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# THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII.

PUBLICATION OFFICE: TORONTO, JUNE 5, 1908.

NO. 23.



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## Keen's Oxford Blue

has gained its reputation solely through merit. It is always  
the same in quality. Every jobber sells it.

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Canada's  
Leading  
Starches

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"Silver Gloss" Starch

(for laundry purposes has no equal.)

Benson's "Prepared" Corn

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These brands are found in every up-to-date grocery store. They  
make satisfied trade.

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ESTABLISHED 1858

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164 St. James St., MONTREAL

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Maconochie Bros.' factory for canning fish is the largest of its kind in the world. It has ample facilities for handling any "catch," however large. The fish are accordingly packed **immediately upon arrival** and are unquestionably fresh.

Maconochie Bros.' herring are accepted as **standard** the world over.

For samples and prices for 1908 apply to Canadian agents,



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TORONTO LIMITED

MACONOCHE BROS., Limited, London, Eng.

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### Prunes

(All Sterilized)

#### "Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

#### "Easter" Brand.

### Seeded Raisins

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(Continued on page 4.)



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ETROIT, Mich.

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Actually the finest  
imported Catsup  
on the market.

Now is the time to buy—as  
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You can build a good trade and incidentally a good reputation  
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SMALL FISH  
DELICIOUSLY SMOKED.

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OUR SALES from month to month gives us ample proof that our methods of conducting  
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Tel. 359 Box 793 MOOSE JAW, SASK

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First-class connection with the trade. Established  
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following territory. Montreal City and East,  
Eastern Ontario, Toronto City, Western Ontario,  
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to sell them.  
The TILBURY CANNING COMPANY, Limited  
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Splendid connections and references. Try us with a shipment of **CANNED GOODS.**  
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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.

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Profits right from the start, and Prizes.  
No money required to begin.  
We will mail to you FREE 5 copies of our publication.  
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This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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To-day the **Canadian Cannery's Peas** are the **finest** in the world. It takes years of experience and the most expensive modern machinery to turn out first quality Peas. The **Canadian Cannery** have both.

Canned Peas are sold in four grades or qualities, viz.:

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|---------------------------------|---|
| Grade 1.—Extra Fine Sifted Peas |   |
| “ 2.—Sweet Wrinkle              | “ |
| “ 3.—Early June                 | “ |
| “ 4.—Standard                   | “ |

Our Grade 2 or **Sweet Wrinkle Pea** is the most satisfactory Pea packed. It costs very little more than the Standard No. 4 Pea, but on account of its superior quality you can sell it with a much **larger margin of profit.**

**Push Sweet Wrinkle No. 2 Peas**  
**Talk Quality in Peas. It Pays**

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 Canadian Business.

& CO.  
 10 North John St.  
 Try us with a ship  
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ALL  
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 Produce, gives personal  
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 FOR HIMSELF.  
 good-paying busi-  
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**lishing Co.,**  
**TORONTO, CAN.**

## Are Your Sales of Canned Goods on the Increase?

You may be a very pushful salesman. Your store may be inviting in its equipment. Your clerks may be first-class men. But unless your canned goods are really first-class quality it's mighty hard work to keep sales up to the mark. Let us suggest this remedy. Try

# OLD HOMESTEAD BRAND

The grocers who sell most canned goods are those who deal exclusively in Old Homestead Brand. The reason is, that Old Homestead Brand is so uniformly excellent that it tickles the public appetite. Customers never find anything to complain about. Instead, the quality of every can excites their unstinted praise. We have attained this eminence by the exclusive use of only the best, full flavored fruits and vegetables obtainable, and by the use of up-to-date, sanitary, progressive canning methods.

Ask Your Jobber for Old Homestead Brand.  
If he's a leading jobber, he carries it.

**The Old Homestead Canning Co.**

**Picton, Ontario**

# THE TEA THAT "QUALITY" MADE FAMOUS

No firm or corporation in the world ever gave such cup quality.

By far the largest tea trade in America. Highest Award and Gold Medal, St. Louis, 1904



THREE BRANDS THAT PAY YOU TO STOCK

## PURNELL'S Vinegar Pickles Sauces

No better line to stock than these high class English goods.

Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

Get in touch with our agents, so as to have early delivery.

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For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

*Write for Sample.*

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**GINGERBREAD BRAND MOLASSES  
(IN TINS)**

2's, 3's 5's, 10's, 20's  
1, 2, 3, 5 gal. Pails

**GOLDEN SLING SYRUP  
(IN TINS)**

2's 3's 5's 10's 20's  
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LIMITED

**Halifax, - Nova Scotia**

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WAIT  
TO SEE  
OUR NEW  
LINES

**Before Ordering**

**XMAS CRACKERS,  
XMAS STOCKINGS,  
XMAS NOVELTIES,  
ETC., ETC.**

We are showing a very fine assortment  
of English Confectionery — manu-  
factured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL,  
WRITE FOR PARTICULARS.

**Rose & Laflamme, Limited**

Montreal and Toronto.

**Canada's Best**

**Flavor**

Put up in  
glass, a  
few hours  
after  
being  
picked  
and  
nothing  
but the  
finest

**Fully  
Ripened  
Fruits**

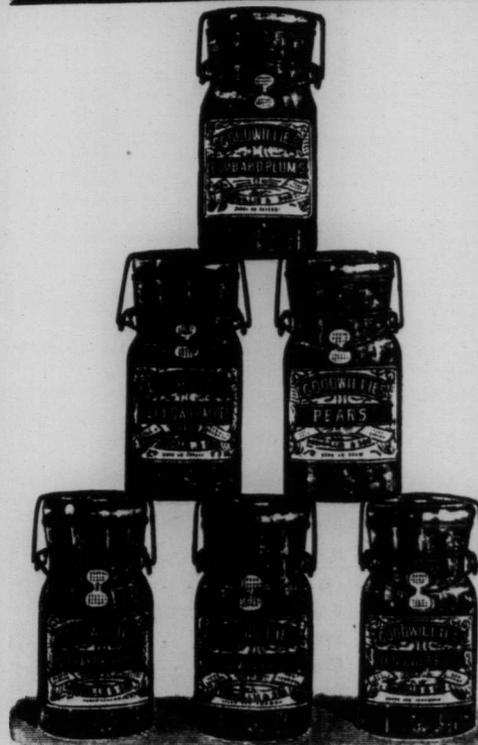
being used  
they are  
delicious

**Appearance**

They look  
tempting and  
taste as good  
as they look.

**One  
Glance**

and your  
customer will  
buy the first  
jar. Then  
you have only  
to fill the  
orders.



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132 TO 138  
KING STREET  
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FRANKLIN AND  
VARICK STREETS  
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AMERICAINE  
BORDEAUX FRANCE

May 27-1908.

The Canadian Grocer,

232 McGill street,

Montreal Quebec, Canada.

Gentlemen:-

We notice with a great deal of interest  
your last issue of the Canadian Grocer and we would  
appreciate very much receiving an additional copy.

Thanking you in advance.

Yours truly,

FRANCIS H. LEGGETT & COMPANY.

*F. H. Leggett*  
ADVERTISING DEPARTMENT.

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o., - Calgary

- Edmonton.

- Vancouver

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s Co.,

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Best

Flavor

Put up in  
glass, a  
few hours  
after  
being  
picked  
and  
nothing  
but the  
finest

Fully  
Ripened  
Fruits

being used  
they are  
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Appearance

They look  
tempting and  
taste as good  
as they look.

One  
Glance

and your  
customer will  
buy the first  
jar. Then  
you have only  
to fill the  
orders.

Toronto

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When we say to you that we manufacture Pickles, we do not mean that we are the only firm in Canada Manufacturing Pickles, but that we are the only firm that are Manufacturing Pickles that have the **Home-Made Flavor**, the recipes of a woman who has spent her lifetime in perfecting them, our goods have not that Factory flavor so detrimental to all goods that endeavor to take the place of the kind that your Mother made. This is one point that we keep constantly before us, that the consumer to-day demands that the goods that they consume shall be as near as possible to the flavor that you think can be produced only in your own kitchen. This is the flavor that we manufacture, and that only.

**Packed By**

**The Lea Pickling & Preserving Co.**

Limited

**SIMCOE, - ONTARIO**

**THE IDEAL**  
**SUMMER FOOD**

*is made from choice wheat*

**SATISFY YOUR CUSTOMERS**

*With the Choicest of the Choice*

**WHITE SWAN BREAKFAST FOOD**  
**WHITE SWAN WHEAT KERNELS**  
**WHITE SWAN FLAKED WHEAT**

**ONCE USED—WANTED AGAIN**

*THE ROBERT GREIG CO., Limited*

**WHITE SWAN MILLS, - TORONTO**

***"Keep up with the Twins"***



Handle . . . . .

**GOLD DUST  
WASHING POWDER**

*It will give satisfaction to your customers and satisfactory profits to you.*

***"Keep up with the Twins"***

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

**THE N. K. FAIRBANK COMPANY, Montreal**

## Flavoring Extracts Should be Pure and Strong

The more severe the test, the clearer is the demonstration that

## Shirriff's Flavoring Extracts

are really the highest in Strength and Purity.

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



## WAGSTAFFE'S

Fine Old English

## Pure Orange Marmalade

Jam, Jellies and Sealed Fruits  
are the PUREST and BEST.  
Better than the imported.  
Ask your wholesaler for them.

## Wagstaffe Limited

57 Vine Street . . . Hamilton  
PURE FRUIT PRESERVERS



R. U.

Selling

## NAPTHO SOAP?

If not, it will increase your trade  
to carry it.

*For Quality  
Appearance  
Price*

Naptho is the Best

**The Welcome Soap Co.**  
Limited

St John, - N.B.

# JAPAN TEAS

tensive advertisement other teas are  
state that the market is advancing.

with their delightful po-  
tency retain their popu-  
larity of many years'  
standing despite the ex-  
getting. Cable advices

**S. T. NISHIMURA & CO.,** Sole Agents,  
Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept.

55 St. Francois Xavier Street, **Montreal**  
Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

ESTABLISHED 1840.

NELSON'S  
**"PANSY"**  
**BROOM**

is made particularly for family use. The material is the finest and the size just what the average housekeeper wants.

MANUFACTURED BY

**H. W. NELSON & CO.**  
 LIMITED  
 TORONTO



**"Sun Burst"** Reg'd.  
**"Non-Pareil"** Reg'd.  
**"Salad, Edible and Cooking Oils"**

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.  
 Prices and Samples on application.

Phone M, 6785

**J. M. BRAYLEY,**  
 MANAGER KENTUCKY REFINING CO., Incorporated  
 55 ST. PAUL ST., MONTREAL



# THE A 1 SAUCE

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

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

For particulars and prices write our Agent

**H. HUBBARD,** 27 Common St.,  
 MONTREAL.

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

LIMITED

THE CANADIAN GROCER

# PINEAPPLES

1<sup>s</sup> WHOLE

1<sup>s</sup> SLICED

A GOOD LINE TO RETAIL AT 10c.

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

### For a Camping Party

there's nothing so good

as



### CAMP PIE

. . . . GLENCAIRN BRAND . . . .

We feel that we make pretty good "Camp Pies" and so many seem to agree with us that we confidently ask for your trial order. Selected stock used. Chickens, Hams, Tongues and Game.

In oval or square tins

### Cunningham & De Fourier Ltd.

Glencairn Works: LONDON, E.

Canadian Agents:

ROSE & LAFLAMME, LIMITED, Montreal

ASK US FOR

**BUTTER TUBS**  
**BROOMS**  
**FRUIT JARS**  
**JAR RINGS**  
**PAPER BAGS**  
**TWINES**  
**WRAPPING**  
**PAPERS**

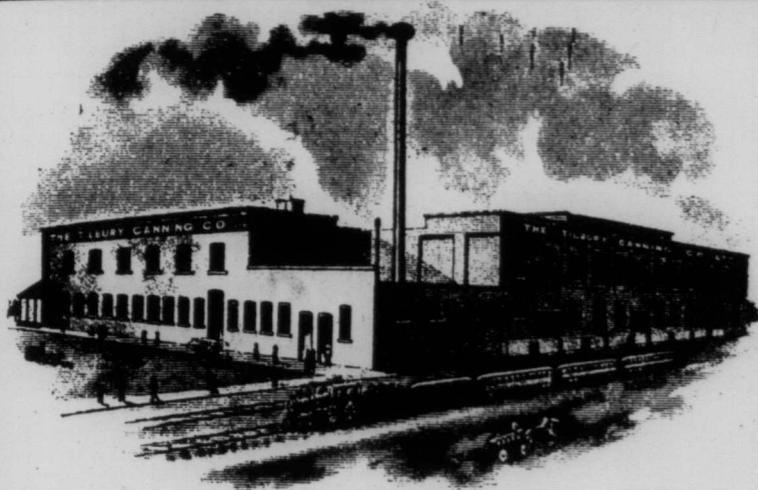
**WALTER WOODS & CO.**  
**HAMILTON and WINNIPEG**

## EARLY SUMMER REQUIREMENTS

Our traveller will be pleased to call upon you to assist in making up your order for early summer needs. Let us know what you will require, that we may ship early.

### T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers



# "Tilbury Brand"

means the Very Best  
in Canned Fruits and  
Vegetables

One of the best-equipped factories on the continent, situated in the heart of the best Tomato district in Canada—the garden of Ontario—assures the permanent superiority of this Brand.

Our present stock consists of Tomatoes, Pumpkin, Beans and Apples.

**The Tilbury Canning Company, Limited, Tilbury, Ont.**

THE T. A. LYTLE Company's



## JAMS, JELLIES AND MARMALADE

ARE MADE FROM CHOICEST FRUIT PRODUCED BY HIGH-CLASS GROWERS.

**ELEVEN DIFFERENT KINDS**  
*Put up in Glass Jars and Pails.*

Write us for quotations.

THE **T. A. LYTLE** COMPANY  
LIMITED.  
TORONTO



We  
Advertise  
You Get the  
Benefit.

That is, if you let people know you have Mathieu's Nervine Powders. A very effective and harmless cure for all headaches and nerve pains—and headache is such a common complaint. There's lots of profit in selling them. Send us an order.

## Mathieu's Nervine Powders

*You can't tell when one of your best customers will be down with a cold. Keep Mathieu's Syrup of Tar and Cod Liver Oil handy.*

**J. L. Mathieu Co., Sherbrooke, P.Q.**  
Proprietors

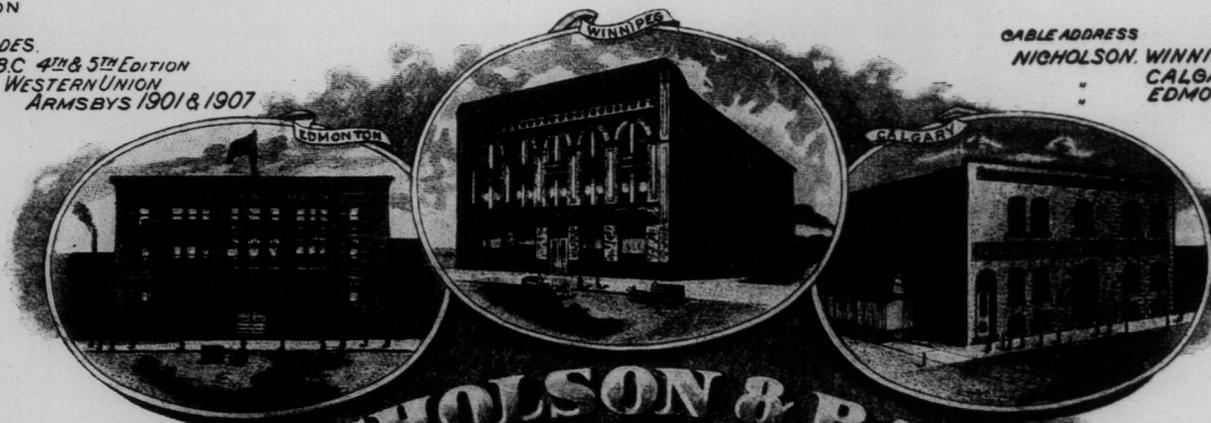
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES  
ABC 4<sup>TH</sup> & 5<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON, WINNIPEG,  
CALGARY,  
EDMONTON



EDMONTON BRANCH  
NICHOLSON & BAIN

CALGARY BRANCH  
NICHOLSON & BAIN

**NICHOLSON & BAIN**  
**WHOLESALE**  
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST  
TRANSFER TRACK

*Winnipeg, Man.*

# THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

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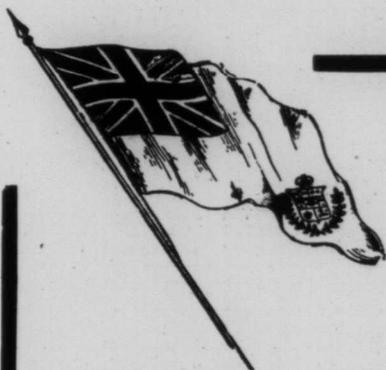
# NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

Storage for all classes of Merchandise also cars distributed at Winnipeg,  
Calgary and Edmonton.



# CROP PROSPECTS

We sent out several hundred post cards enquiring. ALL replies said :

“ Never looked better.”

Business is good, and will be better.

**4** free 'Phones  
—use them

## Empire Brand

### LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON, - - - -

ONTARIO

# Rowat's

The name Rowat's associated with

## Olives and Pickles

has been a guide to every Canadian grocer and consumer. The care that is exercised in the preparation of these goods assures perfect cleanliness, purity, and selling qualities.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal  
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet  
VANCOUVER—Jarvis & Co.

**TODHUNTER'S**

THE STANDARD FOR COFFEE DRINKERS



THE BEST TONIC FOR BREAKFAST A LUXURY

**EXCELSIOR**

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE.

**COFFEE**

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

THE WORLD'S  
STANDARD

# WHITTEMORE'S POLISHES

ONCE USED  
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



### 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. A Sponge in every package, so always ready for use.

Large size, per gross,  
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."



### "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 Brushing  
Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . . .



**OIL PASTE**  
for  
ALL kinds  
of  
Black  
Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Old's.

Price per gross

Excellent for old rubbers.

### "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  
Med. size (blue tin boxes) per gross  
Per doz. 1/2 lb. boxes  
Per doz. 1/4 lb. boxes

### "BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross

### "BOSTON JUNIOR"

10c. size, per gross

Also in Russet and Ox Blood

### "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  
"BABY ELITE" Combination

10c. size per gross



### "DANDY" Russet Combination

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

Large size, per gross . . .

### Star Russet Combination

10c. size per gross

### Russet Pastes

Dandy, large per gross

Red Box, medium "

Per doz., 1-4 lb. tins . . .

Per doz. 1-2 lb. tins . . .

