some present gasped—and—and—fell to.

Antiques Wet and Dry.

The soup was merely the start. Beef-stew, nine years old; brazed beef, ten

years old; roast chicken, four years old, and plain potted chicken, six years old, followed in quick succession. Many of the guests were hungry, those who were not were thirsty, and did ample justice to a liberal display of certain old vintages that give color to the face. The appetites of a few, it was noticeable, improved somewhat after drinkings of sauterne and libations of rye extract. Down to the shrimp salad there was no more than a natural hesitancy shown in sampling the undated goodies heaped upon the plates. When the shrimps appeared, some of the guests found the hour was late and they had to go. Had such a good time, you know, but—

Uged by the host, most of the visitors lined up at the table and—"This," said Mr. Callanan, indicating the can, "is shrimp packed seven years ago, and this," tapping another can, "was packed last year. Tell me which is the better, as to flavor and quality." Most of those remaining at the board had reached the stage where nothing mattered; everybody ate, and singularly enough, the earlier packed shrimp got the vote.

The views of the guests on all the commodities served were taken by secret ballot. The decisions were written on pieces of paper, the portions of food voted upon going by numbers. It is a matter of record that in almost every instance the food packed the longest period received the largest number of votes. Samples eaten were from goods packed by the Franco-American Soup Co., Armour & Co., Richardson & Robbins and the Baratarría Canning Co.

Took Their Own Medicine.

In addition to the newspaper men present, there were H. E. Cragin, of Armour & Co.; Dr. Willis Cumming, H. H. Richardson, Walter B. Timms, of Austin, Nichols & Co., and Thomas Garrett, secretary of the Franco-American Food Co.

Backing up argument with deeds is the way Mr. Callanan expressed the purpose of the luncheon. "The charge is made," said he, "that canned goods deteriorate with age. I contend they do not. You, gentlemen, now know that they do not," (there was some enthusiasm here). "I maintain," said Mr. Callanan, not heeding the interruption, "that the packers should come forward and defend their goods and fight down the sentiment in favor of a dating clause for canned goods in the Pure Food Law. Let them come forward and explain to the law-makers that dated cans will unnecessarily hurt the business of the packer and grocer, and won't help the consumer one bit."

There was no need for the ambulances. No use for the services of the physician who was present. The goods were tried on him as well as the other guests. The ptomaine family were conspicuously absent and the guests were able to leave the building.

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**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

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

**Yearly Contract Rates.**

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

**AGENCIES WANTED.**

FOR the city of Toronto, to represent a pickle manufacturer; best references and security for any reasonable amount, if desired. Box 143, CANADIAN GROCER. (19)

A WELL known provision house of over 40 years standing in the United Kingdom, with a large staff of travellers calling upon the leading grocers (wholesale and retail), is open to represent a sound Canadian firm of packers. Address "Proprietary," care of Street's, 30 Cornhill, London, England.

**BUSINESS CHANCES.**

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about \$3,000. Address Box 145, CANADIAN GROCER.

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

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

**\$11,000** GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

**\$5,000** HARDWARE—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

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

FIRST-CLASS Residential Grocery doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

**FOR RENT.**

STORE to rent—Plate front, solid brick, 80 ft. deep, two storeys and basement; situated in a good village of 1,200 people, good streets, electric lights, waterworks and first-class surroundings; good opening for general store with crockery and dress-making; old business stand; good references. Apply Box 144, MacLean Publishing Co. (19)

**SITUATIONS VACANT.**

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

**SPECIALTIES WANTED.**

NOVELTIES and specialties wanted by a live agent in Western Ontario, best of references. G. S. Heyward, Chatham.

**SITUATIONS WANTED.**

JAMS, Jellies, Marmalades, Preserves—Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

**WINNIPEG BROKERAGE CHANGE.**

Joseph Carman, Winnipeg, has taken into partnership with him W. H. Escott, formerly of London, Ont., and the business will now be conducted under the name of the Carman-Escott Co. Mr. Escott was connected for a number of years with T. B. Escott & Co., of London, Ont., and has had a wide experience in the grocery trade, while Mr. Carman has for years been conducting a successful wholesale brokerage business in Winnipeg.

Mr. Escott returned to Winnipeg last week from a business trip to Edmonton,

Calgary, Lethbridge and intermediate wholesale centres. The Carman-Escott Co. sell to the wholesale trade in all the western cities from Port Arthur to the Rockies and are in a position to give efficient service to manufacturers looking for representation in Winnipeg.

Stuart, Watson & Co. have been appointed Winnipeg agents for the Atlantic Fish Companies, of Lunenburg, N.S. Mr. Connors, who was formerly the agent, having gone east.



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

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

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

**THE OZO CO., LIMITED,  
MONTREAL**

## " A BETTER WAY OF DOING BUSINESS "

If one or two or a score of Grocers made that remark when speaking of any man's business method it would be worth considering ; but when 85 per cent. of the Grocers in this Dominion say so the phrase becomes important. Apart from the known goodness of

# PHARAOH and PEBBLE

it is remarkable that so large a percentage of Canadian Grocers should speak that way of my business methods. How much does the phrase mean to you? Shouldn't you, in fairness to yourself, find out? Better Cigars you cannot stock than **PHARAOH** and **PEBBLE**. Connoisseurs say so. I want your personal opinion of my way of doing business. Send me your address to-day.

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

**Mr. Grocer, Stock**

# T. & B.

**Because**

**T. & B. Sells more than Tobacco.**

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

**HAMILTON, CANADA**

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## GROCERY TRADE NEWS OF THE ATLANTIC COAST

(By The Canadian Grocer's Special Correspondent.)

Halifax, May 6.

The local markets are well supplied with eggs, and the price continues to drop. Quotations vary throughout the province; in Lunenburg they are retailing at twelve cents per dozen, in Cornwallis at fifteen cents, while in Halifax sixteen is asked for Nova Scotia stock and fifteen for Prince Edward Island. The receipts from P. E. I. have slackened off some during the past few days, and it is thought here that the cold storage men have started in buying.

Butter is still scarce, though some small dairy tubs are now coming in. The quantity is so small, however, that it has had no effect on the price. No good butter can be bought under 25 cents. The creameries are kept busy supplying the local demand which is very good.

Canned goods are selling very freely at present, beans, peas, corn and tomatoes being the leaders. Prices for all these lines are well maintained. Good apples are now about off the market and bananas are commencing to arrive in larger quantities. Potatoes continue very scarce, but there is a good supply of turnips, parsnips, beets and carrots on the market. This stock wintered well and is in fine condition. The retail butchers of Halifax have advanced the price on sirloin roasts and sirloin steaks two cents per pound. Sirloins are now quoted at 17 cents all round. The dealers give as the cause of this increase the universal demand for this class of meat, and as there is only a small proportion of sirloin in each animal some of the butchers find it difficult to supply their customers.

**New Produce Firm.**

Messrs. Hutcheson & Power, who for the past twenty years have carried on an extensive business on Argyle street, dealing in butter, eggs and cheese, are retiring from business.

Messrs. Clifford Wiekerson and W. A. Hart have purchased the good will of the business and will carry it on in future as a wholesale establishment only. Both are energetic young men, and with a good established business in their possession they will, no doubt, make a success of their new venture.