Elite, Ox Blood and Brown Pastes same sizes and prices

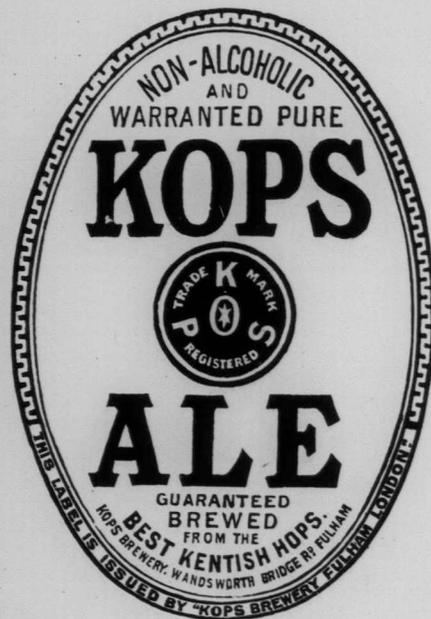


If interested write for  
CANADIAN PRICES.

**WHITTEMORE BROS. & CO.,**

20-22-24-26 ALBANY STREET  
CAMBRIDGE, MASS., U. S. A.

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



# KOPS' ALE

NON-ALCOHOLIC

Last season was our introductory period in Canada and KOPS' ALE was well taken up by both trade and public.

This year will witness a great demand for this wholesome beverage and we are shipping to supply early orders.

KOPS' ALE is pure English brewed ale, made from finest Kentish hops and malt, containing all the tonic properties of alcoholic beer without the undesirable after-effects. It is a money-maker in prohibition towns, as well as in unrestricted places.

Make yourselves familiar with KOPS' ALE.

**Kops' Breweries, - Fulham, - London, S. W., England**

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

# TO THE TRADE:

It cannot be too often repeated that  
you should handle

## GOOD BLENDS

of

# CEYLON TEA

So, only, can you

## BUILD A TEA TRADE

Blends that are adapted to the climate  
and water of your locale, and that please  
the palates of its people, sell readily and  
ensure permanency of custom.

CE USED  
WAYS USED



ALBANY STREET  
MASS., U. S. A.

E

Canada  
trade

whole-  
supply

e from  
e tonic  
desirable  
towns,

England

# CORKS AND CAPSULES

Manufacturers, much depends upon the quality of the corks you use. If they are of poor quality and break when pulled the customer is apt to form a poor impression of your product. By ordering only EWING'S CORKS and CAPSULES you are assured of having the best on the market.

WRITE FOR PRICES

## S. H. EWING & SONS

MONTREAL  
and TORONTO

### Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

## BASKETS

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

**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.**

### You Can't Cut Out

A ROG SPAVIN or THOROUGHPIN, but



## ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for manking, \$1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.  
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

## Condensed Ad.

IN THE

## Canadian Grocer

# Tartan

## BRAND

SIGN OF PURITY

You always have the best and highest quality of **Canned Goods** when you handle **Tartan**. All goods under this brand **fully guaranteed** by

'Phone 596

Write or wire for information.

Mail Orders promptly executed.

**BALFOUR, SMYE & CO.**  
WHOLESALE GROCERS HAMILTON

**REINDEER** condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

## Purity Is Assured



If you stock only maple syrup put up in packages like those illustrated. They contain

### Pride of Canada

Maple Syrup and that is the purest and truest offered the trade to-day.

IT PAYS

The Maple Tree  
Producers'  
Association, Ltd.,

Waterloo, Quebec



**There will be something doing  
next Fall in Canned Goods**

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

---



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

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

*Redpath*

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The  
**Canada Sugar Refining Co.,**  
Limited  
MONTREAL

**QUAKER SALMON**

TRADE MARK



SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand**. Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

OUR PRICES:

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

ORDER AT ONCE

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

**"Balmoral"** Rgd.

**Pure Jams  
and Marmalades**

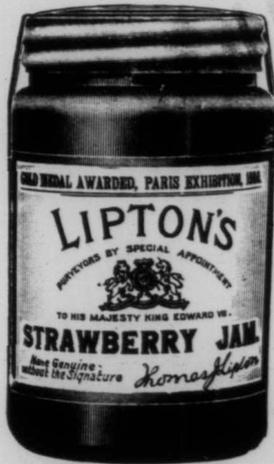
Write us about your wants in the above lines. We have the right goods, and our prices will be of interest to you. Absolutely the purest preserves ever on the market.

**J. W. WINDSOR**  
MONTREAL

THE CANADIAN GROCER

# LIPTON'S

## STRAWBERRY JAM AND ORANGE MARMALADE



Two of our leaders in 1 lb. Glass and 7 lb. Tins. Write for prices, they will interest you, for immediate or future delivery.



EVERY POUND GUARANTEED

EVERY POUND GUARANTEED

THOMAS J. LIPTON,

75 Front Street East, Toronto

## Your Customers Want Pure Goods

which is the soundest of reasons why you should handle

# E.D.S. Brand Jams and Jellies



A recent Government analysis conclusively proved that E.D.S. Brand is the purest sold in Canada.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

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

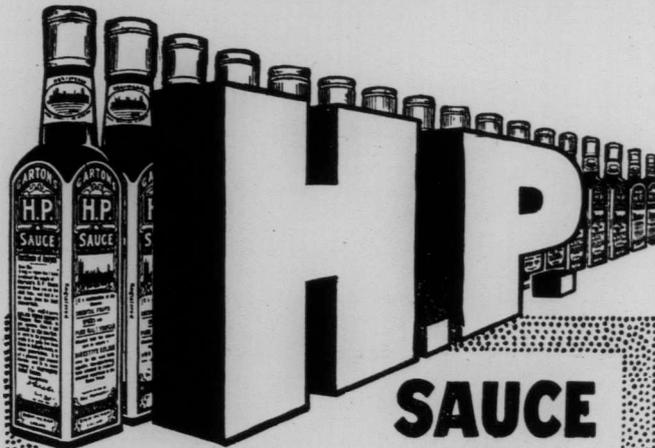
THE CANADIAN GROCER

— IN STOCK —

# New Pack Lobster

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO



### A REAL LIVE SELLING LINE

Is what you want. H.P. Sauce is what you are looking for. It has all the necessary qualifications for a leading line. It is expensively advertised and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patriok & Co., Toronto and Montreal  
R. B. Seaton & Co., Halifax, N.S.  
The Godville-Smith Co., Ltd., Calgary, Alberta  
Kelly, Douglas & Co., Ltd., Vancouver, B.C.  
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.



### I AM ABLE TO QUOTE

very sharp c.i.f. prices on

## Med and Seed Pri and Flake Taploca

For prompt and future shipment.  
The market is in your favor; BUY NOW.

### ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



### CAPSTAN BRAND PURE MINCE MEAT

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

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

Capacity one ton per hour.  
Sold by all Sale Dealers

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

**HIGH GRADE EMBOSSED**

**CAN LABELS**

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

**STECHEER LITHO. CO.**  
**ROCHESTER, N.Y.**

**FRUIT CANS**

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE  
**Norton Manufacturing Co.**  
 HAMILTON

**Sanitary Cans**

FOR HAND FILLED GOODS

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

**Sanitary Enamel Lined Cans**

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

**"THE CAN WITHOUT THE CAP HOLE"**

**"BOTTOM LIKE THE TOP"**

Write for Samples

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

**STOCK THE BEST.**

**"KIT"**

**COFFEE**

IS  
**BEST in QUALITY  
 SMARTEST in FINISH  
 KEENEST in PRICE**

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

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

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



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

# SYMINGTON'S

EDINBURGH

## COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

UNQUESTIONABLY THE VERY BEST  
TO BE HAD OF ALL WHOLESALEERS THOS. SYMINGTON & CO. EDINBURGH



### Every Grocer

does not know that besides our famous White Moss Cocoonut, we handle an excellent assortment of Extracts, Colorings, Shelled Nuts, French Fruits and Pulps, Egg Powder, Ice Cream Powder, etc., etc.

Just give us a trial next time you require something in the above lines.

Canadian Cocoonut Co., = Montreal

### For Summer Trade

You cannot stock up a line which will give your customers greater satisfaction, or yield you a better profit than

#### MACE'S Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Popular price. In great demand.

Secure trial lot from

**A. H. MACE & CO.**

746 Notre Dame St. West, - MONTREAL



The man who first tried to catch a fly, did it without

## Brown's Fly Coil

and the fly got away. That's why we are bothered with millions of them to day. BROWN'S FLY COIL is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it. Will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

To be obtained from

The National Drug & Chemical Co. of Canada, Ltd.  
Montreal

The Wingate Chemical Co., Notre Dame St.,  
Montreal

or direct from

The Brown Manufacturing Co., Ltd. Bury, Eng.

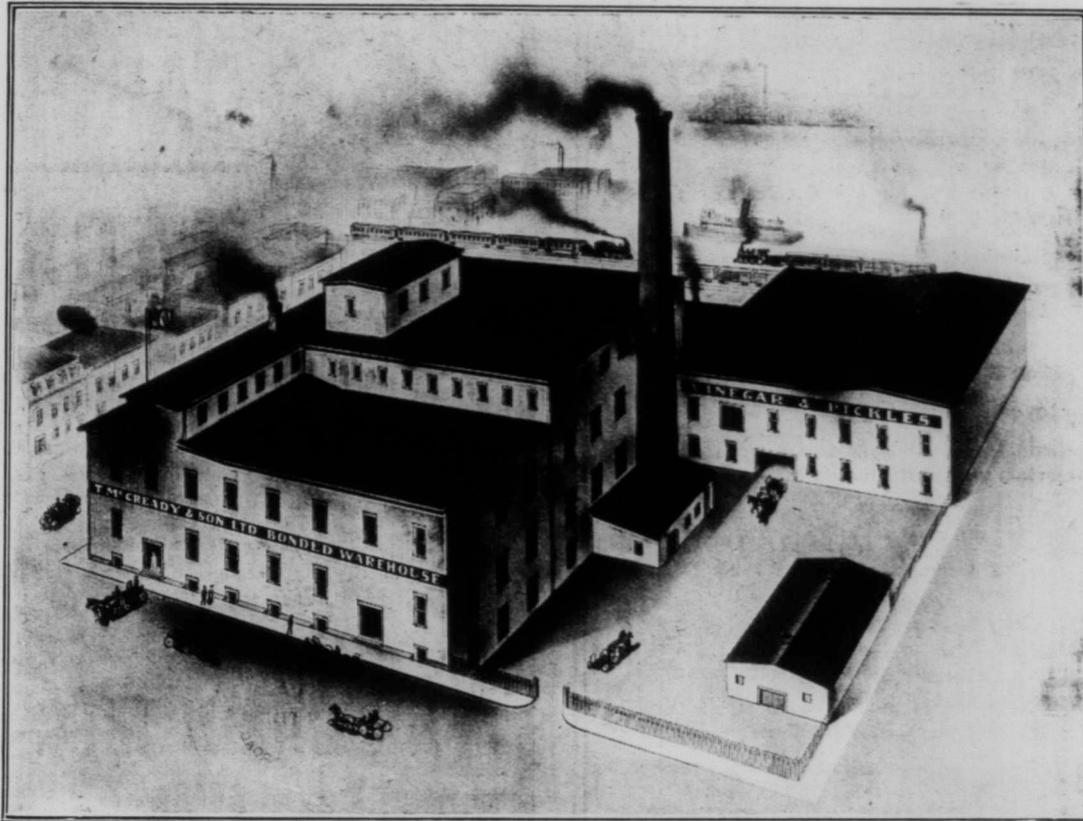
## CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

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

58 McGill Street,

- MONTREAL



**Thos. McCready & Son, Limited, St. John, N.B.**  
 Bonded Vinegar and Pickle Manufacturers  
 Products sold throughout Canada.

## Realize on the Weather

The hot, dry, **thirsty** summer is here. Now is your opportunity to push the sale of thirst-quenchers.

The best and most satisfactory of them all, to grocer as well as to drinker, is

## “MONTSERRAT” Lime Fruit Juice

Made from the finest West Indies limes, it quenches thirst and cools the blood. It is better for the system than lemonade, much easier to prepare, and costs less per glass. Introduce your customers to “MONTSERRAT.” They will certainly like it.

“MONTSERRAT” is a clean and profitable line to handle. Cannot spoil on your hands as lemons and other fruits do. Be sure you are ready to meet the demand which our advertising is helping to create.

CANADIAN AGENTS.

**NATIONAL DRUG & CHEMICAL CO., OF CANADA, Limited**

## In the Race

for trade the concern with expenses reduced to a minimum will invariably win out. If this be true we are IN AN EXCELLENT POSITION TO WIN.

Our buildings being of standard construction and sprinkler equipped command the lowest rate of insurance.

Our fuel being obtained from waste of factories and saw mills, costs us a mere trifle.

Our own Electric Light Plant.

The most up-to-date office system reduces clerical work to a fine point.

An immense letter order business reduces cost of selling our goods to a remarkably low percentage.

## This is Why

we are able to supply better Brushes and Brooms at less money than any concern in Canada.

**Stevens-Hepner Company**

PORT ELGIN, ONT. LIMITED

## William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas  
Coffees  
Raisins  
Currants  
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.



## CARPET TACKS

are such a common every-day necessity that we cannot say a great deal about them.

We want to tell you, though, that our famous **5c. Bank Package** is one of the greatest selling novelties on the market.

People must have tacks, and they will buy them in this attractive package in preference to other form.

ORDER A CASE FROM

**THE BAZIN MFG CO.**

94 ARAGO ST.

QUEBEC, - QUE.

## Every Billboard Proclaims

the outstanding merits of

**2 in 1**



**Shoe Polish**

And newspapers all over Canada are also proclaiming **2 in 1** to your customers.

**Are You Taking Advantage**

of our progressive publicity? Why let your **rivals** sell all the **2 in 1** in your locality. Stock up **now**; the demand for **2 in 1** this year will exceed all previous years.

**The F. F. DALLEY CO.**

Limited

Hamilton, Canada Buffalo, N.Y. U.S.A.



The leaders in Condensed Milk line —

# Borden's Brands

"Eagle Brand" Condensed Milk

"Peerless Brand" Evaporated Cream

These brands bear the guarantee of 50 years' support and confidence of the consumer —

DEMAND THESE BRANDS



**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

(Unsweetened)

Are you handling

# SNAP



## The Antiseptic Hand Cleaner?

Nothing equal to it for cleaning the hands quickly and completely from all grease, dirt, smut or stain. Invaluable to chauffeurs, mechanics, blacksmiths—any one who wants real clean hands in real quick time.

### It is a Money Maker

as the sales are enormous and the dealer's profit excellent.

**Snap is the only Hand Cleaner sold strictly through the trade.**

Packed in cases of 3 and 6 dozen tins, complete with samples and advertising matter, to retail at 15c. a tin or 2 tins for 25c.

Ask Your Jobber for Snap

**The Snap Company, Limited**  
Montreal - Que.

# New Australian Raisins

We have just received a shipment of new crop Australian Raisins, in 56-lb. boxes, which we are offering to the trade at

## 7 cents per lb.

Send in your orders at once.

**L. Chaput, Fils & Cie.**  
Wholesale Grocers  
Montreal

We desire to inform the trade that we have just been appointed agents for a famous French house turning out

# CASTILE SOAP 72 Per Cent. BEST

We can quote you lowest prices for direct importation, or ex-warehouse if you desire.

Write us.

# SAVONS FRANCAIS

C. Pagnuelo, Manager

Factory: 1653 Notre Dame St. East

MONTREAL

Offices: 235 Coristine Building

# TALBOT FRERES

BORDEAUX, FRANCE

Were it not for their superiority over other lines, and their incomparable excellence, these goods would not have the hold they now have on the Canadian public. The strong demand there is for them is the best guarantee of merit for the grocer.

## GREEN PEAS

Cases 100 1-lb. tins.

On the spot for immediate delivery.

Sur—Extra—Fins, per case	-	17.00
Extra Fins, per case	-	15.00
Fins, per case	-	13.00
Mi-Fins, per case	-	11.00

## NEW PACK, DELIVERED, JUNE-JULY.

Sur—Extra—Fins, per case	-	16.00
Extra Fins, per case	-	14.00
Fins, per case	-	12.00
Mi-Fins, per case	-	10.00

## FRENCH ALIMENTARY PASTES—

Boxes 25 lbs.

### 1-lb. Packages

Assorted	-	8c
Letters and Figures	-	8c
Nouilles	-	8c
Spaghetti	-	8c
Macaroni	-	8c
Vermicelli	-	8c
Alphabets	-	8c

### Loose—

Macaroni	-	7½c
Nouilles	-	7½c
Vermicelli	-	7½c
Spaghetti	-	7½c
Coudes	-	7½c

**ALSO PACKERS OF**—Asparagus, whole ; Asparagus, Tips; String Beans, Mushrooms, Artichokes (Bottoms); Lima Beans, (Flageolets Fins); Brussels Sprouts, Mixed Vegetables (Macedoines).

TERMS—NET 30 DAYS.

**HUDON, HEBERT & CO.**  
CANADIAN AGENTS:  
**MONTREAL**  
LIMITED

The most Liberally Managed Firm in Canada.

We help the grocer

# SELL JELL-O

Advertising matter for store display and recipe books to give to customers sent pre-paid on request. This offer applies also to

## JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. } 90c a doz.  
Retails 10c. per package

## JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. \$1.25 a doz.  
Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.

It isn't so much a question of "Getting Along"  
---the other fellow may get along so much faster  
that you won't be  
What you want to do  
Your best asset



### "ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all its costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

In the race---  
is to "Get Ahead"  
is "ENTERPRISE"

### SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

NO. 97 Pump costs \$6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties.

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

# PACKARD'S "SPECIAL" SHOE DRESSINGS

UNEXCELLED FOR QUALITY  
EVERY PACKAGE GUARANTEED

**Box Calf Combination** For Ladies' and Gents' Box Calf, Vici Kid and all Black Shoes.

**Russet Combination** For all kinds of Russet and Tan Boots and Shoes.

**Ladies' Special** For Ladies' and Children's Fine Boots and Shoes.

**French Glycerine** To retail at 10c. For Ladies' and Children's Shoes.

**Black O** A Black Liquid and Paste combined to retail at 10c.

**Tan O** A Tan Liquid and Paste combined to retail at 10c.

**Patent Cream** For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

**Special Paste** In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

FOR SALE BY

ALL WHOLESALE GROCERS  
AND JOBBERS

MANUFACTURED BY

**L. H. Packard & Co.**

Limited

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF  
HIGH-CLASS

SHOE DRESSINGS





# TRIANGLE Canned Goods

Do not buy Canned Goods until you have our selling proposition. It will pay you.

ALL GOODS GUARANTEED. ARTISTIC LABELS.  
WELL-FILLED TINS. HIGH QUALITY GOODS.

**James Turner & Co., Limited**

Hamilton, Ontario

## **RIVERDALE BRAND**

***Will Bring You Many Good Customers***

The experience of grocers who are wise enough to handle Riverdale Brand is that sales of canned goods show a most gratifying increase. There's reason for it in every can! No matter what the name of fruit or vegetable is, you can rely upon it being the very best of its kind if it is labelled "Riverdale Brand." We don't buy inferior fruits or vegetables. If we find any among the goods we have bought, it is promptly cast out. We have built our trade on a foundation of quality—and a square deal to the dealer.

***Ask Your Jobber for Riverdale Brand***

**The Lakeside Canning Co., Limited**

Wellington, Ontario

# What the Canadian Trade is Doing

A Few of the Pleasant Things Said About the Recent Special Number—News of the Grocery Trade in the Various Towns in Canada From the Atlantic to the Pacific.

## BARRIE.

June 2.—The fine weather which has been prevailing here for the last three weeks is beginning to tell with the merchants. When asked how business is, they smile and say, very good. Already several summer visitors have taken to their summer homes down the bay. "The weather, too has provided for some rapid strides in the growth of the surrounding district, making it about two weeks earlier than last year," said a local fruit grower, "and my strawberries, which were just beginning to show signs of blossom last year, are now forming fruit."

The stock of groceries of E. R. Wainwright, who assigned some five weeks ago, is being offered for sale privately. Thomas Turner is in charge.

M. H. Hypson, one of our old grocery boys, joined the staff of travelers for Kinnear & Co., Toronto, this week. We wish him all kinds of success.

Wm. McFadden, late of Tuck, Wisdom & Co., Sixth Ward, has opened an ice cream and confectionery store in the same ward, a business which has long been needed, and he should do well there.

The farmer who has worn that sunny smile as he brought his produce into town and sold it since the first of the year for 25c to 35c for butter, got a rude jolt on Saturday last, when he had to go home with a 15c ticket. The fine grass for pasture and the cheese factories not operating yet is the cause. Merchants do not see any outlook for butter to go lower, as the majority of the farmers will now pack, and in a few weeks the cheese factories will open and the prices will once more soar.

## CHATHAM.

June 2.—Merchants universally report that May has been a first-class month, and the general feeling is optimistic. Crops throughout all parts of the country are in excellent shape, and the prospect of a bumper crop in the fall has led the farmers to spend more freely than during the winter. The outlook is bright.

Reports from various parts of the county indicate that the bean crop is looking good. In most places the plants are several inches high, and are much earlier than in former years.

T. B. Escott, the London wholesale grocer, formerly of this city, visited old friends near Dresden the early part of last week. On Victoria Day he officiated at the corner-stone laying of the Dawn Mills Methodist church.

Jas. N. Massey, grocer, who last January headed the polls for alderman, has purchased the wholesale liquor business of W. D. Sheldon. He took possession June 1. Mr. Massey is conducting a bargain sale with a view to reducing his grocery stock.

The Maple City Creamery put on a handsome new delivery wagon last week.

Miss May Taylor, daughter of J. P. Taylor, the Park Street grocer, leaves this week for London, where she will enter Victoria hospital as a nurse-in-training.

A noticeable feature of the grocery and allied trades during the past spring has been the number of merchants who handled flowers as a side line. Most of these were just taking advantage of the Easter trade. McGeachy's City Dairy

## WHAT THEY SAY ABOUT US.

Here are a few of the pleasant things that have been said about the special spring and export number issued two weeks ago. These comments are from regular readers:

"We wish to congratulate you on your spring number, it is certainly an improvement on any special number yet gotten up.—R. R. B. Barrie.

"The export issue of The Grocer is worth the whole year's subscription. It is brimful of useful and valuable information and should be read from cover to cover by every clerk and employer in the land. The picture on the front is suggestive of the hungering of other countries for Canada's chief product, wheat."—J. G., Kingston.

"A regular subscriber to The Grocer gave as his excuse for being one hour and a half late in getting down to business last Saturday morning that he got up at 4.30 a.m. and saw it was too early to get up so laid down again to read for awhile at the special number of The Grocer and was so interested that he did not heed the time till he was that much late. We had to excuse him."—W. M., Guelph.

have, however, taken the downtown agency for W. McKenzie Ross & Sons' nurseries.

A large factor in inducing better times will be the Drader box factory, which commences operations this week. The concern has a capacity of 2,000 boxes daily, with orders ahead for 200,000, and will employ from 35 to 40 hands.

An important business change took place last week when Fred. Wood, Grand Avenue, disposed of his grocery business to James Henry Kadwell. Mr. Wood has been in business here for 20 years past, and has always enjoyed a liberal patronage. He was conspicuous in the matter of early closing, an un-

usual thing for a grocer off the main street. The new proprietor, Mr. Kadwell, recently came out from the Old Country. He hails from Bow, East London, and is an experienced grocer. Mr. Wood's own plans are a little indefinite. Just now he expects to take a short rest, though it is understood he may shortly enter business elsewhere on a larger scale. Mr. Kadwell took possession on Thursday.

J. J. Keating, of Belle River, has sold his general store to Noah Parent, of the same place, the new proprietor to take possession July 1.

Geo. A. Young has been doing some extensive sampling with Sunny Monday soap, a full-size sample bar having been offered every lady in the Maple City. George has been busy handing out free samples for a couple of weeks past.

Leamington butchers have given notice that after June 1 they will sell meat for cash only. The announcement has been running in both Leamington papers for the past month, so the general public should be ready for the change. A. B. Lounsbury and H. Rymal comprise the firms in the arrangement. The recent rise in the price of meats makes either higher retail prices or strictly cash terms absolutely necessary.

## ST. CATHARINES.

June 2.—The prospects for a bountiful harvest are of a pleasing nature. Though the spring weather was not favorable for a time, the aftertime has made up for the lateness. The autumn-sown wheat is growing finely, there will be an extra supply of hay, the strawberry crop will be the heaviest for many years and the early varieties will be ready to gather in a week or ten days, and will be larger than usual owing to the alternate rains. The apple crop will be much larger than usual, and as for raspberries, gooseberries, cherries, these and all kinds of fruit will be greater in quantity than in any recent year. The farmers and fruit growers inform your correspondent that this seems to be the most promising of recent years.

The canneries have begun operations and are working on rhubarb and other early vegetables. The canners claim they will be a good many thousands of dollars out of pocket when the tomato season comes, as a great acreage of tomato plants have been set, and if the yield is as prophesied canned goods must take a drop in price.

Mrs. Margaret Cameron has disposed of her stock of goods and store in Niagara Street to Mrs. Edwin Moore, who, with her husband, conducted a grocery store on St. Paul Street some years ago. Mrs. Cameron retires into private life.

John Beal has sold his grocery business at the corner of Queenston and Thorold Streets, to Mr. Burch, who comes from Tonowanda, N.Y., though

he was a native of Louth township about six miles from St. Catharines, and he was absent from this section for about eighteen years. Mr. Burtch is well known to most of the older St. Catharines people, with whom he had business relations in the earlier days.

Mr. Pearson, grocer, at the junction of Niagara Street and Welland Avenue, has erected an addition to his building and has otherwise improved his premises. Mr. Pearson is the successor to Wm. Carty, the latter having accepted a position on the Welland canal.

**KINGSTON.**

June 24.—With the advent of summer Kingston looks charmingly beautiful in her green attire with lilac and apple blossom trimmings. What sound is that I hear? Why the waves of Lake Ontario as they beat along the shore. And those strains of music? Why, excursion boats landing for a few hours before continuing their course down among the famous 1000 Islands.

The wholesale and retail sections of the Board of Trade held a meeting lately and discussed the bill of lading question and also the question of freight rate discrimination against Kingston. Magistrate J. M. Farrel was elected to go to Toronto to attend a meeting of representatives regarding a new bill of lading.

The boat service on the lakes here have advanced rates on produce coming from the Islands and the Islanders feel sore over the matter and the only remedy is to get control of a boat and run it themselves, the same as the Wolfe Islanders did. The Wolfe Islander, built by Toronto parties, is giving good satisfaction doing this work.

Jim Crawford has put in a cheese cutter and is pleased with it. He feels it will pay for itself in a short time. It prevents waste and nibbling. It cost a lot in the first place but you have to pay for brains. Jim is a strong advocate of early-closing and recommends closing at 5 o'clock during July and August. This he feels would be better than a Wednesday afternoon break in the week. Medicine is better in small doses. Afternoons are hot and more enjoyment comes from 5 o'clock on. Two or more clerks with a petition could secure this desirable change. Who is willing to go around? I would suggest two or three lady clerks. They would be sure of success.

Geo. Crawford, late of Crawford Bros., grocers, has bought out the Gould Broom factory and expects to make a clean sweep. George is one to be depended on for giving good value. He looked for in the retail business and knows how to sympathize and do things up to the handle. He will likely have his ad. in The Canadian Grocer, the golden gateway in the world's great channel for trade.

The sugar market is about as hard to figure on as the weather. Price is up and down like the thermometer. You are told that raws are up in New York

and perhaps next day Montreal drops 10 cents. Yes it is a big puzzle. Buy as you go is as good a rule in the long run as any, but we don't follow the principle.

Edward Anderson, of Anderson Bros., grocers, is in very poor health just now. He is of sterling character and a favorite and I hope his recovery may be rapid.

A grocer on the market said recently, "I have been running a store on the credit principle for 20 years and I am disgusted. I am going to start in on the cash basis, do less business and make more money and escape a lot of worry and book-keeping." It's never too late to mend. The credit business often makes enemies. The shoe dealers put it out and they are a happy lot and there is no reason why grocers shouldn't act as a body and sell for cash. If five or six leading grocers arranged to begin the rest would fall into line. Some local grocers are getting bald and grey, fretted and worried and what does it all amount to? Sometimes a big bank account and a wrecked body and so on till the bugle calls all in.

**LONDON.**

June 1.—The feature in the grocery trade the past week has been the advance of ten cents in the price of sugar, which brings it back to where it was before the drop of the week previous. The market continues firm, as does that for teas, coffees and other staples.

Wholesale trade shows improvement, and the outlook is considered most favorable. Retail trade is also a little better. The appearance of early vegetables in goodly quantity is held responsible for a lowering by some dealers of the price of canned goods. Corn and peas may now be bought at three cents for a quarter and tomatoes at ten cents straight. There is a good demand for provisions of all kinds. Butter and eggs continue to decline in price while pork keeps high.

The retail grocers are looking forward to a big time on the occasion of the excursion to Detroit on the 17th inst. It is no secret that London grocerymen as a class, are ardent admirers of the game of baseball, a fact which is largely responsible for the place and date chosen for the outing, as at Detroit on the 17th an American League game is to be played. This will certainly be the chief attraction to Londoners, while for people otherwise inclined special arrangements have been made with the managements of the various parks and places of amusement, for which the city of the straits is so famous.

The chairman of the city board of license commissioners is given as authority for the statement that certain local grocers have of late been selling liquor regularly and systematically. It is said that vinegar jars and such like receptacles are found to render the delivery of liquor a comparatively safe and easy task. "We are watching them," says the chairman, "and will attend to them one of these days."

The fruit prospects hereabouts are said to be better than in many years. Apple trees have been in blossom for some time and on the early varieties

the fruit is already forming. Strawberries are coming forward and in the course of a few days the market will be glutted with them. Of course when the quantity is large prices are sure to be low. The grain and other crops are all doing nicely and with the copious rains we have had of late the harvest should be the best in years. Everybody is most optimistic and the farmers are more than pleased with conditions.

London grocers will enjoy their first weekly half holiday on Wednesday of this week.

**MONTREAL.**

June 5.—The grocery trade on the whole has been somewhat brighter during the week and perhaps this can be accounted for by the fact that people have had a holiday and many are preparing to leave for the country. These conditions are generally accompanied by an impetus to trade. Many people when they are leaving for the country will stock up generously lest some delicacy of which they are particularly fond may not be obtainable near their country domicile.

The custom of displaying certain lines of groceries on the sidewalk seems to be open to criticism. Perhaps it should be said that the custom would not be a bad one if the character of the display were right. A few days ago a festive wind on one of the side streets might have been observed depositing a generous coating of dust on some strawberries at a grocer's door. If canned goods, or something which could have been thoroughly cleaned, had been there instead of the strawberries, it would have been better for the people who bought the fruit. At another store and on another side street, this difficulty was completely obviated by a series of glass cases which were properly ventilated, and in these was a fine display of fruits and other lines well exposed to the public but perfectly safe from the microbe-laden clouds of dust which at times sweep up and down a street.

A machine which is somewhat unique, as it is said to be the only one of its particular kind in Canada is the electrically driven coffee roaster, of the Castle Blend Tea Co., on St. Catherine St. These people do an exclusive tea and coffee trade, and in addition operate a very nice tea room. This store is at the corner of two streets and it gets a generous amount of sunlight, which is always a welcome feature in a store. The tea room is furnished with simple but elegant furniture and the mural decorations display the same tendencies. Altogether a person feels that they are amidst bright surroundings.

Among the particularly pleasing window displays noticeable this week are: John Robertson's Spratt's Dog Biscuits; Walter Paul's branch, University St.; Magi Caledonia Water, and Fraser Viver's pineapple window.

Scroggies have a novel feature in their grocery department this week, which consists of a demonstration of canned meats in a log camp, which is quite suggestive of the good old summer time and all the requisites for an enjoyable outing. So far as things to eat are concerned.

In cities especially, where space is more valuable than in the country, the problem is always a perplexing one where to put the stock, and any new

scheme which economizes space is a welcome one. In a small grocery in a secluded part of this city may be observed a nice idea for the display of onions, oranges, potatoes, or anything of this nature. It consists of a bank of pockets, each one nearer the bottom and more to the front than its neighbor above. Considerable space is saved and a fine display is made, to say nothing of the convenience of the arrangement. This grocer states that it may be arranged in the shape of a pyramid with very good effect.

A very good idea was suggested and I may say it is carried into effect by this grocer, which is to have everything free of the floor. He said that boxes and various other cases which were placed on the floor always collected a certain amount of dirt under and between them. This man has a low bench about eight inches from the floor, and supported by small pillars and the goods are kept clear of the floor. It is quite easy to get in under this with a broom, so that the entire surface of the floor can be kept clean.

**INGERSOLL.**

June 2.—On Monday last, when Victoria Day was celebrated here in a fitting manner, some of the grocers kept their stores open for a few hours in the morning. Owing to the hundreds of visitors that were expected, the grocers believed that by keeping their stores open for a short time they would be affording a much-desired accommodation, which doubtless proved to be the case in many instances. There was an immense crowd in town, many visitors dropping in on friends or relatives unexpectedly, thereby creating a demand for an additional supply of table requisites. There was absolutely nothing selfish or disloyal about the course followed by the grocers, and the fact of their stores being accessible on the holiday was appreciated by many who found it necessary to make last minute purchases. Then in addition to the convenience to the public the heavy Saturday night rush, preceding a holiday was lessened materially, much to the satisfaction of employers and employes, who appreciate the turning of the key in the door before Sunday morning.

Indications point to a bountiful supply of small fruits during the coming season. The plum and cherry trees never gave greater promise of a heavy yield than at the present time. The trees have been laden with blossom, while in some instances where the fruit has commenced to form, it is very plentiful. This is particularly true of the earlier variety of plums. This state of affairs may not be exactly in accord with the usually accepted conditions governing fruit crops, but seeing is believing. Many people hold firmly to the opinion that the crops are only large every other year. Last year was one of the most successful plum seasons in a long period, but despite this fact the conditions this year are equally promising. Reports from surrounding districts are to the effect that there also will be a splendid crop of all varieties of berries. Under the wet weather of the past few weeks the berry bushes have thrived, and with seasonable weather from now on a large yield is assured. The early strawberries usually make their appearance about the first or second week in June and they are being anxiously

awaited by those who at the present time are paying fifteen cents per box for the imported ones.

Butter at 20 cents per pound was the unusual feature of Saturday's market. This was a tremendous drop from 30 and 35 cents, which have been the ruling figures for the past few months, and those who happened along at the opportune time did not hesitate to stock up. The decline in price, however, was not necessitated by a glut, although there was a plentiful supply, but on account of the warm weather. When the market first opened, many sales were made at 28 cents, and a few at 25 cents. The vendors who did not market their supply early soon realized that it was being affected by the heat, in fact some of it was losing its firmness so rapidly that they considered the wisest course

**COMPLIMENTS FROM SOUTH AFRICA.**

A letter received this week from a member of the grocery trade in Cape Town, South Africa bears some complimentary remarks which were very welcome. The letter opens as follows:

Cape Town, South Africa,  
April 9.

"Editor Canadian Grocer,—As an appreciation of your valuable journal, which is handed round for perusal each week. It has occurred to me that you might like to know that your bright ideas and optimistic opinions are eagerly read here, where, perhaps, more than in most countries, we require a polishing up of ideas and an antidote to a rampant pessimism."

The writer of the above letter has also forwarded several photographs of South African stores, which compare very favorably with anything to be seen in Canada. Several of these will be reproduced in these columns in due time.

was to sell out at a sacrifice. Throughout the market building the word flashed that the price had been dropped to 20 cents and it was only a few minutes before all the baskets had been depleted. Purchasers, and especially those with refrigerators, congratulated themselves on their good fortune, as they felt that for once they had got butter at about its real value.

C. H. Crawford, who for nearly four years has conducted a most successful flour and feed business, has sold out to Grieves & Daniels, of this town, who took possession this week. It is understood that Mr. Crawford will shortly go on the road for one of Canada's largest seed firms, in which capacity he will make the acquaintance of many grocers. He is well adapted for the work and his geniality will doubtless win him friends wherever he goes.

At the Victoria Day celebration the prize for the oldest Scotch lady on the

grounds was won by Mrs. James Murdock, who at the advanced age of 94 years is comparatively hale and hearty. The prize was five pounds of tea, donated by L. C. Menhennick.

Splendid progress is being made with the work of rebuilding the Manchester Cereal Mill, which was recently destroyed by fire.

Since the egg buyers commenced their trips through the country the prices have shown a slight upward tendency. At the market on Saturday they ranged from 15 to 17 cents per dozen.

On Thursday a large plate glass window in S. M. Fleet's grocery store and two china dinner sets which were on display, were broken, the accident being a most unusual one. When a farmer was driving past the store, his horse took fright and bolted, falling on the sidewalk. The animal quickly turned turtle and poked its feet through the window with the result mentioned above. The window was valued at \$55 and was insured.

**PETERBORO.**

June 2.—The burning of Peterboro Cereal Co.'s mill, in which the Canada Flakes Co. manufactured their product, gives rise to a serious problem among those grocerymen who sell that class of breakfast food. The mill caught fire on Sunday night, May 31st, and before the blaze was extinguished the mill proper, a storehouse and packing room adjoining it were almost completely destroyed, and a large quantity of the wheat in the elevator damaged by water. All the machinery in the mill was rendered absolutely useless. The loss involved is estimated at \$80,000. The damage is so great that it will be at least six months before business can be resumed, so that long before that time the wholesalers, or the majority of them, will have disposed of their stock.