In addition to produce they intend to carry a full line of fruit.

**Grocer Suffers by Fire.**

Fire last week destroyed the retail grocery store, with contents, of W. J. Nauss on Lower Water street. Mr. Nauss had a large stock on hand and his loss will be heavy as he carried very little insurance. The same fire also destroyed a portion of one of the large warehouses of A. G. Jones & Co., West India merchants. The warehouses were filled with stock, but the loss will not be very great. On all the warehouses there is \$47,000 insurance, but on the one damaged by fire there is \$4,500.

The steamer Ocamo, which arrived here from the West Indies during the week, landed 8,280 bags and 135 barrels of sugar besides a large quantity of miscellaneous cargo.

The maple sugar and syrup season is about over in Cumberland county and those engaged in the industry say that it has been a very poor year. The product is considerably below that of last season.

**News of the Fisheries.**

The first fresh salmon taken this season were offered for sale last week in the city at 65 cents per pound. Some of the local fish dealers imported from Boston a small quantity of this season's catch of fresh mackerel. The fish were of poor quality and sold slowly.

The Bank fishermen have been greatly hampered in their operations this season. The prevalence of drift ice has seriously interfered with their operations, and the season is fully a month behind last year.

The scarcity of bait has been another serious drawback. Most of the vessels that had frozen bait report fair catches, some of them above the average.

Lobsters are very scarce, and the packers have started the prices fairly high, which, when only small catches are taken, permits of the fishermen making fair wages.

Four Lunenburg bankers have returned with the following fares: Mattewa, 500 qtls.; Acadia, 400 qtls.; Parana, 475 qtls.; Lela B. Hirtle, 500 qtls. These vessels also made some good hauls of halibut, for which a ready market was found.

The smoked herring establishment at Georgetown, P.E.I., has been sold by G.

**SWEET  
CAPORAL****CIGARETTES****STANDARD  
OF THE  
WORLD**

Sold by all the Wholesale trade

**CLAY PIPES**

THE BEST Made ARE

**McDOUGALL'S**

Insist upon this make

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

Firm Established in 1887

**JOS. COTE**

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Town  
Warehouse: 119 St. Andrew St., Lower Town  
Branch 179 St. Joseph St., St. Roch

We shall receive from different European firms, per Str. direct to Quebec, \$25,000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

**All First-Class Grocers**

Handle

**OLD CHUM****Cut Plug Smoking Tobacco****It's a Trade Bringer.**

P. Newton, of Grand Manan, to a company of island business men consisting of Temple W. Macdonald, J. W. McPhee, Georgetown, and George A. Poole, of Lower Montague.

The schooner Burleigh arrived from St. John's, Nfld., last week and landed a cargo of 4,054 quintals of dry fish.

D. Hoekin, assistant manager of the National Drug Co.'s Halifax branch, is visiting towns in Nova Scotia introducing to the grocery trade St. George's baking powder.

**Packing Co.'s Business Grows.**

The J. M. Roop Packing Co., of Middleton, N.S., will be formed into a joint stock company. Mr. Roop has been operating the factory in Middleton for two years, and has met with good success. He says that the supply of hogs has been 20 to 30 per cent. higher this season than last. The prices have been higher, and the output has sold about one dollar per hundred higher than last year. The demand has increased enormously and the factory has orders far in excess of its output. During the year almost \$15,000 was paid out in cash to the farmers for hogs. Mr. Roop has decided to form a joint stock company, with a capital of \$30,000. The plant will be enlarged and more machinery installed.

J. M. Welton, of Kingston, N.S., estimates that from 35,000 to 40,000 barrels of apples were shipped from Kingston during the past season, which netted an average of \$1.50 to \$1.75 per barrel, or a total of \$50,000 to \$70,000 to the fruit growers of that section of the county.

**Western Counties Exhibition.**

A county exhibition will be held at Windsor during the coming autumn at which Kings, Annapolis and Hants will participate. At a recent meeting the following committees were appointed to prepare the prize lists:

- Fruit—Wm. Sangster, W. J. Aylward, C. A. Dill, Wm. Brown.
- Roots, vegetables, grain seeds—Wm. Sharp, C. A. Dill, Geo. Haley.
- Poultry—S. P. Schurman, J. O. Stevens, Robt. Dill.
- Dairy products—H. B. Tremain, H. A. Lynch, J. F. Dill.
- Ornamental plants and flowers—E. C. Shand, R. B. Dakin, M. G. Goudge.
- Domestic department—Mrs. William Sangster, Mrs. Byers, Mrs. Tremain.
- Industrial exhibits—J. A. Smith, C. Macnab, Dr. J. W. Reid.

**MR. BALL IN WINNIPEG.**

R. W. Ball, of the Essex Canning Co., was in Winnipeg last week and was seen by The Canadian Grocer representative in the offices of Nicholson & Bain. He was on his return journey east, having completed a successful business trip in the west, visiting the trade in the various centres between Winnipeg and the coast. As a result of his trip, Mr. Ball states that the Essex Canning Co.'s goods will have as

strong a hold on the trade in Alberta as they have already on the trade in Manitoba and British Columbia. The west can consume almost unlimited quantities of canned goods, and the Essex Canning Co. will get their share of the trade.

Mr. Ball is well satisfied with the business outlook in the west and is not inclined to be pessimistic because of the trying winter, with its transportation difficulties. The evil effects will be only temporary, in his opinion.

**FAKE ADVERTISING.**

**Devices that Have Become a Nuisance In Many Cities.**

On checking over the various small sums paid here and there for advertisements in programmes, year books, church, school and society announcements of various kinds, the average Toronto business man finds that he has spent a sufficient sum to have paid for a year's contract for real advertising in a really good daily newspaper, where the actual returns are sure to be profitable.

getting out these programmes, often paying the committee in charge a considerable sum in addition to the cost of furnishing so many hundred programmes. In return the committee furnishes a list of names of members who are regarded as legitimate prey.

Forth goes the programme fiend; not to talk advertising. Oh, no! That's not his best card, and he knows it. But to get the "member" to "help along" There are tears in his voice as he presents the claims of the "good cause." They are trying to make the entertainment a great success. The committee asked him to call on Mr. Merchant to see "if he couldn't please aid them by paying \$10 for the back page." (Dummy programme is here produced.)

And so he puts up the \$10, feeling that, while he may not be doing a good stroke of business, he is at least assisting the finances of some worthy institution. In many cases not a dollar of his \$10 ever reaches the treasury of that organization. The programme fiend gets it.

If a man ever allows his name to appear on one of these programme schemes

**THE OTHER SIDE OF THE RETURNED DRAFT BUSINESS**

To the Editor of The Canadian Grocer:

We hear and read a great deal of complaints from wholesalers about drafts being returned not accepted. One great trouble (with country merchants especially) is that wholesalers send their drafts all over the country in place of finding out the customer's bank, where it would be held until either accepted or refused. But when it goes off to another place, unless the merchant has nothing else to do but attend to it the first mail, the bank returns it marked "no attention." In the meantime the merchant has accepted it and returned same to the bank, marking it payable at his own bank. Two or three days later the merchant gets a draft on some other bank for the same amount. What is he going to do about it? Who is to blame? How is it to be remedied? It is as much a nuisance to the retailer as it is to the wholesaler.

MERCHANT.

Why does he do it?

For divers reasons.

He belongs to a church. He and his family attend regularly and contribute their full share to its maintenance. A concert is projected, programmes are required. The committee go out to get ads. enough to pay for printing and perhaps a little over. They check over the list of the business men of their congregation—and there he is. They call. It's only \$2.50 for a page. Time is valuable. "All right. Put me down for a page. Miss — will write out something to put in it." He knows he can't expect one cent of return, so copy is really a matter of no importance. How can he escape?

His lodge, his regiment, his favorite charity, all get after him in like manner. The "help along" argument is worked. The canvassers in many cases don't really try to prove that any benefit will ever come to him as a result of the expenditure but—"help along a good cause."

In cities like Toronto this traffic has come to be so profitable that professional fakirs are making a business of

he is sure to be hounded for all time by all the others.

Their name is legion, theatre programmes, Horse Show programmes, Massey Hall concert programmes, Pure Food Show programmes, Poultry Show programmes, Exhibition programmes, Dog Show programmes, Woodbine racing programmes, baseball programmes, lacrosse programmes, sporting schedule and musical curriculum, and so on, ad nauseam.

In many cities the leading business men have banded together and made an agreement to withhold their patronage from the many and varied advertising schemes to which they are called upon to contribute from time to time. There is not a city in the country where the business men would not profit by making the same sort of agreement and be money in pocket at the end of the year. If the solicitors for the many schemes referred to were given a firm refusal it would only be a question of time before these fake advertising schemes disappeared entirely.

This is the cure: Turn all down promptly and firmly. Make no exceptions.



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

# GILLARD'S PICKLE

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

AND

# GILLARD'S SAUCE

*Absolutely the finest quality at a reasonable price.*

Sole Proprietors :



HIS MAJESTY THE KING

**GILLARD & CO.,**  
LIMITED

London England

Manufacturers of Sauces and Pickles to



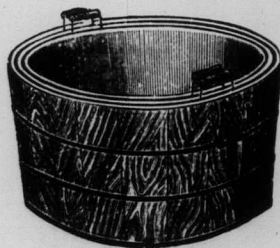
H.R.H. THE PRINCE OF WALES

Representatives in Canada :

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

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

## MONEY IN YOUR POCKET



That's the main difference between a "Cane-Made" Tub and any other line of Tubs on the market to-day.

The reasons which go to make up this difference are known to most practical men.

Here are a few :

The raw material is carefully selected and properly kiln-dried.

The hoops cannot come down because they are carefully rivetted.

"Cane's Brands" assure the come-again customer. Is it worth while stocking other lines?

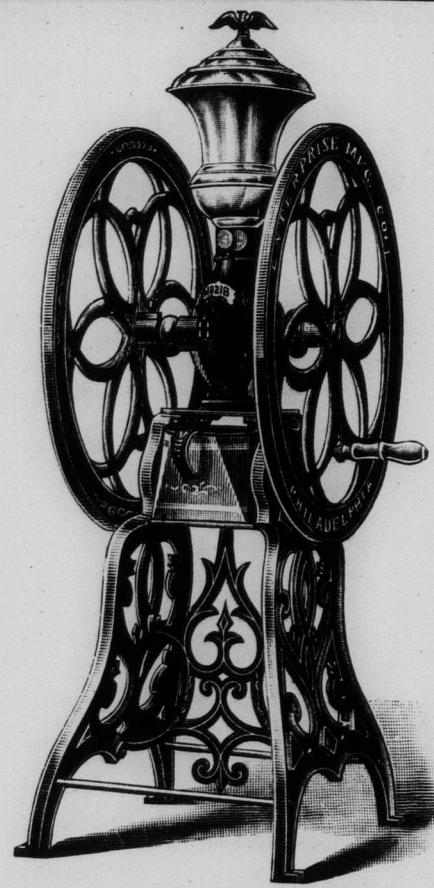
### UNITED FACTORIES, LIMITED

TORONTO, CANADA

**MARKED  
"ENTERPRISE"**



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE". The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



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

**Modern Store Equipment**

is essential to the grocer who aims at securing the best results in his business.

**Walker Bin Fixtures**



insure:

- A clean and attractive interior
- Fresh stock temptingly displayed
- Prompt and efficient service
- Satisfied and permanent customers
- A larger volume of business and

**INCREASED PROFITS**

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**THE WALKER BIN & STORE FIXTURE CO., LIMITED**

BERLIN, ONT.

Representatives

Manitoba: Stuart Watson, Winnipeg, Saskatchewan and  
Alberta:—H. W. Laird Co., Limited, Regina, Sask.

**COLES Electrically Driven  
Coffee Mills**

Single and Double Grinder

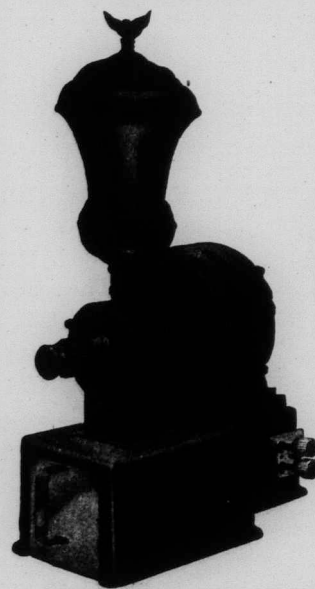
Pulverizing and Granulating

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

**Our Grinders  
Wear Longest**

**Grinding  
Capacity**

Granulating 2 lbs.  
per minute.



**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

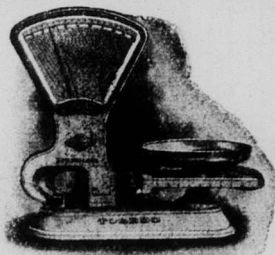
AGENTS:

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

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

## TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have just what the grocer needs. The best on the market Write for our new catalog.  
 JOHN HILLOCK & CO., LIMITED TORONTO, ONT.



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

## Queen City Water White Oil GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.  
 FOR SALE BY ALL DEALERS

## A Safe 100 per cent. Investment

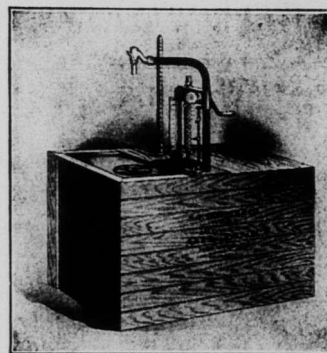
An investment in a Bowser Self-Measuring Oil Tank will pay you 100 per cent. every year by stopping all losses from leakage, evaporation and waste.

Even while the Bowser is paying for itself, its cleanliness, convenience and safety are alone worth more than its cost.

If you want to know more about this safe 100 per cent. investment, write for catalog B.

S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO

If you have an old Bowser and want a new one, write us for our liberal exchange offer.



Cut No. 19—Type B  
 One of 50 Styles.