J. T. Braund, general merchant, is enlarging his general store premises. The rapid increase in business during the last few years makes this necessary. He is putting in a stock of furniture upstairs and moving the flour and feed department to make room for store extensions.

A new general store has been opened by James McMartin in Cold Springs, a southern suburb of the city. The store is about a mile from the city limits and the business—all country trade—is on the increase. Mr. McMartin has secured a post office, which will be known as "McMartinville."

Gardeners report that the strawberry crop in the vicinity of Peterboro will be unusually good this year on account of the abundance of rain. The plants are in a very healthy and robust condition.

The death occurred in Brockville last week of George Sanderson, a former groceryman in Peterboro. He ran a corner grocery here for years. His wife predeceased him by exactly one month.

**VANCOUVER.**

May 29.—British Columbia merchants are heartily joining in the movement to curtail credit. This has been rendered necessary by the demand for money and those who have large debts on their books are forced against the walls

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unless they have large capital or good backing. Large capital in these days of competition is possessed by very few in the grocery business, outside of that invested in stocks, and now that recovery is only being made from a financial stringency, backing is not always available. Wholesalers are pressing for prompt payment, and the obligations to them have to be met since they have control. It is not fair that the retailer, especially the smaller man, should be forced to the wall through negligence to pay on the part of consumers. In a city, especially, where amusements are to be had on all sides and where there is more "style" to be kept up among the women folk, ready cash at the end of the week or month very often goes to buy luxuries, or at least something that is not altogether necessary. Cash is paid for these every time, and the grocer and the butcher is allowed to wait, simply because he has been in the habit of it. There is no reason why the cash system will not work, after it is once gotten into full swing. It only means adjustment of available finances on the part of the customer. Eventually, the system works out to the better advantage of all concerned, to say nothing of the mutual better feeling which is promoted. The action of the Vancouver grocers was noted previously, and since then those in New Westminster and Chilliwack have followed suit. Fifteen days, the same period allowed by commission merchants to the retailer, is given by the retailer to the customer in New Westminster, so that the time is reasonable. In Chilliwack, straight cash is the slogan. There, the dairying, which is the leading industry, is on a cash basis, monthly cheques being issued to the patrons; hay, grain, livestock and produce are exchanged as cash and sold for cash, and the fruit-grower gets cash for his product so things should go all right. Retailers in Chilliwack have signed an agreement to sell for cash only and have given bonds for \$50 each to carry it out.

Organization of the Chilliwack branch of the B.C. Retail Merchants' Association has just been completed with the following officers: George H. W. Ashwell, president; B. T. Malcolm, first vice-president; H. H. Gervan, second vice-president, W. L. McLean; secretary-treasurer; R. J. McIntosh, F. W. Renworth, James Munro, W. J. Lillie and T. H. Henderson, executive committee. The annual meeting will be held in October.

The British Columbia Wholesale Grocers' Association held its annual meeting in Victoria last week, and elected the following officers: President, H. H. Cooper, of A. Macdonald & Co., Vancouver; vice-president, Simon Leiser, of Simon Leiser & Co., Victoria; treasurer, Percy Wollaston, Victoria; joint secretaries, F. Elworthy, Victoria, and J. N. Ellis, Vancouver. The association consists of six Vancouver firms; namely, the W. H. Malkin Co., Kelly, Douglas & Co., W. J. McMillan & Co., A. Mac-

donald & Co., E. W. Leeson & Co. and the Hudson's Bay Co.; five Victoria firms; namely, Wilson Bros., R. P. Rithet & Co., Simon Leiser & Co. Hudson's Bay Company, and J. H. Todd & Co., and one Fernie firm, Western Canada Wholesale Company.

Contracts for supplies for the contractors of G.T.P. construction at Prince Rupert are being made locally, though there is no considerable distribution of orders. With camp supplies secured in Vancouver, there should be a large trade during the coming summer; in fact, it should be a principal feature in the business. With two or three thousand extra men to be cared for, the consumption of provisions should be large.

The local market this week has few outstanding features. A carload of condensed milk and cream arrived, which will relieve the situation, but not for long. Demand from camps in the interior and the north is taking up any surplus.

C. Nettle has taken over the Mount Pleasant confectionery store, located at 2440 Westminster Ave. He purchased it from W. J. Mann, who retained it only a few days after buying it from Gibson & Walker.

Samuel Sea, one of the pioneer merchants of Victoria, was in the city this week on his way to England, accompanied by his wife. They will spend the summer months abroad. Not only is Mr. Sea a pioneer merchant, but he is also British Columbia's oldest "Son of England."

HAMILTON.

June 2.—This has been a great week for the grocers who interest themselves in politics. The grocers are mostly in the know as to how their neighbors vote and the canvasser is out with the glad hand for the corner man, who has politics down to a fine point. The average grocer is quite a diplomat, while as a rule he is very strong for his party. He has to be very careful about giving offense to the other side. They have been a great help in rounding up the foreigners, getting them naturalized and registered. Hamilton has a great number of foreigners and the securing of their votes cuts quite a figure in the results. The excitement is at high water-mark and everybody will be glad when the polls close on Monday night. It is to be hoped that we may have a good, honest government whichever side wins.

Things are looking brighter from a business standpoint. Factories are resuming operations and the glad smile is coming back to everybody. The crops in this section are the finest ever, and if we meet with no drawbacks later on the farmers will have need to rejoice over the copious showers of May.

Pineapples are selling better this year than usual, and the quality is very fine.

The grocers' association is making extensive arrangements for its annual

picnic, which promises, under the management of President Forth to be better than ever.

Brantford retailers are co-operating with the local body to make the outing a huge success.

GUELPH.

June 2.—Benson Bros. have now completed their extensive improvements, and, with the new fittings have undoubtedly a fine store.

Jackson & Son have enlarged their window space and also their inside department by taking the store lately occupied by Harding Bros. The window is antique and will draw a good deal of attention, but this firm do not believe in fancy fixtures. Good honest value for your money and no fancy fixtures is what they believe in.

Saturday's market was not brisk at all, and no doubt the unfavorable state of Wyndham Street had something to do with it. The downtown grocer is certainly up against it at present. The rich pasture has had its effect on the butter supply, both in quality and quantity, and the result was that the price dropped to 17c a lb. Eggs also took a tumble to 14c; potatoes 80c a bag. There was a good supply of greens at the usual prices.

It is good to be an outside grocer here at present, as the farmers will not go on the main street with their produce, and the outside stores are kept busy every day now.

Does it pay a grocer to have his own brand of soap? I saw a grocer the other day getting ready to put in a window of soap, and it was his own brand. He had a nice long bar and was going to show by balancing two of his bars against six bars of a standard make how big value his was. When it came to the test the six bars had him beaten and also paid for their own advertising. That window did not go in.

Guelph has now a new fish store started and it seems to do a good business.

The grocery clerks are all decided to elect the three candidates in South Wellington, as the whole three have promised to give us eight hours' work, eight hours' play and eight hours' sleep for everybody, which means in the grocery business in Guelph about 20 or 22 hours less than we have at present. If promises at election-time were any good the grocery business would be the brightest attraction for some young men.

Doesn't it make you tired after a hard day's work behind the counter to see, just as you are ready to close up some nice fellow with a pet hobby coming in to tell you all about it. Travelers also do not use good judgment in making it a point to arrive at a man's place of business when he is ready to go to his home.

Jas. Anderson has received a letter from H. Walker, of H. Walker & Son, announcing his safe arrival in Glasgow after a very pleasant journey.

Mr. Hudson, of the Canada Brokerage Co., Toronto, with his family, came up by automobile and spent the holiday in Guelph combining business with pleasure.

The damp weather has had its effect on the granulated sugar in bags, and a good many grocers and customers also are complaining.

**THE CANADIAN GROCER**

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

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**AVOID FAKE ADVERTISING.**

This is the time of the year when many annual publications are being gotten out nominally in the interests of transportation companies and other big concerns. They are usually called an "Official Guide" and claim to be issued under the authority of the president or general manager. The canvassers approach firms who supply or want to supply these corporations with products of one kind or another, and they hint that it is very much in the interest of the firm that they should advertise in this Guide, otherwise, they hint it may affect their business with the corporation.

A couple of years ago a letter was carried by one of these canvassers alleged to be signed by President Hays of the Grand Trunk Railway, which was proved to be a forgery. There is another official guide now being prepared in the interests of one of the big railways and claimed to be issued under the authority of the head of the road. A letter has been received from him which states distinctly that his corporation has nothing whatever to do with the publication. The book is issued entirely as a private enterprise and the giving or withholding of an advertisement will neither help nor hurt any one who has business to transact with the corporation.

When business men are approached by canvassers from publications of this sort, which they believe to be a fake, and most of them are, they should positively refuse to place any business and should write at once to the head of the corporation and get his assurance that the statements made by the canvassers are correct. Certain big firms have been doing this, and in few, if any, cases have they found the statements verified.

**ESTABLISHING TRANSPORTATION BUREAU.**

The council of the Montreal Board of Trade are energetically pushing forward the establishment of a transportation bureau. The need of such an organization is generally admitted. It is not intended by the establishment of this bureau to antagonize the railway interests, but rather that the bureau should cooperate with them. The question of freight charges is a vital one in Montreal. With the centre of consumption of material moving gradually west, the increased freight charges on goods shipped places Montreal at a disadvantage in comparison with western cities. The duties of the transportation bureau will be to conserve Montreal's interests as a distributing point; to be represented at meetings of the Railway Commission; to facilitate adjustments through overcharges, delays, etc., and generally to advise members. One hundred and twenty members of the board have subscribed to the bureau, but the council want a larger membership than this before they see their way clear to go on with the project, and are appealing for further support.

**KEEP BUSY.**

During the summer months more than at any other season of the year there is an inclination on the part of the grocer to take things easy. When summer dullness has set in and business seems dead merchants are tempted to let matters take their course without trying to make trade. More than one grocer will admit that he makes no special endeavor to attract trade during the summer months. From long custom he has grown accustomed to take the quietness of the summer as something inevitable, and he makes no effort to turn what he terms the dull season into a satisfactory period. Clerks are allowed to sit around, as indeed does the proprietor himself very often; possibly tourist trade is not cultivated, or if so, in an extremely desultory manner, and business system generally is allowed to relax. Instead of making every effort to attract trade, the proprietor takes it for granted that trade must be small—

that the situation cannot be improved. The key note to the whole thing is industry. Ask your clerks for suggestions; do some thinking yourself, and then let everybody get busy. There is business obtainable if only it is sought after. Try it this coming summer and see if there is not some truth in the foregoing.

**HIDE AND SEEK IN SUGAR.**

The decline of 10 cents on Canadian refined sugars, which was commented on as rather surprising last week, did not last long and the market is up again on its former basis.

With the general condition of the sugar markets the decline was unwarranted and seems to have been a piece of speculation among Canadian refiners. The world's raw markets, which for a few days showed signs of easiness, are firm again and with less encouraging reports again from that important centre, Cuba, where it is said that not more than 25,000 tons may still be made, and a quick recovery in European beet markets the general situation is now very strong. While we hesitate to prophecy after the hit and miss changes of the last two weeks, all reputable reports seem to point to still firmer conditions as the season of greatest demand approaches.

**THE QUEBEC GUILD MEETING.**

An interesting time is promised those who attend the annual meeting of the Dominion Wholesale Grocers' Guild, which takes place in Quebec on June 17 and 18.

Already the programme has been prepared and there is a treat in store for the grocers.

"The Importance of Trade Associations and Their Relations with the Government," is the subject of a paper to be read by the president, H. C. Beckett, Hamilton. This is the same paper as was read by Mr. Beckett at the meeting of the Ontario Wholesale Grocers' Guild, and which received such favorable comment at the time.

The address of P. Wollaston, of Vancouver, on "The Cost of Doing Business," is likely to be full of possibilities in the way of live discussion, while the paper promised by Wm. C. Cross, St. John N.B., on "The Credit Man and His Work," will be no less interesting.

Then it is possible a couple of Montreal wholesalers and a Quebec man will read a paper each. Subjects have not yet been announced.

A representative of the Retail Merchants' Association will address the gathering on the effect of the co-operative bill presently before the House at Ottawa.

Subjects down for discussion include: The Wholesalers' Relations with Manufacturers; railway matters, such as the new bill of lading now before the Railway Commissioners, and other equally important matters.

It is likely that a few amendments will be made to the by-laws of the Guild.

**DEATH OF W. C. ADAMS.**

Few travelers in the grocery trade of Ontario are better known or more highly regarded than was W. C. Adams, late of Davidson, Hay, Toronto, who died very suddenly at his home, 201 Seaton Street, about 11.30 p.m. Sunday, May 31, aged 43 years. As one of the most successful travelers going out of Toronto, and by reason of his cheery and genial disposition, he will be greatly missed, not only by his firm and fellow-travelers, but also by a host of customers and friends up along the north shore and in New Ontario, who have learned to look for his regular visits.

About six weeks ago Mr. Adams had to leave his regular work and for some time was quite seriously ill from lung trouble. Last week, however, he was feeling a good deal better and was in Davidson, Hay's sample room on two or three different days, making the last visit on Saturday. He seemed fairly well, though he expected to take a month or so longer to recuperate, and was planning to spend that time at a farm he owns up in Dunchurch. Late Sunday evening he was seized with a



W. C. ADAMS.

hemorrhage and passed away very suddenly.

W. C. Adams was a son of Captain James Adams, also connected with Davidson, Hay. He was born at King, in Aberdeen county, Scotland, in 1865, and came to Canada with his parents in 1871. He attended the Toronto public schools and spent a year at Walkerton High school. Leaving school in 1882 he went to Chicago and took a position as entry clerk with Carson, Pirie, Scott & Co. After two years he went to Reid, Murdock & Co., wholesale grocers, with whom he spent eleven years, five or six in minor positions, and then as a traveler with Iowa as his territory and headquarters in Des Moines. He remained till his death a member of the Des Moines Travelers' Association.

In 1897 he returned to Toronto and shortly afterward joined the traveling staff of Davidson & Hay. Since then, by his sterling qualities and high abilities as a salesman, he has won his way to the top and was one of the firm's most valued salesmen. He had a man-

ner which seemed to particularly suit the customers in his territory and which won him remarkable success.

The funeral was held on Wednesday at three o'clock, from his home on Seaton Street to Mount Pleasant cemetery. The services were conducted by Rev. Dr. Perry, of Jarvis Street Baptist church, of which Mr. Adams had been an adherent for some years. Mrs. Adams and three young children survive.

**CONGRATULATIONS. MR. CHARLES**

Wm. Charles, who has been right-hand man for W. G. A. Lambe, Toronto, for some years, ought to be a pretty happy man this week for one or two reasons.

The first is explained in a circular dated June 1st, which was sent among the Ontario trade and which reads: "We have pleasure in announcing that Mr. Charles, who has taken a prominent part in the management of our business for several years past, has this day been admitted to partnership in the undersigned firm.—W. G. Lambe & Co.

The second reason is perhaps even greater and is a happy event which took place in Saskatoon on Tuesday, June 2nd, when Mr. Charles was married to Miss Jennie Drysdale, a prominent young lady of that town, whose home was formerly in Goderich, Ont. Mr. Charles will, of course, bring his bride to Toronto, to rejoice with him in his new responsibilities.

**FOUND A BRIDE IN EUROPE.**

An interesting romance has developed from the trip to the Mediterranean which James Lumbers, sr., and L. O. Lumbers, of the James Lumbers Co., Toronto, have been enjoying for some months.

It seems that in the party with which the Toronto people traveled, was a family from Greenville, Indiana, which included an attractive young lady, Miss Helen Baker. Mr. L. O. Lumbers, with characteristic energy, fell in love with the young lady in question and the young people were quietly married in London on April 22nd.

Mr. James Lumbers returned home a couple of weeks ago. Mr. L. O. Lumbers and his bride are taking a further trip on the continent but will return shortly and make their home in Toronto.

**ENJOYING THEMSELVES IN IRELAND.**

According to letters received recently T. Kinnear, jr., of Kinnear & Co., and Frank Sloan, of John Sloan & Co., Toronto, who went off together on a trip through Great Britain about the middle of May, are having a glorious time in the "Auld Land."

They struck Ireland first, visited Cork and Dublin and were at Killarney on May 23rd. They are going to take a run through Scotland and England, getting down to London in time for part of the Olympic games. They will be back home, full of stories of the trip, about July 1st. Both gentlemen have friends in various parts of the coun-

try and this is helping to make their visit enjoyable.

**CHEVALIER GIANELLI PASSED AWAY.**

The death of Chevalier Angelo M. F. Gianelli, who passed away at his residence of his son, Alfred H., 169 Empress Crescent, Toronto, on Thursday evening, May 28, is notable by reason of the fact that the deceased made very worthy and successful efforts to develop trade between Canada and his native country, Italy.

Chevalier Gianelli was born at Genoa in 1832, and was a graduate of the Collegio Nazionale of that city. He enlisted in the Sardinian army in 1852, and two years later volunteered as ensign in the first contingent for the Crimean war, receiving his discharge in 1856. Coming to Montreal in that year, he was in 1870 appointed Consul for Italy in the Province of Quebec. In 1874 the jurisdiction over Bonaventure, New Brunswick and Nova Scotia was added, and in 1877 Canada and Newfoundland were also placed under his Consulate.

He has done a great deal to encourage trade between Canada and Italy, his



CHEVALIER ANGELO GIANELLI.

firm shipping the first cargo of Canadian-sawn pine to his native country. He was appointed Agent-General and Executive Commissioner for the Centennial Exhibition in Philadelphia, being at its close complimented and thanked by Baron Blanc and the Italian Government, and given a medal and an elaborate address by the exhibitors and employees in appreciation of his services and administrative capacity. The order of Knight of the Crown of Italy was conferred upon him by King Humbert on his resignation from the service of the Italian Government owing to pressure of private business.

He is survived by his wife, living in Toronto, four sons, Charles A. of New York; A. W. H., Louis F. and Victor E., and one daughter, Mrs. (Dr.) Harley Smith, of Toronto.

The funeral was held on Monday from Empress Crescent to the Church of the Holy Family and thence to Mount Hope cemetery, and was largely attended by consular representatives from Toronto and elsewhere.

# Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

## QUEBEC MARKETS

### POINTERS—

Sugar—Advanced.  
Beans—Advanced.  
Teas—Japans advanced slightly.  
Coffee—Advance in Maracaibos.

Montreal, June 4.

Sugar has been occupying the centre of attraction for the past week by its early resumption of the price which ruled before the ten cent drop. Conjectures are abroad that this price will be maintained for sometime, as European market conditions seem to indicate this.

The Japan tea market has presented features which were not anticipated, according to the latest cable despatches from the Orient, and the opening price, which it has been thought would have been lower, and remained lower in comparison with last year, has firmed up. This condition is due to the comparatively small arrivals from the interior. At first the small quantities coming in was not thought serious, but now it has become apparent that a grave shortage of high grades exist. Some considerable trading has taken place in Ceylon blacks in local circles while other lines have remained much the same as at last report.

SUGAR—Following sharp on the New York advance of 10 cents on prices all around the Montreal producers advanced their prices, which, it is thought, will remain unchanged for some time, as the European market is easier and indications seem to point this way.

Granulated, bbls	4 90
" " bbls	5 05
" " bags	4 85
Paris lump, boxes, 300 lbs	5 70
" " 50 lbs	5 80
" " 25 lbs	6 00
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" " 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 55
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Demand for Barbadoes molasses is good. The sales of new crop are closed, the last sales being on a basis of 19c first cost, for choice grades and 21c first cost for secondary grades. This year's output is estimated to be 25 per cent. short of last year's. Foreign markets are easier, which is natural after sharp advances of last week. Syrups are normal.

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

Corn syrups, bbls	0 03
" " bbls	0 03
" " bbls	0 03
" " 36 lb pails	1 75
" " 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" " 5-lb. " 1 doz. "	2 75
" " 10-lb. " 1 doz. "	2 65
" " 30-lb. " 1 doz. "	2 80

MAPLE PRODUCTS—This market remains the same as at the last quotation. There is not much activity as the demand is slow.

Compound maple syrup, per lb	0 04	0 05
Pure Townships sugar, per lb	0 08	0 09
Pure syrup, 8 lb. tin	0 60	0 65

TEA—The Japan market, according to the following advice from the East, is firming up considerably: "Although the opening price was about 5 per cent. lower than last year the actual operations at the time of our last report (9 inst.) on account of the small arrivals from the interior, were about on the same basis at corresponding time last season. Since then the shortage of high grades has become apparent, and prices during the past week or so firmed up a little."

Other reports state that the quantity is small and there is no anticipation of lower prices. Other lines are meeting with about equal demand, except perhaps, Ceylon blacks, which are falling off in quality and some good lines are now offering. Other lines are fairly quiet. Advices from London dated May 23 say: "First samples to London from the Indian market are green and thin, but considering they are first invoice they are better than usual. The general opinion is that the market will open high at Calcutta."

Choicest	0 38	0 45
Choice	0 32	0 37
Japan—Fine	0 27	0 30
" " Medium	0 22	0 23
" " Good common	0 21	0 22
" " Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 28
" " Pekoes	0 19	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hyson	0 18	0 25
" " Gunpowders	0 17	0 25
China greens—Piquet gunpowder, low grade	0 12	0 16
" " " pea leaf	0 19	0 27
" " " pinhead	0 30	0 45

COFFEES—The coffee market is steady with the exception of Maracaibo, which has advanced slightly. Other lines remain the same. Demand is good and dealers report an ever-increasing consumption of this product.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 11	0 20
Maracaibo	0 14	0 19
Roasted and ground 90 per cent. additional		

DRIED FRUITS—The demand for currants is very good. Prunes and Valencia raisins are also in fair demand, prunes continuing firm owing to the anticipated shortage in the crop. Demand for figs has brightened up considerably during the past week. Prices

remain the same as at previous quotation.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb. in cases	0 06	0 06
" " cleaned	0 06	0 07
" " in 1-lb. cartons	0 07	0 07
Finest Vostizas	0 07	0 08
Amalias	0 07	0 08
" 1 lb. packages	0 07	0 07
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
" " 1-lb cartons	0 10	0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 08	0 08
Three crown	0 07	0 08
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
Valencia Raisins—		
Fine off-stalk, per lb.	0 06	0 06
Selected, per lb.	0 06	0 06
Layers	0 06	0 06
Dates—		
Hallowees, per lb	0 04	0 05
Sais, per lb.	0 04	0 04
Packages	0 05	0 06
Malaga Raisins—		
London layers	2 25	
" " Connoisseur Clusters	2 40	
" " " 1/2 box	1 00	
" " Royal Buckingham Clusters, 1/2 boxes	1 27	
" " " boxes	5 50	
" " Excelsior Windsor Clusters, 1/2 boxes	1 50	
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 11
Loose muscatels 3 crown	0 08	0 10
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 32	
Peaches, "	0 18	
Pears, "	0 18	
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 13	0 09
" " " 50-60s	0 08	0 06
" " " 60-70s	0 09	
" " " 70-80s	0 07	0 15
" " " 90-100s	0 06	0 07

RICE AND TAPIOCA—A better demand prevails in the rice market and this condition also may be stated with regard to tapioca. Rice prices remain unchanged. Tapioca is being firmly held in the primary markets. Stocks on the spot are limited and nothing of any consequence is coming forward.

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

SPICES—This market shows a little change in peppers, which are lower in the minimum price, thereby increasing the width of the range. Otherwise, spices present no new feature this week, prices remaining the same as at the last quotation, while demand may be said to be fair.

Peppers, black	Per lb.	0 14	0 20
" " white	0 18	0 27	
Ginger, whole	0 16	0 20	
" " Cochin	0 17	0 20	
Cloves, whole	0 17	0 25	
Cloves, ground	0 25	0 32	
Cream of tartar	0 12	0 18	
Allspice	0 12	0 18	
Nutmegs	0 25	0 60	

BEANS—This market, which has been very strong and advancing for some time, has again gone forward, choice prime beans now being quoted at \$2.15 to \$2.25. This local advance is in sympathy with the prevailing high prices which are being maintained by western

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2s, red  
2s, black  
Gooseberries  
2s, heavy  
Lawsonberry  
2s, heavy  
Peaches—  
2s, yellow  
3s  
Pears—  
2s, F.B  
3s  
2s, Bart  
3s  
2s, lok  
Plums—  
2s, Dan  
2s, Lom  
2s, Gree  
Raspberries  
2s, red,  
2s, black  
Pineapples  
"  
"  
Strawberry  
Rayberry,  
12 oz. b  
1 lb.



tinuance. Willett & Gray's last report says, regarding the situation:

"In Europe the downward reaction noted last week continued until 11s. was reached for beet sugar followed at the close by a rally to 11s. 4½d. with a firm market and increased demand for both raws and refined. As cane sugar sympathizes with the decline and the rally this week may mark the renewal of the upward trend to the general markets, particularly as it is understood that purchasing of beet root sugars by American refiners has been renewed to some extent.

Prices quoted in Toronto this morning are as follows:

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 95
Phoenix	4 90
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 60
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**SYRUPS AND MOLASSES** — Business continues fair at steady prices.

**TEA**—Trade continues quiet locally with no noteworthy features.

**COFFEE**—Dealers report local business encouraging with no new features.

**DRIED FRUITS**—Demand seems a little better this week, particularly for prunes and raisins. Prunes continue scarce. Some dealers report that they expect new California seeded raisins in directly and at a price considerably below the present basis.

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

**BEANS**—The scarcity of beans in Canadian markets is sending prices up sky high. Local dealers seem to have some stock to work on and prices are scarcely so high as the situation seems to warrant.

Beans, hand picked, per bush	2 10	2 55
prime No. 1 "	2 00	2 10
Lima, per lb		0 07

**EVAPORATED APPLES**—Demand is only fair at prices quoted last week.

Evaporated apples	0 07	0 14
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**DEATH OF MRS. FRANK EVERIST.**

Passed Away Suddenly on Monday, June 1st.

The death of Mrs. Everist, wife of Frank Everist, of McWilliam & Everist, wholesale fruit merchants, Toronto, occurred on June 1. Up to two days before her death Mrs. Everist was apparently in good health. An abscess in the head rapidly developed and broke, causing death. The deceased lady was 53 years of age, and was a native of Wentworth County, Ontario. Besides her husband, Mrs. Everist is survived by four sons and three daughters, all residing in Toronto. The offices and warehouse of McWilliam & Everist were closed a couple of days this week, in consequence.

Welling & Rae, grocers, Vancouver, are succeeded by R. Y. Blackhall.

**WAS A MASTER TRAVELER.**

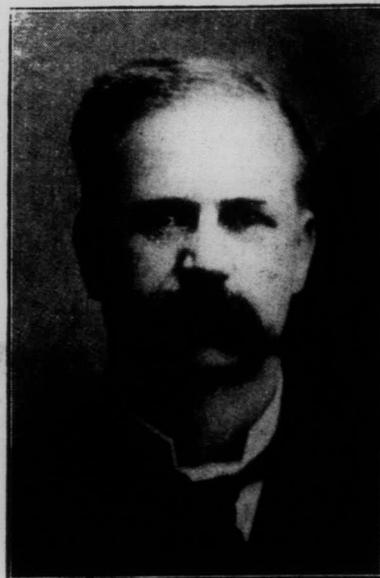
**R. W. Ritchie Passed Away Last Week After a Useful Life as a Grocery Salesman.**

A traveler among travelers, a man with high ideals who carried them out, a salesman of extraordinary ability who had mastered his business. Such was R. W. Ritchie, who passed away at his home in Orangeville on Thursday, May 28, aged 61 years.

Twenty-one years ago Mr. Ritchie severed his connection with the Wm. Ramsay Co., Toronto, with whom he had spent some time, and joined the traveling staff of Eby-Blain. He was placed on the territory from Toronto to Owen Sound, and since then he has covered that ground with perhaps as much success as comes to any traveler.

A man of principle, with high regard for both his customer and his firm, of a happy disposition and with a love for a clean joke, Mr. Ritchie made a host of firm friends who will mourn his death very sincerely.

Mr. Ritchie was a close student of teas and had possessed himself of a lot



R. W. RITCHIE.

of information on this subject, which he used to good advantage. Many of his customers will remember how they used to trust his judgment in selling and what excellent satisfaction he gave them.

Of late years Mr. Ritchie had begun to feel the rigors of the traveler's life and about nine months ago he withdrew from Eby-Blain's and retired to his home in Orangeville, where he lived happily till his death.

Mrs. Ritchie and six children survive him. Fred, one of the sons, conducts a grocery store in Orangeville, and also one in Dundalk. Another son is in business in western Canada. The death of William, another son, a short time ago, was a very great shock to Mr. Ritchie, and probably hastened his own death.

The funeral on Saturday was very largely attended, not only by the townspeople, but also by a number of old customers, traveler friends and representatives from the Toronto trade. J.

F. Eby and Hugh Blain, of Eby-Blain, Mr. Kyle, of Kyle & Hooper, and several others attended the funeral.

**A TYPOGRAPHICAL ERROR.**

In a letter from the Salada Tea Company, Toronto, published in these columns last week, in which some statements, made in the advertisement of another tea house in a former issue were questioned, and a challenge issued, a typographical error caused one paragraph to read in rather a misleading way. The sentence referred to appeared as follows: "Between the years 1896 and 1898 they had a record of growth for twelve years," etc. It should have read, "between the years 1896 and 1908,"

How this mistake could occur is inexplicable, but it is none the less regrettable.

**HINTS TO BUYERS.**

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

L. Chaput Fils & Cie., Montreal, have just received a car of Oregon prunes, which they are offering at attractive figures. This news should interest the trade, in view of short crop prospects. They are also having a special sale of white wine vinegar in all-sized packages. They are sending out samples to those interested.

Walter Paul, the St. Catherine St. grocer, Montreal, has left for a trip to Chicago and the west.

## NOXIE-KOLA



Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

**Crystal Spring Bottling Works**  
WATERLOO, QUE.  
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

## GOOD PROSPECTS IN ATLANTIC FISHERIES

Halifax Correspondent Tells of the Outlook for Fishing Season—Good Catches Will Benefit Business Generally.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., May 30.

With the fishing season opening well and the prospects excellent for good catches, the business outlook is most promising. Activity in the fisheries in this province adds greatly to business in general. The fishermen circulate money freely, and as a result, all branches of trade benefit. The early arrival of mackerel on the coast this season, and catches being made on the eastern and western shores, has caused considerable activity. The fish are of exceptionally fine quality, some weighing three and four pounds each, and a ready market is found.

Generally speaking, demand in the West Indies for fishstuffs, with the exception of alewives, has been good, considering the season of the year, and if it continues at the present rate, exporters along the waterfront will find their stocks exhausted long before the arrival of new supplies of Newfoundland cure in August.

Alewives have been moving very slowly, and spot stocks are sufficient to supply the demand for some months unless the unexpected happens. The catch of alewives at St. John so far this year has been far short of the average—in fact, a failure, the greater part being sold fresh for bait.

The first cargo of winter herring arrived this week from Bay of Islands, and found a ready sale at a fair price.

During the past week mackerel have been reported plentiful along the shore, and some fair stops made. The American seiners have returned from the south, and part of the fleet is now on the Cape Shore or the Nova Scotia coast. The Cape Shore fleet will probably number the same as last year, viz., 50 vessels. On May 22nd, the first arrivals at Boston of fresh mackerel from Nova Scotia sold at 27c each for large fish. Demand for fresh mackerel in the States this year is expected to be excellent, due in part to the small catch of the fleet on their southern cruise, the vessels having landed so far only 5,472 barrels, against 12,604 the same date last year.

For dry fish, the outlook for the bank and shore catch at present, points to a good spring fishery, and bankers are expected to average about 200 quintals more per vessel this year than last. One vessel, which arrived at Lunenburg a few days ago, stocked 1,400 quintals, besides selling about \$1,000 worth of fresh halibut and haddock. If the weather for the next few weeks is favorable it is expected that a limited quantity of new cure will be offering about the latter part of June or early July.

Butter continues to drop in price and the receipts are increasing daily. Good creamery prints can now be bought for 27c, and small dairy tubs and rolls from 25c to 26c. A still further decrease in the price is looked for.

Eggs are in good supply, but the price holds very firm. Nova Scotia eggs are quoted at 18c, and Prince Edward Island at 17c.

### A VISITOR FROM PATRAS.

American Vice-Consul Visits Canada in Interests of Currant Industry.

An interesting visitor to the Toronto trade this week was Howarth J. Woodley American Vice-Consul at Patras, who has been traveling through the United States and Canada in the interests of the Greek currant industry. Mr. Woodley was introduced to the trade by George Stanway, commission merchant, and made a pleasant call at The Grocer office.

"Yes, the industry is growing in importance in Greece," said Mr. Woodley, as may be seen from the fact that shipments last year showed an increase of 18,000 tons. They aggregated 132,000 tons as against 114,000 the year before.

"As yet," Mr. Woodley said, "the United States and Canada are not using so large a quantity of currants as they might, and as we hope they will shortly. Last year, for instance, 18,000 tons were disposed of in these two countries and this is much below the rate of consumption in England, Germany and elsewhere. Consumption in America, however, is showing an encouraging increase, as last year's imports were 2,500 tons greater than the preceding year."

"What is the Canadian consumption," he was asked.

"Practically all the currants used in Canada are shipped through United States ports," was the reply, "and in our returns the two countries are grouped together."

The increasing demand for currants throughout the world, Mr. Woodley says, is due to the propaganda carried on by the Greek currant syndicate. They have been advertising extensively in Great Britain and on the continent and have lately begun to carry out this policy in America.

Asked as to possibility to which the industry could be extended Mr. Woodley said: "Greece at present can grow a good deal more currants than the world demands. The average production is 150,000 tons annually. If the crop is above the demand the surplus is held and manufactured into pulp and into wines and spirits. While the crop will only grow satisfactorily on the west coast and the Ionian Islands, the possi-

bilities of production have not as yet been reached."

"The organization of the currant syndicate has been of considerable advantage to the industry," says Mr. Woodley. "It has proved very effectual in putting it on a better basis, where reasonable prices can be commanded and has established a standard for different values. The industry is, of course, a natural monopoly in Patras as nowhere else does the fruit seem to grow successfully. Experiments have been tried in California and Australia but without success. The Greek climate seems to be the only one perfectly suited for the ripening of the fruit."

This is Mr. Woodley's first visit to America, though he was born and educated in England and has seen a good deal of other parts of the world. He expressed himself as quite favorably impressed with Canada particularly as regards the West, where he went from Chicago. He left Toronto on Tuesday en route to Europe and after covering the markets in the large centres there will return to Patras.

Mr. Woodley has spent six years in Patras and represents the third generation of his family in the position he now occupies. He speaks in a very interesting and enthusiastic way of Greece and its people.

### THE JAPANESE RICE CROP.

Growth of Population and Increased Consumption Makes Importations Necessary.

American Vice-Consul Walter Gasset, writing from Kobe, Japan, recently, says that the official return of the rice crop of 1907 for the Japanese prefecture of Hiogo (Kobe) is given as 10,586,014 bushels. He reviews the crop figures as follows:

The yield was slightly under the average for the four previous years, that of 1906 having been 10,890,524 bushels; 1905, 10,032,353 bushels; 1904, 10,975,170 bushels, and 1903, 10,513,194 bushels. The crop for the whole of the empire is given as 243,339,485 bushels, showing an increase of 5.9 per cent., as compared with the previous year, and of 11.8 per cent. as compared with an average yield. The crop is the largest since 1904.

This may be accounted for by a larger acreage and improved methods of cultivation, but the ratio of increase has not kept pace with the greater demand caused by the growth of the population and the increased consumption of rice among the poorer class of farmers, instead of millet and wheat, and it is estimated that 25,000,000 bushels will have to be imported to make up the deficiency.

The Canadian Aerated Water Co., of Montreal, has dissolved.

A. Rioux & Cie, general merchants, Amqui, Que., have assigned.

P. Z. Dube, general merchant, Amqui, Que., is offering to compromise.

## NEW BRUNSWICK FAVORS ONTARIO APPLES

Correspondent Says Nova Scotia is Losing Its Market Because of Improperly Marked Fruit—Ontario Shippers Are Gaining Firm Hold.

Special Correspondence to The Canadian Grocer.

St. John, N.B., May 30.—It is said that Nova Scotia fruit packers, because of dishonest marking of their apple barrels, have lost the confidence of buyers in St. John; that they have been sending only poor fruit and at the same time marking it No. 1; that in inspections made last summer from 70 to 80 per cent. of the Nova Scotia apples sent here were falsely marked; that shipments were not reliable, and that if a man wanted good apples it was best not to send him any Nova Scotian stock. As a result of this, dealers claim, Ontario fruit men have by honest dealing, captured the New Brunswick market.

Speaking of this matter to The Grocer representative the other day, one of the leading wholesale dealers here remarked that he did not expect to lay in one barrel of Nova Scotia apples next season. Besides himself, he said, there were several other dealers who would refuse to buy apples from the neighboring province. He intended to import all his apples from Ontario.

The reason for this, he said, was that the markings on the Nova Scotia barrels are now utterly unreliable. Sometimes dealers were fooled with apples from Ontario, but if the fruit was from a reputable packer, they were to be depended on in every instance. Last fall he had imported two carloads of winter apples from Nova Scotia, paying at the rate of \$2.75 and \$3 a barrel. When the fruit arrived in St. John he was compelled to sell at 75 cents a barrel. This was not on account of a sudden drop in the market, but because the bulk of the apples should never have been put in barrels at all.