### Foolish Economy

There is such a thing.  
 There are men who save dimes to lose dollars. The retailer who worries along without our

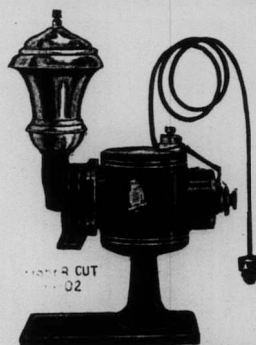
### "Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

The Garter-Crume Company, Limited  
 Toronto



## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

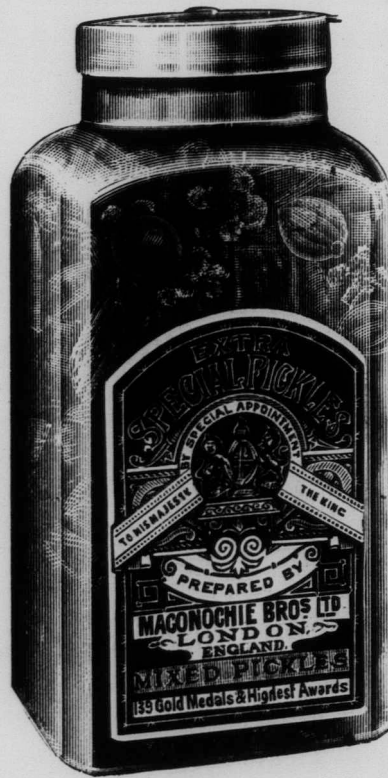
THE A. D. FISHER CO., LIMITED, - TORONTO

THE CANADIAN GROCER

# MACONOCHIE'S

## Extra Special Pickles

Finest Selected Home-Grown Vegetables in Pure Vinegar.



Mixed  
Chow Chow  
Walnuts

Gherkins  
and  
Small  
White  
Onions

### GREAT VALUE

GOOD PROFIT.

SURE SATISFACTION.

All First-class Wholesale Grocers handle Maconochie's lines.  
A post-card will get Canadian Price List from the Agents:

## MacLAREN IMPERIAL CHEESE CO., LIMITED

Head Office: TORONTO, ONT.

Q  
T  
respon  
Grocer  
  
Cook's Fr  
Size 1, in  
" 10, in  
" 2, in  
" 12, in  
" 3, in  
Pound th  
12-oz. tin  
5-lb "

Diamon  
1-lb. tins,  
4-lb. tins,  
1-lb. tins.

Case.  
4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-doz. ....

Ocean Ba  
" "  
" "  
Bo  
Co  
Pr

MAG  
BANKING  
C  
CROCKETT

Royal—E  
" 4 1  
" 5 1  
" 6 1  
" 12  
" 11  
" 3  
" 5 1

arrels—  
cent.  
CLE

Cleveland  
"  
"  
"  
"

Barrels—  
cent.

Crown B  
1-lb. tins,  
4-lb. "  
1-lb. "

Essex's O  
In 10  
Gillett's 1  
Nixon's "

600



A Guarantee that is Worth Something

**RISING SUN**  **SUN**  
**SUN** & **PASTE**  
**STOVE POLISH**  **STOVE POLISH**  
 IN CAKES IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

## FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL

## BORDEN'S BRANDS

People have so strongly endorsed

"Eagle Brand" Condensed Milk and  
 "Peerless Brand" Evaporated Cream  
 that other lines are only taken when Borden's Brands are unobtainable.



**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Unsweetened)

Alliac  
 00 to \$3 00  
 00 books.  
 10 00 "  
 15 00 "  
 20 00 "  
 25 00 "  
 30 00 "



The Davideo

E

EXPORT

'Vita' Pasteu

Bottles 1-oz

" 2 "

" 4 "

" 20 "

" 20 "

V

50

thr

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Robinson's pat

"

Jas

80

Frank

range mar

Clear jelly ma

Strawberry W.

Raspberry "

Apricot "

Black currant

Other jams...

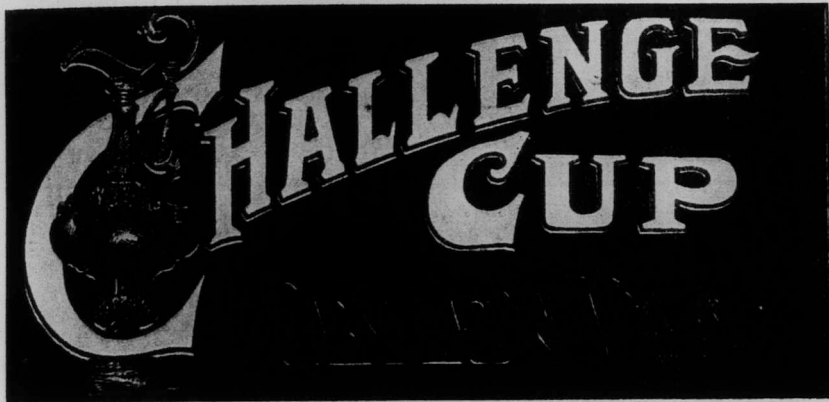
Red currant je

Compound Fr

2-oz. glass jar

**WM. BRAID & CO.,** Importers of **TEAS, COFFEES and SPICES**

**DO YOU WANT A LEADER?**



Something special to offer your customers? If so

**Challenge Cup Tea**

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in 1/2 and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfts.

**WRITE FOR SAMPLES**

**WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.**

**Allison's Coupon Pass Book.**  
100 to \$3 00 books ..... 3 cents each  
100 books ..... 4 " "  
1500 " ..... 5 1/2 " "  
2000 " ..... 6 " "  
2500 " ..... 7 1/2 " "  
3500 " ..... 8 " "  
5000 " ..... 12 " "

**Cleaner.**  
Per doz.  
4-oz. cans \$ 0 90  
8-oz. " 1 35  
10-oz. " 1 85  
Quart " 3 75  
Gallon " 10 00

**Wholesale Agent.**  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**  
LAPORTE, MARTIN & CIE, LTD.  
"Vita" Pasteurized Extract of Beef.  
Per case.  
Bottles 1-oz., case of 2 doz ..... \$3 20  
" 2 " " " 1 " ..... 3 00  
" 4 " " " 1 " ..... 4 50  
" 20 " " " 1 " ..... 4 75  
" 20 " " " 1 " ..... 9 00

**Fly Pads.**  
Wilson's Fly Pads, in boxes of 50 ltr. packets, \$3 per box, or three boxes for \$8.40.

**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  
Frank Magor & Co. Agents.  
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 90  
Red currant jelly ..... 2 75

**T. UPTON & CO.**  
Compound Fruit Jams.  
2-oz. glass jars, 2 doz. in case, per doz. \$1 00

2-lb. tins, 2 doz. in case ..... per lb. 0 07 1/2  
5 and 7-lb. tin pails, 8 and 9 pails in crate ..... per lb. 0 07  
7 and 14-lb. wood pails ..... per lb. 0 07  
30-lb. wood pails ..... 0 06 1/2  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
7-lb. tins, 2 doz. in case, per lb. 0 07 1/2  
3 and 14-lb. wood pails, 6 pails in crate ..... per lb. 0 07  
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 60 1 90  
5, 7, 14 and 30-lb. pails, per lb. 0 08 0 12