It is sometimes asserted, he continued, that the reason they send poor apples to St. John, is that people here will not pay a good price for them. "Two weeks ago" the dealer continued, "I imported two carloads of Northern Spy apples from Ontario and I sold all the No. 1's for \$5 a barrel and the No. 2's for \$4 a barrel. That, I think, is sufficient answer to the charge that we are unwilling to pay good prices for good fruit."

Asked how long ago it was that the Nova Scotia markings were first found unreliable, the dealer said that the barrels were never marked as they ought to be, but the state of affairs is getting worse every year. He made some severe comments on the workings of the new Fruit Marks Act, and said he had come to the conclusion it was no good.

The Nova Scotia growers, he said, had simply cut themselves out of the best part of the business in the province, the

winter fruit. "I have been handling an increasing quantity of Ontario apples every year," he concluded, "and will probably continue to do so, at least as long as the present state of affairs, in which 75 per cent. of Nova Scotia apples are falsely marked, holds good."

G. E. Chester Gandy, who was fruit marks inspector last year, said, in reply to the statement that 75 per cent. of the Nova Scotia apples that arrive here are falsely marked, that last year he did not think more than 25 per cent. could be so classified. Last year the fruit coming here he claimed, was better than ever before. The most of the apples from the sister province, he explained, go to Halifax and England, because the growers can realize a better price in the Old Country than they can here.

Business has been very good during the past week. There has been but a few changes in market prices. Molasses is up one cent a gallon, beans are quoted 10 cents a bushel higher and lard has advanced a quarter-cent. Seeds are pretty well cleaned up. There is no timothy to be had and only a few pounds of clover.

The harbor fishing has not been up to the mark this season. Gaspereaux have been fairly plentiful but shad are very scarce. Only a few salmon have been taken up to the present time.

### TORONTO GROCER SUICIDES.

Geo. B. Link, who kept a grocery store at 954 Yonge St., Toronto, committed suicide on May 30 by throwing himself in the city reservoir. He left a note addressed to his wife and children bidding them good-bye and saying he had nothing more to live for. His wife says he had been more or less weak in his mind for some time past. He was about 50 years of age.

### A DELICATE MATTER.

The following little letter, which appeared in a recent issue of the Hamilton Spectator, touches a matter which might well be commented upon, and which will be appreciated by a good many grocers:

To the Editor,—I want to say a few words to our city government on a delicate but important subject. You know that the grocery men get their fruit and vegetables out on the pavement, and you know that there are some pretty tall dogs. Now, you know what I want to say, and if you will help put it before our city government, you will help me out and do the public a great favor. What we want is vegetables on boxes or shelves above the high-water

mark or inside the store. These wire screens they use over baskets are not waterproof. This is a delicate matter, but one the grocery men should attend to, because you know when people go to the store for cabbages and beets, they do not want to be obliged to take peas also.

CLEANLINESS.

### TO INCREASE CURRANT CONSUMPTION.

The Greek currant syndicate, in order to increase the general consumption of currants, has begun advertising the merits of currants throughout different countries.

The first of these advertisements appeared in the May number of one of the women's magazines, and was as follows:

Ask your Baker for  
CURRANT BREAD,  
Wholesome—Nutritious—Palatable.  
NOTE:—When buying Currants for  
home use insist on getting  
fresh goods.

Behind such advertising so general and indirect as this, there must truly be great faith. Currant bread is an ordinary thing—any baker can bake it. The idea of this advertisement is that contractors will demand currant bread of their bakers, who, to fill those demands, will be obliged to use currants. The "note" at the bottom is also destined to increase the consumption, by compelling grocers to keep a fresh stock. It would seem like a far cry to the time when advertising so indefinite as this could show an increase in the amount of currants consumed in this country.—The Grocery World.

### PERSONAL NOTES.

Wm. R. Cummings, Cumming's Bridge, Ottawa, paid a call on The Grocer during his visit to Toronto last week.

J. G. Gordon, traveling representative of Maclure & Langley, Toronto, has just returned from a three months' trip to Europe.

J. L. Bathgate, of Scott, Bathgate & Co. Winnipeg, was a visitor to Toronto last week.

S. M. Ewing, of S. H. Ewing & Son, Montreal, spent a few days in Toronto last week, among the firm's numerous customers.

Wm. Ramsey, formerly a prominent wholesale grocer in Toronto, who has for many years been resident in Scotland, is visiting in Toronto again this week.

Alderman N. Lapointe left Montreal Tuesday evening for the southern States. Mr. Lapointe intends to investigate the probabilities of the fruit crop for the summer.

D. A. Philips, one of the "Witch" Co.'s representatives, fell from a ladder when tacking up some advertising in Wright's grocery store in London recently, and injured his ankle. He will be laid up for some time.

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY



WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD

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

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

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

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

MADE  
Of The Best!  
For The Best!  
By The Best!  
**Young's Elite Toilet Soap**

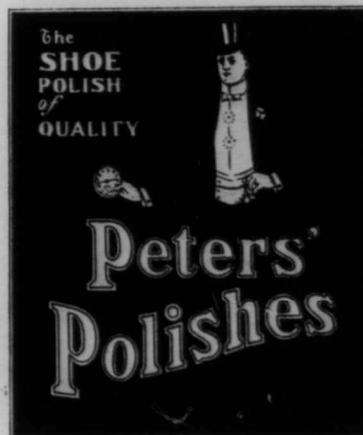
"The Soap of Quality"

A Soap of Highest Quality, beautiful creamy lather, delicate perfume, for refined people.

Made Expertly by an Expert

THE YOUNG-THOMAS SOAP CO., LTD.,  
Regina, Canada.

It is up to you—  
NOW to try  
Casson's  
**Worcestershire Sauce**  
which is made by Britishers in this British Colony—Canada ???—  
Write **The John Casson Co.**  
57 Front St. East, Toronto



I want responsible and energetic brokers and agents in Montreal, Halifax, St. John, Winnipeg, and Vancouver, for

**PETERS' POLISH**

(The best shoe polish made) Will pay good commission to responsible representatives.

**M. PETERS**  
617 Queen St. West, Toronto

# O'MARA'S HAMS

The English beef, the Welshman goat,  
 The Scotchman mutton gnaws,  
 The Esquimo holds walrus fat  
 Between his greasy paws,  
 The Frenchmen nibble froggie's legs,  
 New Yorkers gobble clams,  
 But Good Canucks, who know what's what,  
 Stick to O'MARA'S HAMS.

**JOSEPH O'MARA**  
 PORK PACKER  
 PALMERSTON, - - - ONT.

# New Butter

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

# New Cheese

are now on the market—not so good as old cheese, but lower in price.

# New Hams and Bacon

Always new, because we keep no old stock.

# F. W. Fearman Co.

Limited

Hamilton, Ont.

Sell the Best



"Canada First"

Brands  
**Evaporated Cream**  
 and  
**Condensed Milk**

Prepared in Modern Sanitary Factory.

Manufactured and Guaranteed by

**The Aylmer Condensed Milk Co.**

Limited

Factory, Aylmer, Ont.

Sales Office, 39 James St. South, Hamilton, Ont.

Write for Prices on . . .

# Ryan's

# Short Roll Bacon

The cheapest and tastiest meat on the market. It's the biggest seller in the trade. Made from carefully fed young hogs, mild-cured, and extremely tender. It will pay you to introduce this fine line to your customers.

# The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

# Dairy Produce and Provisions

Cheese and Butter Quiet With New Make Coming in Largely—Demand for Provisions Stronger With Warm Weather—Will the Canadian Farmer Raise More Hogs?

## CHEESE AND BUTTER BULLETIN

Montreal, June 3, 1908.

The cheese and butter markets have been comparatively quiet during the past week. The Board of Trade returns indicate some improvement in comparison with last year in receipts. However, they will have to improve considerably before they reach last year's figures. The receipts of butter for the week ending May 30, 1908, were 10,687 packages, as compared with 10,537 packages for the week ending June 1, 1907. These figures show a small balance in favor of the present season. The season's receipts up to May 28 were 21,287 packages, as against 43,607 packages for the same period last year. These figures indicate a falling off of one-half, as compared with the record of 1907.

The receipts of cheese for the week ending May 30, 1908, were 37,468 boxes, against 48,770 boxes for a corresponding period last year, and the record for the season up to May 30 was 95,298 boxes, against 128,204 boxes for the period June 1, 1907.

The increasing supplies of both cheese and butter which are arriving, owing to the prevailing weather conditions which have been admirable, will lead to some accumulations unless the local demand becomes extraordinary, or the export demand increases. The latter is at the present time almost nothing. Since the last report considerable has appeared in the press concerning the green cheese problem, and in some quarters the expressions have been decidedly plain. It is pointed out that Canada cannot afford to lose her reputation for fair and square dealing for the sake of a few whose ideals apparently are extremely mercenary, and who do not possess sufficient national spirit to refrain from these practices, which are decidedly small, to say the least of them. Men who have the interest of the country (as well as their own) at heart, state that the present publicity which this question is receiving will surely result in the passage of adequate legislation which will put a stop to the practice.

The reason of the present remarkable quietude in the export business is due, according to advices from London and Liverpool, to the fact that people have had their attention diverted to less expensive commodities by the high price which prevailed in the cheese market, and even the advent of warm weather and the increased outdoor work has not been sufficient to turn their gaze towards cheese. This argument would seem a fairly logical one if we knew the Englishman's appetite was as easily turned from the favorite paths, but it certainly has not been a national characteristic in the past.

So far as butter is concerned, it appears to be the price which has inter-

fered seriously with the export business, and the fact that Australian and other Antipodean products (to say nothing of Siberian, Danish and other makes) have rendered it impossible for the Canadians to compete in the British markets. In any case, not much attention has been bestowed on the export trade, owing to the fact that local demands have been sufficient.

The last week has been decidedly dull in the butter market, nothing of any importance having occurred. First creamery is quoted at 22c, and dairy,

of which there is very little arriving, at 19c.

The local cheese market is quoted at 11½c to 11¾c.

Shipments of cheese from Montreal last week were 21,591 boxes, as compared with 20,706 boxes for the previous week, and 34,005 boxes for the corresponding week of last year. There were also shipped from Quebec 1,081 boxes, making total exports for the week of 22,672 boxes. The total exports from Canada since May 1 are 142,125 boxes, as compared with 196,232 boxes for corresponding period of last year. Butter has not been exported so far this season.

## THE PROVISION SITUATION

There seems to be something radically wrong in the provision market of Canada. When prices rule high and great scarcity of a commodity, prevails in a special market of a country which possesses all natural advantages to render such a situation improbable, naturally there must be a good reason and the behaviour of the provision market has been such that it calls for some comment.

Since last fall prices have almost continually been very high and there has been a great scarcity of hogs. In discussing the situation with various packers the reason advanced was that the farmers had difficulty in getting the proper feed with the result that so many hogs were not raised. Another, perhaps less charitable dealer, asserts that the farmers have gotten rich out of the hog industry and, therefore, have become indifferent to the demand. Ontario furnishes a large proportion of the stock supplied to the packing houses and in this province the production has fallen off greatly. Some members of the trade do not predict anything very serious, as the fact that so much publicity being given this shortage it is thought will act as an inspiration to the farmers and the yield will again become normal. At the present high prices which rule in the home market competition is precluded in the English market with the Danish and Irish product. If the Canadian farmers could take a lesson from these producers it would be well for them as these producers certainly obtain magnificent results with vastly inferior natural resources. This condition is an economic one which often prevails in new countries. In older countries with denser population and therefore infinitely less land area per capita, every square inch

of their soil is taken advantage of and the people are taught to be less careless of natural resources and as a consequence they have a highly concentrated form of farming which is relatively, so far as production is concerned, when compared with a great area like Canada, really amazing. At the present moment there are only about 20,000 hogs arriving per week at Canadian factories and one plant alone has a capacity for this amount. The total capacity for all the packing houses of Canada is somewhere in the neighborhood of 150,000 hogs per week. Considering these facts, it can be readily seen that Canadian packers are not being kept very busy. The situation is one that will bear a good deal of consideration.

Toronto, June 3.

Conditions are comparatively quiet in Canadian packing houses this week. Cables from London report that market as overloaded with Danish bacon and offering little inducement for the Canadian product at present prices. Packers, however, are shipping light supplies to fill the demand which always prefers Canadian product.

Danish "killings" fell off very largely last week as the result of a very generally observed church festival and the aggregate only amounted to 13,000, about 30,000 less than the usual deliveries of late. Stocks of Danish bacon have been kept pretty heavy, however, by the extraordinary shipments of the last few months and it would take some time to clear the market. American shipments last week were moderate at 13,000 boxes.

Deliveries at some points in Ontario were much above the average last week,



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## CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

**WM. CLARK**  
Manufacturer  
**MONTREAL**

# Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING**. Manufactured in Canada only by

**Horton-Cato Mfg. Co.**  
Windsor, Ont.

## There is a Growing Demand

for ready-to-serve foods. Many dislike the trouble of home cooking; others lack the facilities. The trade of each is held on quality.

The housewife who once tries

# Heinz Baked Beans

(In the Heinz Improved Tin)

uses them in preference to all others because they are really baked in ovens with dry heat like the home made kind.

The demand for Heinz Baked Beans makes them a profitable staple. No spoilage—no loss of any kind and they're thoroughly guaranteed.

You may refund purchase price if they ever fail to suit.

Anything that's "HEINZ" is Safe to Sell.

**H. J. HEINZ COMPANY,**

New York      Pittsburg      Chicago      London

There is only one

# BOVRIL

the Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

BOVRIL LTD., have the honour to hold the appointment by special warrant to

H.M. King Edward VII.  
H.M. the King of Spain.  
H.M. the King of the Belgians.

Supplies can be obtained from—

**BOVRIL LIMITED,** - - - - - **MONTREAL**  
27 St. Peter Street  
**A. B. MITCHELL** - - - - - **HALIFAX, N.S.**  
Mitchell's Wharf  
**R. S. MOINDOE** - - - - - **TORONTO**  
120 Church Street  
**W. L. MCKENZIE & CO.** - - - - - **WINNIPEG**  
308 Ross Avenue  
**A. G. URQUHART & CO.** - - - - - **VANCOUVER**  
336 Hastings Street West

and from all wholesale houses throughout Canada

**PETERBORO CEREAL CO.'S MILL BURNED.**

Fire on Sunday Afternoon Causes Heavy Loss.

On Sunday afternoon, May 31, about 5 o'clock a fire broke out in the milling room of the Peterboro Cereal Co.'s works, at Peterboro, and in a short time the greater part of the three storeys of the mill, together with the machinery, were completely destroyed.

The packing room adjoining was also pretty well gutted and the elevator part of the works considerably damaged. The cause of the fire, which lasted for three hours, is unknown. There is an insurance of \$5,000 on the building and \$35,000 on the stock. The loss has not yet been estimated.

S. G. Adams, Calgary, Alta., has taken over the Perrin Biscuit Company's Calgary branch. Mr. Adams was for five years traveler for the company.



**TRADE WINNERS.**

Pop Corn Poppers,  
Peanut Roasters and  
Combination Machines.

MANY STYLES.  
Satisfaction Guaranteed.  
Send for Catalog.

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



# Fussell's

## Milk and Cream

(BUTTERFLY BRAND)

Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to

Fussell & Co., Ltd., 4, Monument St., London, Eng.

500 WATCHES ALREADY WON.

Prices and Particulars of the Agents

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

**CANADA:**  
No better  
Country



**MOTT'S:**  
No better  
Chocolate

The experience of a great many grocers has taught them that

# Mott's

"Diamond" and "Elite"  
brands of

# Chocolate

have made for them many good and paying customers. If you have not handled these brands place an order through your jobber.

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

SELLING AGENTS:

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



"It's All in the Shreds"

The original and only "hard times" food is

# Shredded Wheat

because it restores confidence and is the only substitute for heavy meats and other expensive foods, furnishing more real nutriment with less tax upon the digestion and the pocket book.

It is a "good times" food for the grocer because it yields a good profit all the year round—in good times and bad times. The cleanest, purest, most nutritious cereal food made in the world. Tell your customers about it.

The Canadian Shredded Wheat Co., Ltd.  
Niagara Falls, Ont.

# THE FLOUR AND CEREAL MARKETS

Flour Trade Shows Some Encouragement—Ontario Prices Easier—Cereal Markets Also Brighter.

The splendid crop outlook in all parts of Canada and the prospect of lower grain prices is having its effect on the markets this week. Farmers who have been holding their grain in anticipation of higher values are now rushing it into market and with such excellent prospects for this season's crop and not too brisk a demand, prices tend to an easier point.

Eastern markets seem to be as yet unchanged, with very fair business. Some Ontario millers have eased off a little on Manitoba grades during the week and a declining tendency is noticeable.

The fine weather seems to have brightened up the demand for cereal products and manufacturers are reporting better local demand for their products. Prices generally are pretty well on a basis with those given at last report.

## MONTREAL.

FLOUR—A good local demand is practically all that can be said about the flour market this week. Prices are unchanged.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 20
Glenora.....	5 70
Manitoba spring wheat patents.....	6 10
"    strong bakers.....	5 50
Five Roses.....	4 10
Harvest Queen.....	5 50

FEED—The demand remains good and prices are unchanged.

Ontario bran.....	23 00 24 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
"    bran.....	23 00
Moullie, milled.....	27 00 31 00
"    straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

ROLLED OATS—Rolled oats continue to meet with a good demand and prices have not changed during the week.

Fine oatmeal, bags.....	3 27
Standard oatmeal, bags.....	3 20
Granulated.....	3 25
Gold dust cornmeal, 90-lb bags.....	1 85 1 70
White cornmeal.....	3 00
Rolled oats, 90-lb. bags.....	2 75 2 80
"    80-lb. bags.....	5 85 6 35

## TORONTO.

FLOUR—The encouraging crop reports and consequent weakening in wheat values is having some effect and an easier feeling is noticeable this week. Some Ontario Millers have dropped their prices on Manitoba grades 10c. Little export business is being done.

Manitoba Wheat.	
80 per cent. patents.....	5 45 5 60
85.....	5 20 5 40
Strong bakers.....	4 90 5 10
Winter Wheat.	
Straight roller.....	4 50 4 60
Patents.....	4 51
Headed.....	5 00

CEREALS—The fine weather seems to have brightened up local demand considerably and dealers report business considerably better this week. Wheat is coming in fairly well, Oats are not so free.

Rolled wheat in barrels, 100 lbs.....	2 90 3 00
oats in bags, per bag 90 lbs.....	2 85
Cornmeal, standard and granulated, in bags 90 lbs.....	15

## NEW REFRIGERATOR CAR.

English System, Which Obviates the Use of Ice.