**Lard.**  
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces ..... \$0 10 1/2 20-lb. tin pails .. 2 05  
1-bbls. .... 0 10 1/2 Cases 3-lb. " .. 0 10 1/2  
Tubs, 60 lbs ..... 0 10 1/2 5-lb. " .. 0 11 1/2  
Pails ..... 2 15 " 10-lb. " .. 0 11

**Licorice.**  
NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper ..... per lb. \$0 40  
Fancy boxes (36 or 50 sticks) ..... per box 1 25  
" Ringed " 5-lb. boxes ..... per lb. 0 40  
" Acme " pellets, 5-lb. cans ..... per can 2 00  
Tar licorice and Tolu wafers, 5-lb. cans ..... per can 1 50  
Licorice lozenges, 5-lb. glass jars ..... 1 75  
" " " 30 5-lb. cans ..... 1 50  
" Purity " licorice 10 sticks ..... 1 45  
" " " 100 sticks ..... 0 75  
Dulce large cent sticks, 100 in box ..... 1 00

**Lye (Concentrated).**  
GILLET'S PERFUMED. Per case  
1 case of 4 doz. .... \$3 60  
3 cases of 4 doz. .... \$3 60  
5 cases of more ..... \$ 40

**Mince Meat.**  
Wetley's condensed, per gross net ..... \$12 00  
per case of doz. net ..... 3 00

**Mustard.**  
COOLMAN'S OR KEEN'S.  
D.S.F. 1-lb. tins ..... per doz. \$1 40  
" 1-lb. tins ..... 2 50  
" 1-lb. tins ..... 5 00  
Durham 4-lb. jar ..... per jar. 0 75  
" 1-lb. jar ..... 0 25  
F. D. 1-lb. tins ..... per doz. 0 35  
" 1-lb. tins ..... 1 45  
e. d. MARCEAU, Montreal.  
" Conдор " 12-lb. boxes—  
1-lb. tins ..... per lb. \$ 0 35  
" 1-lb. tins ..... 0 35  
" 1-lb. tins ..... 0 35 1/2  
4-lb. jars ..... per jar 1 20  
" 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

**Olive Oil.**  
LAPORTE, MARTIN & CIE, LTD  
Minerva Brand—  
Minerva, qts. 12's ..... \$5 75  
" pts. 24's ..... 6 50  
" 1/2-pts. 24's ..... 4 25

**Orange Marmalade.**  
T. UPTON & CO.  
12-oz. glass jars, 2 doz. case ..... per doz. \$ 1 00  
Home-made, in 1-lb. glass jars ..... 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case, per doz. .... 1 75

**Sauces.**  
Worcestershire, Holbrook's, small, per doz. .... \$2 15  
Worcestershire, Holbrook's, large, per doz. .... 3 00  
Less than case lots, 10c. and 15c. doz. extra

**Soda.**  
DOW BRAND.  
Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.  
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs. per box, \$3 00.

**MAGIC BRAND.** Per case.  
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.**  
GUELPH SOAP CO.  
1 case. 5 case.  
Royal City Soap (bar) .... 2 50 2 40  
Peculiar Soap (bar) ..... 2 50 2 40  
Standard Soap (cake) ..... 2 40 2 30  
Crystal Soap Chips, per lb. 5c.

JOHN TAYLOR & COMPANY, TORONTO.



A. P. TIPPET & CO., Agents.  
Maypole soap, colors ..... per gross \$10 20  
" black ..... 15 30  
Oriole soap ..... 10 20  
Gloriola soap ..... 13 00  
Straw hat polish ..... 10 20

**Starch.**  
EDWARDSBURG STARCH CO., LIMITED.  
Laundry Starches— per lb.  
No. 1 White or blue, 4-lb. carton. \$ 0 06 1/2  
No. 1 " " 5-lb. " 0 06 1/2  
Canada laundry ..... 0 05 1/2  
Silver gloss, 6-lb. draw-lid boxes ..... 0 07 1/2  
Silver gloss, 6-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 1/2  
Canada White Gloss, 1-lb. pkgs. .... 0 05 1/2  
Benson's enamel ..... per box 1 25 to 1 50  
Culinary Starch—  
Benson & Co.'s Prepared Corn ..... 0 07  
Canada Pure Corn ..... 0 05 1/2  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.  
Japanese Starch. Case  
1 case, 5 doz. .... \$5 00  
5 " 5 " ..... 4 85  
Lot 5 cases, freight paid.  
CORN STARCH "ROYALTY."  
12-oz. case, 4 doz. .... 0 50  
Lot 10 cases, freight paid.

# VAGUENESS

People are not satisfied with things of a negative quality and a vague, doubtful nature.

They admire the positive, the true, the faithful in their own kind, and full worth and value in what they pay for and use.

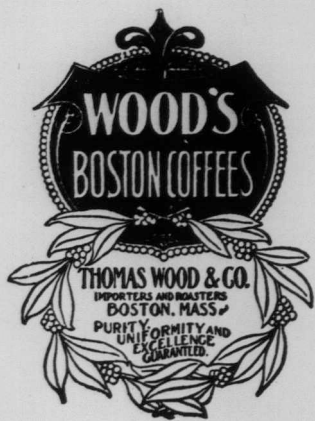
## "WOOD'S COFFEES"

stand as an illustration of the positive idea. They represent all that is good, pure, delicate and delightful in the great beverage.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL,



BRANTFORD STARCH WORKS, LIMITED  
(Ontario and Quebec)

**Laundry Starches—**

Canada Laundry, boxes of 40-lb. \$0 65 1/2  
Aome Gloss Starch—  
1-lb. cartons, boxes of 40 lb. 0 06 1/2  
Finest Quality White Laundry—  
8-lb. Canisters, cases of 48 lb. 0 06 1/2  
Barrels, 200 lb. 0 06 1/2  
Kegs. 100 lb. 0 06 1/2

**Lily White Gloss—**

1-lb. fancy cartons, cases 50 lb. 0 07 1/2  
6-lb. toy trunks, 8 in case. 0 07 1/2  
In case. 0 07 1/2  
Kegs. 50 lbs. 100 lb. 0 06 1/2

**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb. \$0 07 1/2  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 3 50  
Celluloid Starch—  
Boxes of 45 cartons, per case. 3 50

**Culinary Starches—**

Challenge Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 06 1/2  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 07  
Crystal Maise Corn Starch—  
1-lb. packages, boxes 40 lb. 0 07  
SAN TOY STARCH—  
pkgs., cases 5 doz., per case. 4 75

ST. LAWRENCE STARCH CO., LIMITED.  
(Ontario and Quebec)

**Culinary Starches—**

St. Lawrence corn starch, 40 lb. 0 07

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb. 0 06 1/2  
" 3-lb. cartons, 36 lb. 0 06 1/2  
" 200-lb. bbl. 10 each 0 06 1/2  
" 100-lb. kegs. 0 06 1/2  
Canada Laundry, 40 to 46 lb. 0 06 1/2  
Ivory Gloss, 8-8 family pkgs., 48 lb. 0 07 1/2  
" 1-lb. fancy, 30 lb. 0 07 1/2  
" large lumps, 100-lb kegs 0 06 1/2  
Patent starch, 1-lb. fancy, 38 lb. 0 07 1/2  
Akron Gloss, 1-lb. packages, 40-lb. 0 07 1/2



OCEAN MILLS.  
Chinese starch,  
per case of 4  
doz., \$4. less 5  
per cent.

J. & J. COOLMAN'S, LIMITED.

**Rice Starch—**

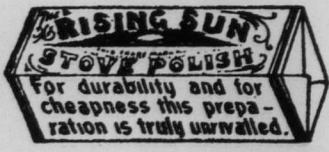
Packed in cases of 56 lbs. each (cases free)  
No. 1, London— Per lb. 6 1/2c  
In papers of 4 to 5 lbs. 6 1/2c  
Blue, white or assorted.

**In Pictoria—Cardboard Boxes—**

4 lbs. net weight 8 1/2c  
1 lb. gross weight 8 1/2c  
1/2 lb. gross weight 9c  
1/4 lb. gross weight 10c.

**Buff Starch, for Curtains, Lace, etc., in  
Cardboard Boxes.**

1 lb. gross weight. 9 1/2c



Per gross

Rising Sun, 8-oz. cakes, 1-gross boxes \$8 50  
Rising Sun, 8-oz. cakes, 2-gross boxes 4 50  
Sun Paste, 10c. size, 1-gross boxes. 10 00  
Sun Paste 5c. size, 2-gross boxes. 5 00

**Syrup.**

"CROWN" BRAND PERFECTION SYRUP

Barrels, 600 lbs. 0 02 1/2 per lb.  
Half-barrels, 350 lbs. 0 03  
Kegs, 150 lbs. 0 03 1/2  
2-gal. pails 25 lbs. 1 10 each  
3 " 38 1/2 lbs. 1 50 "

Plain tin, with label Per case  
2 lb. tins, 2 doz. in case. 2 00  
5 " 1 " " " 2 45  
10 " " " " 2 40  
40 " " " " 2 35  
(5, 10 and 20 lb. tins have wire handles.)

"SMALL'S BRAND—Standard.

5 gal. tins, per can. 4 40  
1 " " per case. 4 90  
" " " " 5 45  
" " " " 5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—  
Cases 24, pts. 2 50 Cases, 24 qts. 4 90  
" 12, 1-gal 4 80 " 6 gals. 4 50  
" 1, 5-gal 4 00

54 lots prepared up to 40c. rate

Empire Golden Syrup—  
Cases, 24-2 1/2, 2 40 Bbls. per lb. 0 02 1/2  
" 12-5's, 2 45 1/2-bbl. " 0 03  
" 6-1 1/2's, 2 40 Kegs " 0 03 1/2  
" 3-20's, 2 35 Pails, \$1.10 and \$1.50

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 600 lbs. 0 02 1/2 per lb.  
Half-barrels, 350 lbs. 0 03  
Kegs, 150 lbs. 0 03 1/2  
2-gal. pails 25 lb. 1 10 each  
3 " 38 1/2 lbs. 1 50 "

2-lb. tins 24 in case, per case 2 00  
5-lb. " 12 " " 2 45  
10-lb. " 6 " " 2 40  
20-lb. " 3 " " 2 35



**Teas.**

SALADA CEYLON

Wholesale. Retail.

Brown Label, 1's. \$0 30 \$0 25  
" " " " 0 21 0 25  
Green Label, 1's and 1/2's 0 23 0 30  
Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40  
Red Label, 1's and 1/2's 0 36 0 50  
Gold Label, 1's 0 44 0 60



Wholesale. Retail.

Blue Label, 1's. \$0 18 \$0 25  
" " " " 0 19 0 25  
Orange Label, 1's and 1/2's 0 21 0 30  
Brown Label, 1's and 1/2's 0 28 0 40  
Brown Label, 1/2's 0 30 0 40  
Green Label, 1's and 1/2's 0 35 0 50  
Red Label, 1's 0 40 0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and  
Indian green or black.

"A" 1's and 1/2's \$0 45  
"B" 1's and 1/2's 0 40  
No. 1 "O" 1's and 1/2's 0 35  
No. 2 " " " " 0 30  
No. 3 " " " " 0 22  
No. 4 " " " " 0 20

Japan Teas—  
Victoria, hf-c, 90 lbs. 0 25  
Princess Louise, hf-c, 80 lbs. 0 19  
Ceylon Green Tea—Japan style—  
Lady, cases 60 lbs. 0 18  
Duchess, cases 60 lbs. 0 19

LIPTON'S TEAS.

Airtight Tins Only. Ceylon and India Black

Blend A, pink label, 1's and 1/2's. 0 35 0 50  
" B, orange label, 1's, 1/2's, 1/4's. 0 30 0 40  
" C, blue label, 1's and 1/2's. 0 22 0 31  
" D, green label, 1's only. 0 29 0 25



MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

Wholesale Retail.

Black, green, mixed, 1 lb. 0 20 0 25  
" " " " 1 lbs. 0 21 0 25  
" " " " 1 lbs. & 1/2's. 0 22 0 30  
" " " " 1 lbs., 1/2's & 1/4's. 0 30 0 40  
" " " " 1 lbs. & 1/2's. 0 35 0 50  
" " " " 1 lbs. & 1/4's. 0 40 0 60  
" " " " 1 lb. & 1/2's 0 42 0 60

We pack Japans in all grades at same prices, anything our 60 lbs. prepaid.

Black Label, 1-lb. retail at 40 19  
" " " " 1-lb. " 0 30  
Blue Label, retail at 30c. 0 29  
Green Label, " 40c. 0 25  
Red Label, " 50c. 0 35  
Orange Label, " 60c. 0 42  
Gold Label, " 80c. 0 55



Head Office, St. John, N.B.  
Toronto Office, 3 Wellington E.

Wholesale. Retail.

Brown Label, 1's and 1/2's. 0 20 0 25  
Crimson " 1's and 1/2's. 0 22 0 30  
Green " 1's and 1/2's. 0 25 0 35  
Blue " 1's, 1/2's, 1/4's 0 30 0 40  
Bronze " 1's, 1/2's, 1/4's. 0 36 0 50  
Gold " 1's, 1/2's, 1/4's. 0 44 0 60

All grades, either black, green or mixed.



Wholesale Retail.

Yellow Label, 1's and 1/2's. 0 20 0 25  
Green Label, 1's and 1/2's. 0 22 0 30  
Blue Label, 1's and 1/2's. 0 25 0 35  
Red Label, 1's, 1/2's, 1/4's. 0 30 0 40  
White Label, 1's, 1/2's and 1/4's. 0 35 0 50  
Gold Label, 1's and 1/2's. 0 42 0 60  
Purple Label, 1's and 1/2's. 0 55 0 80  
Embossed, 1's and 1/2's. 0 70 1 00



Wholesale. Retail.