A new refrigerator car, the design of two Liverpool experts, has been put upon the English market. The London Times, in describing it, says:

"Up to the present practically no improvement has been made in the ordinary icebox car for carrying perishable produce, a system that has decided limitations. The car now introduced accomplishes the cooling by means of a mechanical refrigeration plant, which consists of a small inclosed type ammonia compressor of special design, mounted on one end of the car; an ammonia condenser designed for cooling by the air current produced by the motion of the car and placed on the roof; an expansion valve arranged to keep, automatically, a constant pressure in the evaporators within the car, and consequently a constant temperature therein, and ammonia evaporators placed in suitable positions inside the car arranged to provide a regular supply of cold to keep the car temperature constant during stoppages. The compressor is driven from one of the axles by chain gearing, a change speed gear and disengaging mechanism being interposed between the axle and compressor. The driving wheel placed on the axle may be arranged to allow the toothed part to swing in either direction, and thus keep in the same plane as the driven wheel on the intermediate shaft.

"The advantages claimed for this type of car over those now in use are that it is independent of any ice supply whatever; it is available at any point on the line and at all times; it obviates delays due to icing, and, in addition, the expense attaching to ice storage and filling; it effects a lower temperature than is possible with ice tanks; it can undertake any length of journey without renewals, and it is free from the risks due to careless or insufficient icing."

## INTERESTING TRADE MARK DECISION.

An interesting case regarding a matter recently treated editorially in these columns has just been decided in the United States Circuit Court for New Jersey. Walter Baker & Co., the chocolate manufacturers, took action against R. V. Delapenha & Co., of New York, on the ground that the product sold by them, representing a Swiss manufacturer, and known as Auto Noisettes, was an infringement of the word "auto," and the figure of an automobile, as registered by the Baker Co.

The defence was that the marks had been used by the manufacturers in Switzerland before the Baker Co. had registered them; that the marks were not alike, and that the Swiss products were made partly of ground filberts and therefore were not the same class of goods as the plaintiff's sweet chocolate. Notwithstanding this, an injunction with costs was given the plaintiff.

## Thousands of Dollars

are spent every year on Soda Biscuits. And it is a noticeable fact that in those districts where the grocers specialize on

## Mooney's Perfection Cream Sodas

the sale of soda biscuits is the largest. Which indicates that Mooney's Perfection Cream Sodas are the best brand for you to handle. The best test is to eat one yourself. You will find it the daintiest, freshest, crispest soda biscuit you ever ate. Just try it!



## The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



## GOX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents  
 C.E. Colson & Son, Montreal  
 D. Mason & Co., "  
 A. P. Tippet & Co., "  
**J. & G. Cox, Ltd.**  
 Gordie Mills  
**EDINBURGH**

**TRADE NOTES.**

Fleurant & Frere, grocers, Montreal, have dissolved partnership.

A milk condensing plant will be erected shortly at St. George, Ont.

Dickie & Fraser, grocers, Vancouver, B.C., have dissolved partnership.

Mrs. Ida Sneath, grocer, Toronto, has sold her business to W. J. Brown.

Samuel Murray's Martintown, Ont., cheese factory was burned last week.

W. E. McConnell, Morewood, Ont., is advertising his general store business for sale.

Harry Tolson, Moose Jaw, Alta., has sold his South Hill grocery business to J. Wilson.

La Rochelle & Robillard, fish merchants, Vancouver, B.C. have dissolved partnership.

W. A. McMaster, Havelock, Ont., has purchased the grocery business of Thompson Bros.

O. J. Sparrow has bought the grocery business of Sproule & Higginbottom, of Flesherton, Ont.

The assets of D. Boisvert, general merchant, St. Boniface de Shawinigan, Que., were sold on May 26.

S. J. Wilson, Wilson Grocery Co., Gananoque, Ont., has gone to British Columbia to enter business there.

Cameron & Downey, general merchants, Vankleek Hill, Ont., are succeeded in business by Bertrand Bros.

H. J. Merritt's grocery store, Louisville, Ont., was entered by burglars last week and \$100 worth of goods stolen.

A meeting of creditors of the Austrian Trading Co., general merchants, Yorkton, Sask., was held last week.

The New Dundee Farmers' Co-Operative Creamery Co., Ltd., has been granted a charter to manufacture and deal in butter and cheese.

George Hadden's grocery store, Picton, Ont., was burglarized last week, and \$15 in cash and some valuable articles and other goods were stolen.

The Harbor Cheese Factory Co., township of Fitzroy, Carleton county, Ont., has been granted a charter to manufacture and sell cheese and butter.

The North Port Canning Co., Ltd., North Port, Ont., capital \$40,000, has been granted a Provincial charter to preserve fruits, vegetables and meats.

The fruit merchants of Portage la Prairie, Man., propose establishing a wholesale fruit warehouse in that town to obviate the necessity of buying in Winnipeg.

The British Columbia Wholesale Grocers' Association, at their annual meeting, held in Victoria on May 21, elected H. H. Cooper, of A. Macdonald & Co., Vancouver, president for the next year.

A 500-barrel flour mill and a 100-barrel oatmeal mill will be erected at Regina, Sask., by the Regina Flour Mills Co., to replace the one recently destroyed by fire. Some Minnesota men are said to be interested.

W. P. Bergin has built a new store in St. Adolphe de Howard, Que., and is now located in the building, which is one of the best of its kind in the neighborhood. It gives him plenty of room for the transaction of his business, which is rapidly growing among the tourists, farmers and others living in the neighborhood, or residing temporarily in the district.

**METALLIC CEILINGS**

**Are Artistic, DURABLE, SANITARY, and FIREPROOF Easily applied, Cannot Crack nor Fall Off**

Send us a sketch showing shape and exact measurements of your ceilings or walls, and we will submit designs, estimates and illustrated booklet free.

**WRITE US NOW**

**Metallic Roofing Co., LIMITED**

Manufacturers  
TORONTO & WINNIPEG

Western Canada Factory,  
797 Notre Dame Ave., Winnipeg.

**MEGS**

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

**SUCHARD'S COCOA**

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

**FRANK L. BENEDICT & CO., Montreal Agents.**

**H. CONSTANT**

First and sole maker in Canada of all kinds of

**MACARONI, VERMICELLI AND PASTES**

92 Beaudry Street MONTREAL

**OPEN TO BUY**

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

**G. A. PARADIS, Quebec**

**BODE'S CHEWING GUM**

High Quality and absolute Cleanliness Guaranteed.  
Largely advertised and good profit. Private brands to order.

**THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL**

The Uniform High - Grade Quality of

**Ridgways TEA**

has built up our reputation and steadily increased our business until now our sales amount to fourteen million dollars yearly, a fact that will prove RIDGWAYS TEA is a business-getter.

**CANADIAN OFFICE: VANCOUVER, B.C.**

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

By Royal  Letters Patent

**Nelson's** Opaque, Brilliant,  
Isinglass, Leaf, and Powdered **Gelatine**

**NELSON'S**  
Granulated Jellies, Tablet Jellies, Creams, Custards,  
Fruit Puddings, Bottled Jellies, Lemonade  
Crystals, and Baking Powder.

**Nelson's** Gelatine and  
Liquorice **Lozenges**

**NELSON'S SOUPS**  
(SIX VARIETIES)

*Sole Proprietors and Manufacturers of*  
**GORDON'S GRANULATED GRAVY**

**G. NELSON, DALE & CO., Ltd.**  
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:  
The Smith Brokerage Co., Ltd., St. John, N.B.  
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
The Wiseman Ashley Co., Winnipeg.  
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

They  
Can't  
Use  
This  
Signature.



W. K. KELLOGG

on a package is your absolute protection  
in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Ban-  
natyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and  
Victoria, B.C.



What Cocoa Are You Selling ?

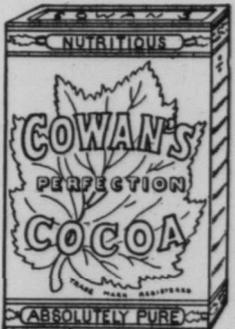
Not what cocoa are you KEEPING! To  
you, a cocoa or anything else is only so  
good as it SELLS. You can't keep

**COWAN'S**  
Cocoa and Chocolate

It sells everywhere — all the time

Long experience with  
the trade in Canada has  
taught us to produce  
cocoa and chocolate that

YOU CAN SELL



**The Cowan Co., Ltd.**

AT LAST  
**NATION'S  
TON-NIK**  
LEMONADE POWDER

*Non-intoxicating but a "pick me up."*

Always Ready in 1/2 lb. Tins.

Agents: **GREEN & CO., 25 Front St. E., Toronto**  
**CARMAN-ESCOTT CO.,**  
141 Bannatyne St., WINNIPEG  
Manufactory—BRISTOL - ENGLAND

THE DOMINION WAFER CO.

Dealers in  
Choice  
Ice Cream



44 St. Vincent Street,  
MONTREAL

**BISCUIT CUPS**  
A specialty  
Ice Pies,  
Ice Cornets,  
etc., etc.

TEL. MAIN 1310.

# "Men Who Sell Things"

Chapter IV.—The Order-Taker and the Drone Identical—"Heart Work" and Faith Needed to Win Success—The Two-Wheeled Man and His Failure—Aspirations and Openings.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

## CHAPTER IV.

### THE ORDER-TAKER.

It's a good thing for the man who looks at the corns on his hands to remember that on Easy Street the corns are on the heart.

The Order-taker and the Drone are identical. Men of this stamp while waiting for an inspiration would find success at once, if they were not so afraid of a little perspiration.

The salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie. The only difference is that his capacity is more limited. Even having things thrown to him worries and wearies him. Mental and physical courage is lacking in his make-up to the extent that anything like effort of any sort is foreign to his comprehension when it is necessary to go after business.

As says the rag-time song, the Drone aimlessly wanders through life in the atmosphere of—"I don't know where I'm going, but I'm on my way." He is bright enough in many respects, but a natural born ne'er-do-well.

Imagine a salesman with just sufficient energy to send out advance cards and check trunks from one town to another; whose sole ambition seems centred in drawing his breath and his pay, and you have a life-size picture of the Order-taker.

The Order-taker drops out of the race at the first wayside shelter on the slope of Mount Success; but he is a different type from the Knocker, as he does no actual harm, though he fails to get anywhere. Besides, knocking requires energy, even if perverted. The mediocre capacity must be eked out by brave resolve and persistent effort.

### Heart Work Needed.

When the old lady was training her son for the trapeze, the boy made three or four rather ineffectual efforts to get over the bar. Then she was heard to suggest. "John Henry Hobbs, if you will just throw your heart over the bar, your body will follow."

And thus it is with the salesman who is inclined to take things easy. If he will just throw his heart into his work, success will follow, and then he will see the employer's and employe's interests going forward hand in hand, as they should go, supporting each other.

William Matthews, at one time Professor of English Literature in the Chicago University, writing on the sub-

ject of Self-reliance, in "Getting On in the World," says:

"A lobster, when left high and dry among the rocks, has not instinct and energy enough to work his way back to the sea, but waits for the sea to come to him. If it does not come, he remains where he is, and dies, although the slightest effort would enable him to reach the waves, which are perhaps tossing and tumbling within a yard of him."

The world is full of human lobsters, men stranded on the rocks of business, who, instead of putting forth their own energies are waiting for some grand billow of good fortune to set them afloat. There are many young men of vivid imaginations, who, instead of carrying their own burdens, are always dreaming of some Hercules coming to give them a lift.

### HE'S EXPECTING YOU.

When a wholesale or manufacturing house has something special to offer the trade, it can help its travelers materially by advertising in the trade newspaper. It quite often happens that the retailer doesn't want to see the traveler. The traveler doesn't get a chance to state his proposition. But if the retailer is first interested in a proposition through his trade paper, he will be waiting for the traveler to come along to give him more particulars. Trade paper advertising assures a welcome for the traveler.

"The hardest fortune of all is to find fortune easily."

Good hard work is one of the richest blessings that God has given man. The Idler, the Drone, the Order-taker, or whatever we may choose to call him, either in salesmanship or out of it—the man who fails to make the most of his privilege to work and amount to something—sins not only against his Maker, but against himself and society.

Many an otherwise good salesman has remained all his life in the light-weight class; solely because he lacked faith in himself.

"Faith is the lever that moves mountains."

"Faith is not faith until it gets into your fingers and your feet."

Faith begets faith. The salesman who has faith in himself has faith in his territory and faith in his house. His

employers and his customers, seeing the strength of his position, place their faith in him also.

### Faith and Its Function.

There is no standard broad enough or high enough with which to measure the value of faith in the commercial world. It is the Alpha and Omega of all business activity. It is the guiding star, shedding its beams of trust, confidence, goodwill, and good-cheer along the pathway of every successful transaction, large or small. There can be absolutely no trade without faith; hence, its indispensableness as a commercial asset.

The salesman of little faith in himself is not only enveloped in doubt and mistrust, so far as his ability to win for himself is concerned, but his faith in his proposition, his employers, and his fellow-workers hangs in the balance, reducing his chances for success to the minimum. He is apt to be peevish, ill-natured, and enshrouded in an atmosphere of insecurity, and he soon drops into oblivion or joins the large class of "floaters" who are continually looking for a job.

A salesman, to succeed, must not only have faith in himself, but faith in the article he is selling. He should approach his customer in such a manner as to leave no room for doubt that he himself believes what he says of the article he has to sell.

In a salesman of this character, faith is the source of courage, industry, and perseverance. It makes for him a strong personality. He surmounts all troubles by dint of his own energy. His name spells S-U-C-C-E-S-S.

### Wishes Instead of Work.

Some one has said: "The trouble with too many young men is that their wishbones are where their backbones ought to be."

A practical psychologist asks the question:

"Did you ever say 'I can' and 'I will' with the strong feeling that you spoke the truth? If so, you then felt within you the thrill which seems to cause every atom of your being to vibrate in harmony with some note in the grand scale of life which has been sounded by the I AM—the real self.

"If so, you caught a momentary glimpse of the inner light; heard a note of the song of the soul; were conscious for a moment of yourself, and in that moment you knew that untold power and possibilities were yours. You felt somehow that you were in touch with the source of strength, knowledge, happiness

and peace. You felt that you were equal to any task, capable of executing any undertaking. All the universe seemed to vibrate in the same key with your thought."

Sam Jones, the famous Southern wit, lecturing on Faith, once said: ,

"You well know what it is to pull on a cold collar. It takes a good tame horse to do it. You hitch him up of a cold, frosty morning, hitch him to a big load, and he sets to and pulls it off like a mule. That is what we call a work of faith it is pulling on a cold collar. That kind of horse you can hitch to a tree on a frosty morning, and he will make a hundred set pulls at it. That is what we call a work of faith—pulling on a cold collar.

"I knew a fellow once who had a wagon-load of wood to haul to camp, and it was a cold morning. He hitched up his horses, but they would not pull a pound. He put a boy on each horse, and then ran them up and down, riding about two or three miles, and got them warmed up, and then hitched them up, and they pulled right off."

A dog will run a rabbit when he feels like doing it, and when he doesn't feel like it he won't.

A salesman of faith will show you what he is by what he does. If you will find me a salesman who is busy for his house, I will show you a salesman that has works of faith and will do his duty whether he feels like it or not.

Some salesmen think if they do a thing when they do not feel like it, they are hypocrites. Well, we will talk about that some other time.

"I feel it is my duty to do so and so."

Sing it out; you have heard such salesmen, haven't you?

#### The Pleasures of Work.

I tell you what it is: to a real live wide-awake salesman, his work is a pleasure; it is a privilege. All others should keep in mind the business aphorism. "They who do no more than they are paid for get paid for no more than they do."

You know, when they first built engines, they put only two wheels on them. They would run and make schedule time, but schedule time was only just three miles an hour, and it was all they could do to pull one car. After a while they put a jack under that engine and put eight more wheels under it, making ten in all; and that engine will cut along at the rate of fifty miles an hour, and will pull forty cars if you couple them on.

And then came the "great moguls"; those great living, snorting, prancing things of finest steel, with a speed of seventy or eighty miles an hour. That is the difference between the little two-wheeled fellow and the sort they run now. That is the difference between the Order-taker and the professional salesman. There are plenty of little two-wheelers in the business world. Brother, cut that two-wheeled business out, if you ever hope to make a schedule of more than three miles an hour.

What would you think of a man starting from home who would go trotting down the railroad on foot? You ask him why he doesn't take the cars, and he answers: "Well, I feel it is my duty to go on foot."

#### The Two-Wheeler Failed.

I remember very well one of these two-wheeled men. He crossed my path when I had been out on the road about three or four years. It was a "Ships-that-pass-in-the-night" sort of experience, which leaves behind the shadowy impression that something crossed your bow in the fading light, but you could not make out just what manner of craft it was, or where it hailed from.

I had been out on my advance trip with a line of ostrich goods and velvets, and was winding up the last week of an unusually successful fall business, when I was suddenly stricken with a serious case of blood-poisoning, contracted from opening a water-blister on my hand with a rusty knife-blade. I was working on my way home from northern Michigan, and had but a few towns left, when the doctor ordered me to take the first train home and see a first-class surgeon, adding that I had no time to lose if I valued my life.

I hesitated about taking his advice, hating to give up a winning streak of business; besides, I knew that my rival salesman from our house was working might and main to nose me out of first place on the sales list. That was not all. In the next town I had a slim hold on an account that had started new the season before, and as I was out ahead of my competitors, I felt that my chances were good to sell the customer his opening fall bill. The doctor finally convinced me that a dead salesman was of very little use; and not wishing to shuffle off this mortal coil at the very outset of my career, I went home and remained there for three weeks.

I worried and chafed under my enforced idleness, realizing that before I could get back to that town and my new customer, the country would be full of millinery salesmen just as eager for that first bill as I was.

As soon as convalescence set in, I wired him the exact date of my arrival, and not waiting for the bandages to come off, with my arm still in a sling, I set out to do the best I could in handling my trunks with the aid of porters and fellow-travelers.

I arrived on schedule time. Jumping out of the bus, I did not stop to register, but called to the porter to throw my trunks into the best sample-room he had, and was off like a shot for my customer's store.

Entering, I was filled with misgivings, half expecting some salesman had been there and secured that much-coveted bill ahead of me. I greeted him with as much confidence as my shaken faith would permit. I expected it; almost the first thing he said was, "A new man from — & Co. was here a few days ago." But my hopes arose when he added, "But I didn't buy

anything from him. His samples were not opened and he came in sort o' looking as if he expected to be turned down. I really did want to see his line, and might have given him an order, having heard his house well spoken of; but I guess my greeting was kind of cold. When I said I didn't want anything anyway, and as long as his samples were not unpacked I wouldn't have him go to the trouble of opening them just for me as it wouldn't pay him, he waited around for a few minutes for further confirmation, and then explained that, owing to his big territory and being late, he was making towns pretty fast, and that if there wasn't much I wanted he'd see me next trip. But I don't believe he will ever make another, do you?"

I thought as he did about it, and it afterwards proved that we were both right. To make a long story short, my friend told me just about what he had said to the other fellow—that he didn't want much, and he had made up his mind that he would wait until he went to market to do his buying.