Red Label, 1-lb. and 1/2's. \$0 25 \$0 50  
Blue Label, 1-lb. and 1/2's. 0 28 0 40  
Green Label, 1-lb. 0 19 0 25  
Green Label, 1/2's 0 20 0 25  
Japan 1's 0 19 0 25

E. D. MAROEAU, Montreal.

Japan Teas—  
"Condor" I 40-lb. boxes. \$1 00  
" " II 40-lb. boxes. 0 27 1/2  
" " III 80-lb. boxes. 0 27 1/2  
EMD AAA Japan, 40 lb. " at. 0 27 1/2  
Blue Jay, basket fired Japan, 70 lb.,  
"Condor" IV 80-lb. " 0 27 1/2  
" V 80-lb. " 0 27 1/2  
" XXXX 80-lb. boxes. 0 27 1/2  
" XXX 80-lb. " 0 27 1/2  
" XXX 80-lb. " 0 27 1/2  
" XX 80-lb. " 0 27 1/2  
" XX 80-lb. " 0 27 1/2  
" LX 60-lb. per case, lead 0 27 1/2  
packets (35 1's and 70 1/2's)

"Condor" Ceylon black tea in lead packets  
Green Label, 1's, 1/2's and 1/4's  
60-lb. cases. retail 0 27 1/2 at 0  
Grey Label, 1's, 1/2's and 1/4's  
60-lb. cases. retail 0 30 at 0 23  
Yellow Label, 1's and 1/2's  
60-lb. cases. retail 0 35 at 0 26  
Blue Label, 1's, 1/2's and 1/4's  
50-lb. cases. retail 0 40 at 0 30  
Red Label, 1's, 1/2's and 1/4's  
50-lb. cases. retail 0 50 at 0 34  
White Label, 1's, 1/2's and 1/4's  
50-lb. cases. retail at 0 40

Black Teas—"Old Crow" blend—  
Bronzed tins of 10, 25, 50 and 80-lb.  
No. 1. per lb. 0 35  
No. 2. " " 0 30 1/2  
No. 3. " " 0 25  
No. 4. " " 0 20  
No. 5. " " 0

**Tobacco.**

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s. \$0 46  
" Amber, 6s. and 12s. 0 60  
" Ivy, 7s. 0 50  
" Rosebud, 7s. 0 51  
Chewing—Currency, 12s. and 6s. 0 46  
" Old Fox, 12s. 0 48  
" Snowshoe, 6s. 0 51  
" Fay Roll, 7s. 0 56  
" Stag, 10 oz. 0 45  
" Bob's, 6s. and 12s. 0 45  
" " 10 oz. bars, 6s. 0 45  
" Fair Play, 6s. and 12s. 0 53  
" Club, 6s. and 12s. 0 46  
" Universal, 13s. 0 47  
" Dixie, 7s. 0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10. \$15  
V.H.C., 1-20. 25 00  
St. Louis (Union), 1-20. 33 00  
Champlain, 1-20. 35 00  
El Sergeant Premium, 1-20-1-40. 55 0  
J. C. OI, Havana P. Finos, 1-20. 75 00

Cut tobacco.

Petit Havana, 1-3, 1-13-1-6. 0 48  
Quenel, 1-4, 1-2. 0 60  
" 1-9. 0 60  
Cote's Choice Mixture, 1-lb tins. 0 75  
" " 1-lb. 0 75  
" " 1-lb. 0 0

**Vinegars.**

E. D. MAROEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$1 33 1/2  
Condor, pure distilled. 0 27 1/2  
Old Crow. 0 23 1/2  
Special prices to buyers of large quantities

White Wine, proof. 0 32  
" extra strength pickling 0 28  
" XXX. 0 25  
" XX. 0 20  
" X. 0 18

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs. \$1 10  
Gillett's cream yeast, 3 doz in case. 1 10



**Batger's**

**Lime Juice Cordial**

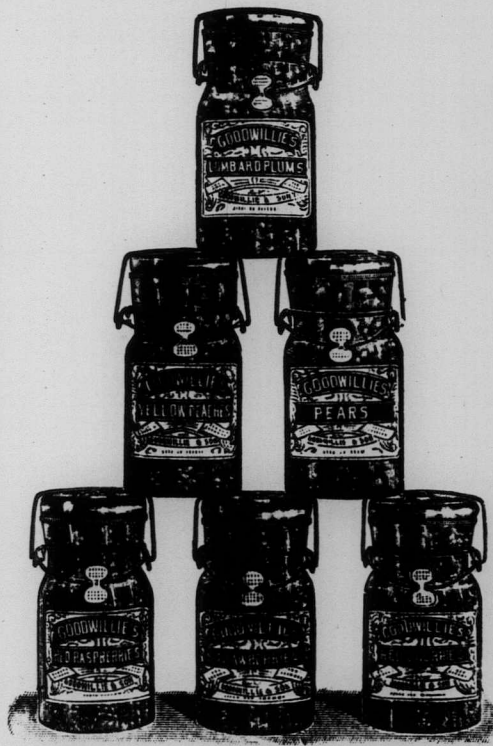
is a trade-winning article to sell. In selling Lime Juice quality is everything

**Batger's has it**

**Rose & Laflamme**

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**MONTREAL and TORONTO**



The Fresh Fruits are carefully selected  
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 Their delicious flavor appeals to everybody

**You should have them in stock.**

Agents :

ROSE & LAFLAMME, - - - MONTREAL



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brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior



to any other line marketed in Canada.

Send for a test order to-day.

**Majestic Polishes, Limited**

575 Yonge St.

TORONTO, - CANADA

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no matter what kind — for any purpose whatsoever—if you insist upon having the best made do not hesitate a moment, but

**ORDER ACME CANS**

Then you will secure the kind of can that makes not only an attractive package, but a package that is sanitary and of merit.

OUR ADDRESS IS

**ACME CAN WORKS**  
**MONTREAL**

# CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

## Accountants and Auditors.

Davenport, Pickup & Co., Winnipeg.

## Awning, Tent, Rope, Etc.

Gourcock Rope Exporting Co., Montreal.  
Tobin Tent & Awning Co., Ottawa.

## Baking Powder.

Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.  
National Drug Co., Montreal.

## Beer—Non-Alcoholic.

Kops' Breweries, London, S.W.

## Biscuits, Confectionery, Gum, Etc.

Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
Mansell, Hunt & Catty Co., Montreal.  
McLaughlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

## Brooms, Brushes and Woodware.

United Factories Ltd., Toronto.  
Woods, Walter, & Co., Hamilton.

## Canned Goods.

Balfour, Smye & Co., Hamilton.  
Canadian Cannery, Hamilton.  
Farmers' Canning Co., Bloomfield, Ont.  
Lakeside Canning Co., Wellington, Ont.  
Old Homestead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.

## Cash Sales Books.

Carter-Crume Co., Toronto.

## Cheese Cabinets.

Walker Bin and Store Fixture Co., Berlin

## Cigars, Tobaccos, Etc.

American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.

## Cocoa and Chocolates.

Baker, Walter & Co., Dorchester, Mass.  
Bearn, John, Ltd., Winnipeg.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Frame-Food Co., London, S.W.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestlé's Chocolate, Montreal.

## Cocoa Nut.

Canadian Coconut Co., Montreal.

## Computing Scales.

Burt, Wm. J., Winnipeg.  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

## Concentrated Lye.

Gillett, E. W., Co., Toronto.

## Condensed Milk and Cream.

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

## Counter Check Books, Etc.

Carter-Crume Co., Toronto.

## Crockery, Glassware and Pottery.

Campbell's, R. Sons, Hamilton.  
Toronto Pottery Co., Toronto.

## Dairy Products and Provisions.

Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Co., Hamilton, Ont.  
Ingersoll Packing Co., Ingersoll, Ont.  
Fearman, F. W., Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto

## O'Mara, Joseph, Palmerston.

Park, Blackwell Co., Toronto.  
Power, B. I., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

## Delivery Wagons.

Abbott, H. G., & Co., London, Ont.  
Ewart, J. A., Toronto

## Egg Trays.

Star Egg Carrier & Tray Mfg. Co.  
Rochester, N. Y.

## Financial Institutions & Insurance

Bradstreet Co.

## Fish

Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor N.B.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

## Flavouring Extracts.

Capstan Mfg. Co., Toronto.

## Foreign Importers.

Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.

## Fruits—Dried, Green, and Nuts.

Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Fisher, Frederick, & Sons, London, Eng.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Ratray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. F., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

## Gelatin.

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

## Grain, Flours and Cereals, Seeds

Alexander Milling Co., Ltd. Brandon.  
Battle Creek Toasted Corn Flake Co.,  
London, Ont.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Leitch Bros, Oak Lake, Man.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Woodstock Cereal Co., Woodstock, Ont.

## Grocers—Wholesale.

Balfour, Smye & Co., Hamilton.  
Ozo Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.

## Grocers' Grinding and Packing Machinery.

Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Modern Canner Co., St. Jacobs, Ont.  
Sprague Canning Machinery Co., Chicago

## Infants' Foods.

Keen, Robinson & Co., London, Eng.

## Interior and Exterior Store Fixings.

Walker Bin & Store Fixture Co., Berlin.

## Jams, Jellies, Etc.

Batger's—Rose & Lafamme, Montreal.  
Windsor, J. W., Montreal.  
Goodwillie's—Rose & Lafamme, Montreal  
Smith, E. D., Winona, Ont.  
Ozo Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.

## Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax N.S.  
Honeyman, Haultain & Co., Regina.  
Holmes, W. G., & Co., Calgary, Alta.  
Hughes, A. J., Montreal.  
Jarvis, C. E., & Co., Vancouver, B.C.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Shallcross, Macaulay & Co., Victoria and  
Vancouver, B.C.  
Scott, Bathgate, & Co., Winnipeg.  
Tew, Richard & Co., Toronto.  
Thompson, G. B., Winnipeg, Man.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.

## Matches.

Improved Match Co., Montreal.

## Mince Meat.

Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe, Limited, Hamilton.  
Wethey J. H., St. Catharines.

## Office Supplies.

Business Systems Ltd., Toronto.  
Crain, Rolla L., Co., Ottawa.

## Patent Medicines.

Mathieu, J. L., Co., Sherbrooke, Que.

## Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

## Pickles, Sauces, Relishes, Etc.

Capstan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
Gillard & Co., Walthamston, London,  
N.E.  
Ozo Co., Montreal.  
Hudson, Hebert & Cie, Montreal

## Paterson's—Rose & Lafamme, Montreal.

Taylor & Pringle, Owen Sound, Ont.

## Poison, Rat.

Common Sense Mfg. Co., Toronto.

## Polishes—Metal.

Majestic Polishes, Ltd., Toronto.  
Oakley, John, & Sons, London, Eng.

## Polishes—Shoes.

Dalley, F. F., Co., Ltd., Hamilton, Ont.  
Whitemore Bros. & Co., Cambridge, Mass.

## Polishes—Shoes.

Nickel Plate Polish Co., Chicago.  
Morse Bros., Canton, Mass.

## Refrigerators.

Fabien, C. P., Montreal.  
Hanson, J. H., Montreal  
Hillock, John, & Co., Ltd., Toronto.

## Salt.

Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

## Soap.

Canadian Castile Soap Co., Berlin, Ont.  
Darling & Brady, Montreal.  
Guelph Soap Co., Guelph, Ont.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Taylor, John, & Co., Toronto.

## Soda—Baking.

Church & Dwight, Montreal.

## Starch.

Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

## Storage and Warehouses.

Terminal Warehouse & Cartage Co.  
Montreal.

## Sugars, Syrups and Molasses.

Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. F., & Co., Montreal.

## Teas, Coffees, and Spices.

Balfour, Smye & Co., Hamilton.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Codville-Georgeson Co., Winnipeg  
Ewing, S. H., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
Lipton, Thos., New York.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Wood, Thos., & Co., Montreal.

## Vinegar and Cider.

Belleville Fruit and Vinegar Co., Belleville  
White, Cottell & Co., London, S.E.

## Washing Compound.

Choullou, C. A., Montreal.  
Gillett, E. W., Co., Toronto.  
Winn & Holland, Montreal.

## Wrapping Paper, Paper Bags, Twines, Wood Disks, Etc.

Canada Paper Co., Toronto.

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Gillett, E. W., Co., Toronto.

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Grocer

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London, Eng.

Hilton, Ont. / Bridge, Mass.

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**STAINLESS STEEL**



of every description and size.

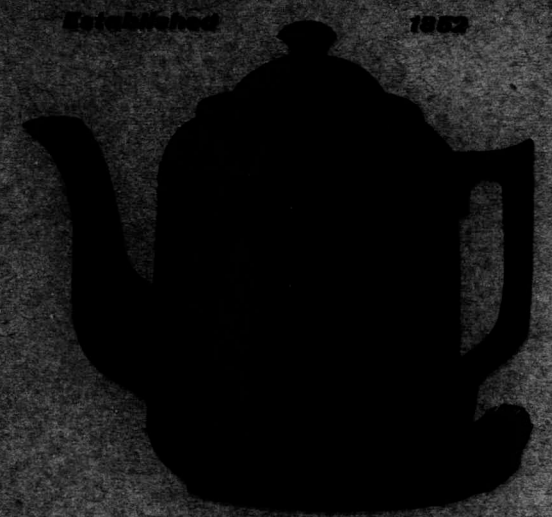
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Toronto, Canada

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**"CHAMPION"**

This Tea Pot is made in six sizes, the Globe shape in seven. Let us send you an assortment of from \$15.00 to \$40.00.

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HAMILTON POTTERY

HAMILTON, ONTARIO

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might help them. Write for details.

**I. C. STEWART, Editor.**

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The original and only Genuine Preparation for Cleaning Cutlery, 94, 96 and 98, Queen's

**"WELLINGTON" KNIFE POLISH**

**JOHN OAKLEY & SONS, Limited**

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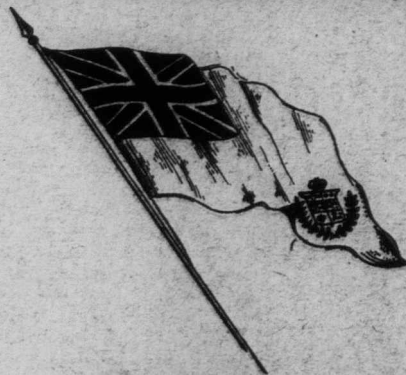
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