#### Work Which Won.

I reminded him of his desire to see — & Co.'s line, adding that as he was the only customer there, I was obliged to remain all the afternoon anyway, and would rather put in the time showing him the line than lie around the hotel office doing nothing.

It was not easy to budge him, but he finally said, "Well my boy, if you have got grit enough to unpack your stuff with a game arm, just to show me your line, I guess I can find time to run over to the sample-room a little later."

He came before I was through unpacking and stayed long enough to give me a bill for over one thousand dollars, and helped me pack up when we were through.

No, he didn't buy from me out of sympathy for my crippled condition. He was too good a merchant for that.

On leaving, he said half to himself but loud enough for me to hear, "Most curious fellow I ever saw." Then aloud to me, "Likely I would have given him the bill I have given you if he hadn't been so confounded lazy."

While leaning back in the cushions, bumping along over the ties, did you ever say to yourself, "If I am a salesman, I'm going to be one all over, through and through; but I won't be a little, old, dried-up, knock-kneed, one-horse, shriveled nothing, anywhere"?

#### Some Aspirations.

Haven't you had a desire to rise above the sight of the kind of little fellow that you can pack in a sardine-box with nineteen others? You have never known much about salesmanship if you have never felt in your soul that you wanted to be somebody—something—so big that you could fly up, and up, and up. If you have had this sensation, then you know something about what salesmanship is.

(To be continued.)

# FRUITS, VEGETABLES AND FISH

Canadian Strawberries to be a Record Crop—First Watermelons of the Season  
—Old Vegetables Off the Market—Sea Salmon a New Fish Line.

## Strawberries

Have to arrive this week, one car each day of fine stock, the best that can be procured. They are Marylands, Delawares and Virginias. Prices will be some easier, will bill at lowest market prices.

Pineapple market is little higher on 24s, fruit is fine and demand heavy.

Have full supply of Oranges, Lemons, Cabbage, Cucumbers, Onions, Tomatoes, Asparagus, etc.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St., TORONTO



### QUEEN QUALITY PICKLES

Sweet—Mixed and Chow  
Bulk Pickles  
Tomato Catsup  
Worcester Sauce

Buy and use the best Pickles

**TAYLOR & PRINGLE CO., Limited**  
OWEN SOUND

An improving trade is being done all over the country in these markets, and the past week was splendid in all lines of goods. California oranges are being replaced by Mediterranean varieties. All American fruit and vegetables are of superior quality this year and the Canadian lines are expected to be first class. Pineapples and bananas have the call at present and lemons are well up in the race. Delaware strawberries are now being offered and are much easier in price. Canadian berries are expected to be on the market in a fortnight's time, and by all reports this season will be a bumper one for quantity, and the quality, too, will be A1. There was a tremendous lot of strawberry plants set out in the Niagara and Oakville districts and the growers are already looking about for pickers. Grimsby men say last year they got pickers from Buffalo. Other Canadian lines give every indication of a record yield. Every tree—peach, pear, cherry, plum and apple—was laden with bloom this spring and all the conditions seem to be O.K.

In the vegetable line tomatoes and Egyptian onions took a drop in price owing to the great quantities offering. New Brunswick Delaware potatoes are firm, as the demand is fully equal to the supply. All old vegetables are about done and a number of the early imported vegetables are off the market. The first Canadian line to go is celery, very little of it offering.

### MONTREAL.

GREEN FRUITS—Navel oranges have advanced since the last quotations, now standing at \$4 to \$4.50. Mexicans, bitter and California blood oranges are now off the market. Sorrento oranges are being quoted at \$2.25 to \$2.50 in 160, 200 and 300 sizes. Pineapples have weakened a little, being quoted as low as \$2.80. Other lines remain the same as last week. The demand was remarkably good during the hot weather, but fell off somewhat during the cooler days at the end of the week.

Bananas, fine stalk	2 00	2 25
Cocoanuts, new, per bag	4 50	
Lemons	1 85	3 00
Navel oranges	4 00	4 50
Florida oranges, box	3 50	
Porto Rico oranges, box	2 50	
Jamaica oranges, bbl	4 00	
Valencia oranges	4 00	5 00
Pineapples, case	2 80	3 25
Grape fruit, box	3 25	
Almeria Grapes, keg	6 00	
Strawberries, qt.	0 10	0 15
Apples	3 75	6 00
Sorrento oranges	2 25	2 50

VEGETABLES—Egyptian onions have fallen off 1/2c per lb. since last week, which is due to the increasing supply which is arriving since the opening of navigation. Boston lettuce is a little higher, having advanced 10c. New cabbage are also commanding a slightly increased price. New potatoes have declined 50c a bushel. Other lines remain the same as at last quotation.

Parsley, per doz. bunches	0 85	
Sage, per doz.	0 60	
Savory, per doz.	0 60	
Cabbage, bbl.	1 50	2 00
Turnips, bag	0 75	0 95
Celery, doz.	0 75	1 50
Water cress, large bunches, per doz.	3 00	3 25
Spinach, bbl.	3 00	3 50
Green peppers, crate	2 50	3 00
Boston hot house cucumbers, basket	1 50	6 00
California asparagus, bunch	1 05	1 10
Potatoes, per bag	3 25	
Sweet Potatoes, basket	0 75	1 00
Beets bag	0 60	0 75
Carrots, bag	4 00	4 50
Tomatoes, Florida, crate	0 70	1 05
Tomatoes, hot house, per lb.	0 30	
Spanish onions, small crates	0 70	1 05
" " large crates	0 63	
Canadian onions, lb.	0 02	
Egyptian onions	1 03	1 10
Boston lettuce, hot house, per doz.	0 25	0 30
Radishes, doz.	0 25	0 30
Canadian parsley, doz.	0 15	
Mushrooms, per lb.	3 25	4 50
Horse radish, per lb.	6 25	6 50
Beans, green, basket	4 00	
French beans, wax	2 25	3 00
Egg plant, doz.	2 75	3 00
California cauliflowers, per crate of 16	2 75	3 00
New cabbage, crate	5 0	
Florida Celery crate		
New potato 24s, per bbl		

FISH—Haddock and cod continue plentiful and prices are low. Lake trout, whitefish and pickerel are in good supply. Gaspe salmon is now beginning to arrive more freely and the price is coming down every day. Among the smoked lines haddies and kippers continue in fair demand, while other lines are slow. Dore is the only fish which has shown any advance since the last quotations, now being quoted at 10c, instead of 8c. Pike, whitefish, shad and oysters have all declined.

### Fresh and Frozen Fish.

Brook trout, lb	0 18	
Haddock, per lb.	0 14	0 05
Fresh halibut	0 09	0 10
Mackerel, "	0 08	
Dore, "	0 10	
Pike, lb	0 04	0 15
Whitefish, lb	0 05	0 04
Flounders, lb.	0 15	
Bluefish, lb.	0 25	
Shad, each	0 09	0 10
Striped Bass, lb.	0 07	0 08
B. C. salmon, lb.	0 07	0 08
Qualla Salmon, lb	0 07	0 08
Gaspe Salmon	0 25	
Smoked and Salted—		
Haddies, box-s, per lb.	0 67	0 07
Kipperd Herring, 50 lb box	1 00	1 10
Yarmouth Bloaters, per box	1 10	
Prepared and dried—		
Shredded cod, box of 2 dozen cartons	1 80	
Skinless cod, 100 lb. cases	5 0	
Strictly boneless pure cod, boxes	0 08	0 13
Boneless cod, 20 lb. boxes	0 05	
Boneless fish, 20-lb. boxes, blocks	0 06	
Boneless fish, 25-lb. boxes, per lb.	0 04	
English strip cod 30 lb boxes per lb.	0 09	
Cod bits 3 lb boxes, per lb.	0 07	
Oysters and Lobsters—		
Malpeques, bbl	5 00	
Standards, bulk, per imp. gal	1 50	
Standards quart tins, sealed	0 20	
Paper pails, 100, pint size	1 10	
" " 100, quart size	1 50	
Pickled fish—		
No. 1 Labrador herring, per half bbl	3 00	
No. 1 Mackerel, 20-lb. kits	1 75	
Green cod, large, lb.	0 04	
Green cod, 1 lb	0 03	
Labrador Salmon, 1-bbls.	8 50	

### TORONTO.

GREEN FRUITS—A very good business has been and is being done. All lines of fruit are going well and the seasonable varieties especially are called for on all sides. California oranges are going off the market, and are being replaced by the Mediterranean varieties. Pineapples and bananas are slightly easier and are the two fruits mostly asked for. They are of excellent quality this year. Lemons, too, are first rate, and much selling is expected during the warm months. Strawberries are three

cents lower and are now coming from Baltimore vicinity and from the State of Delaware. Canadian berries are expected to be a record crop. California cherries are again on the market and a new line is watermelons, a Toronto house getting one of the first cars out of Florida. They are, though, a little dear yet for ordinary consumption, but the melons look good and should find a ready sale. Limes are another new line of fresh fruit.

Oranges, Navel, .....	3 50	4 00
"  Navel, small size .....	4 00	4 50
"  Valencia, half cases .....	2 80	3 05
"  Bahamas .....	2 00	2 20
Oranges, Mediterranean sweets .....	4 00	
Oranges, Sorrento, boxes .....	2 50	
"  Messina Paterno, half boxes .....	1 80	1 75
"  Ovals .....	2 00	
"  Blood, half boxes .....	2 00	
"  Blood, California .....	3 25	4 60
Lemons, California, 240, 300, 380, 420 .....	2 50	3 00
"  Messina, new crop .....	2 50	3 00
Grape fruit, 45's 54's, 80's .....	5 00	6 00
Grape fruit, Bahamas .....	3 00	4 00
Apples, No. 1 winter fruit, fancy apices .....	5 00	5 00
"  No. 2 .....	2 25	3 00
Bananas, Jamaica, eights .....	1 25	1 50
Bananas, Jamaica firsts, per bunch .....	1 50	2 00
Bananas, Jumbo bunches .....	2 00	2 25
Almeria grapes, per keg .....	5 50	7 00
Tangerines .....	3 00	4 00
Pineapples .....	2 75	3 25
Strawberries, qts .....	0 15	0 17
Rhubarb, Canadian per doz .....	0 15	0 25
Coconuts, per 100 .....	4 50	
Cherries, California, box .....	2 75	3 00
Watermelons .....	0 75	
Limes, per 100 .....	1 25	1 50

VEGETABLES—Tomatoes have been arriving in such quantities that there has been a decided lowering in price. A few Florida tomatoes remain on the market, but the Texas variety is coming in in large quantities. Canadian lettuce has a great range of price, some selling as high as \$1.25. Outside lettuce is selling at from 50c to 75c per dozen. All old vegetables are about done.

Celery, Canadian, per doz .....	0 30	0 40
Lettuce, imported .....	1 00	1 25
Lettuce, Canadian, doz .....	0 30	0 75
Cucumbers, Canadian, per doz .....	0 75	1 25
Cucumbers imported, per hamper .....	1 75	2 75
Tomatoes, imported, per crate .....	2 10	2 75
Mushrooms, per lb .....	0 85	
Raspberries, per doz, Canadian .....	0 35	0 50
Spinach, Canadian, bush .....	0 50	0 80
Asparagus, Canadian, per dozen .....	0 80	1 10
Beets, dozen bch .....	0 75	1 10
Carrots, dozen bch .....	0 75	
Egg plant, case .....	3 10	
Beans, wax, per bush .....	2 50	
"  white .....	1 75	
"  lima, per lb .....	0 05	0 07
Peas, new, hamper .....	1 75	2 50
New Brunswick Delawares, per bag .....	1 05	1 10
Potatoes, Canadian, per bag .....	1 60	
Potatoes, new, bbl, Virginia .....	4 75	
Potatoes, new, Texas bush .....	1 25	1 50
Potatoes, Bermudas, per bush .....	3 00	
Sweet Potatoes (Jersey), per bbl .....	3 00	4 00
Onions, Bermudas, per 50 lb. crate .....	1 25	1 50
"  per bag .....	1 45	1 50
"  green, per doz., Canadian .....	0 15	
Onions, Egyptian, per sack .....	2 75	3 00
Cabbage, new, per crate .....	1 50	2 25
Jarrots, Canadian, per bag .....	0 50	0 75
Carrots, new, per doz. bunches .....	0 85	
Turnips, per bag .....	0 45	0 45
Parsnips, per bag .....	0 75	0 85
Parsley, per doz .....	0 25	0 40
Cukes, hamper .....	2 50	2 75
Perch, large, per lb .....	0 06	0 07
Blue pickerel, per lb .....	0 05	0 07
White fish, Georgian Bay, per lb .....	0 03	
Herring, medium, per lb .....	0 06	
Whitefish, Lake Erie .....	0 10	
Cod, fresh .....	0 08	
Finnan Haddie .....	0 07	0 08
Trout, fresh, per lb .....	0 09	
Oscoods, per basket .....	1 00	
Halibut, fresh caught .....	0 10	
Shredded cod, per doz .....	0 90	
Live lobsters .....	0 13	
Bluefish, small white, per lb .....	0 07	
Oysters, in shell, per 100 .....	1 00	
Haddock, fresh .....	0 07	
Bloaters box .....	1 35	
Lake Herring, 1/2 bbl .....	3 00	
Sturgeon, per lb .....	0 12	0 18
Sea salmon .....	0 16	

FISH—A normal demand has been met with a normal supply. The fish men are satisfied with the trade now passing. Prices remain unchanged and sturgeon from the northern streams have been added to the list of fresh fish. The first of the season's sea salmon was put on sale this week and the price during the past ten days has been cut in two. We

# STRAWBERRIES

Headquarters for Delaware and Baltimore Berries, direct cars daily. Quality now fine and in good shipping condition. Orders filled promptly and at **LOWEST PRICE.**

**WHITE & CO., Limited**

TORONTO

Branch at Hamilton

## It's Not Guesswork, Boys

It's a fact—this hot weather is certainly "doing things" to the "St. Nicholas" Lemon stocks—the best always go first. There won't be any St. Nick. Nov. Cuts left when "St. Nicholas" Verdellis arrive. Protect yourself by buying a little stock ahead.

**W. B. Stringer & Co., Sole Agents, Toronto**

# FANCY RIPE

**Pineapples, all sizes  
Bananas, fat fruit**

LOWER PRICES THIS WEEK  
also

**FLORIDA TOMATOES, Fine Quality  
CAROLINA STRAWBERRIES, quart boxes**

Send us your orders

**HUGH WALKER & SON  
GUELPH, ONT.**

quoted sea salmon last week at 30c, although scarcely any was offering. Today it is 16c. The Atlantic salmon season begins about the middle of May,

but the season this year appears to be a full week late. The first catch sold for 24c wholesale at the seaboard, but already the price is coming down.

**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

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

**FOR SALE**

**M**APLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

**F**OR SALE—Grocery business in Cobalt, for cash. Made \$60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont.

**G**ENERAL STORE BUSINESS—Live town; money-maker; must be sold at once. Apply W. F. Morley, 9 Front Street East, Toronto. (24)

**BOOKS FOR THE GROCER.**

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

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

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

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

**MISCELLANEOUS.**

**S**TORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (176)

**T**HE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

**H**IGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited, Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

**M**ERCHANTS—Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

**BUSINESS CHANCES.**

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

**G**ROCERY BUSINESSES—1 have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

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

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

**I**f you want to buy or sell a business, write, John New, Toronto.

**WANTED.**

**W**ANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

**PERIODICALS.**

**A**DVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

**T**HE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

**C**OMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

**T**HE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

**C**ANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

**AGENCIES WANTED.**

**W**ANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

**E**XPERIENCED MANAGER, hustling salesman, age 30, enthusiastic, energetic, large experience on the road, capable organizer, invites correspondence from leading manufacturers. CANNED GOODS SPECIALITIES—sardines, fruits, etc. Sole agency Great Britain, or willing organize sales. Good knowledge of advertising. 10 live agents covering country. About 2,000 open accounts wholesale and retail grocers throughout the country. Independent hard worker. Highest credentials. Society guarantee. Only high class firms wishing permanent arrangements entertained. Salary, commission, expenses. Apply Box 32, CANADIAN GROCER, 88 Fleet St., London, Eng. [24]

**OFFICE SUPPLIES.**

**ELLIOTT-FISHER ADDING TYPEWRITERS**

Elliott-Fisher Limited, 129 Bay St., Toronto

**NO BROOK TROUT IN TORONTO.**

**Local Fish Dealers Want Privileges Allowed in Other Cities.**

The Toronto fish dealers have a grievance, and they are airing it. The Ontario law forbids them to handle trout, while Quebec leaves the door wide open, not only for catching and selling, but also for shipping. The result is that the New York hotels have Canadian trout on their bills of fare every day, while here at home none can be had.

Until a few days ago Quebec trout were shipped to Ottawa, Hamilton and London without question, while none has been allowed to be sold on the Toronto market. The dealers say that they do not want trout caught in Ontario, but they do want a look-in on the Quebec out-put.

A prominent dealer states that in all the years he has been in business he has not bought five pounds of Ontario trout, simply because he did not know where to obtain it. Most of the trout caught in Ontario is taken from fish preserves and what little is offered for sale is put at an almost prohibitive price—thirty to forty cents a pound—while Quebec brook trout is offered in fairly large quantities at from twelve to fifteen cents per pound.

F. Tremblay, general merchant, Les Eboulements, Que., has assigned.

Ship your **DRIED APPLES** before warm weather sets in

**O. E. ROBINSON & CO.**  
Established 1850  
Ingersoll - Ontario

**LEMONS** First-class 300s.  
at \$2.50 per box.  
**THE DAWSON COMMISSION CO., TORONTO**

In daily demand

# Sardines

are an almost daily requirement these warm days when the June breezes invite to picnics and outings. Nothing is more enjoyable than a lunch of

## "King Oscar" brand Norwegian Sardines

There is a distinct and appetizing flavor about Norwegian Sardines that has made them preferred to French pack by connoisseurs. Try them.

ASK YOUR JOBBER FOR THEM OR WRITE

**J. W. Bickle & Greening**  
(J. A. HENDERSON)  
Canadian Agents, HAMILTON

## Brunswick Brand Unequaled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

## Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

### Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddies and Kippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

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

## Dominion Fruit Exchange

Wholesale Commission Merchants

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Fruit, Vegetables and Produce. Special attention given to car lots.

We always get highest prices possible for our customers. Our commission is ten per cent. and no more.

You will save money by corresponding with us when you are open to buy or sell anything in our line.

AUCTION SALES: MONDAY, WEDNESDAY and FRIDAY.

# Orsi?

# WILSON'S FLY PADS

Pay retail Grocers a much larger profit  
than any other well-advertised article

*Wilson's Fly Pads are sold by all Canadian Wholesale  
Grocers.*

## Do You Want to Buy

**A BOILER, ENGINE  
OR MACHINERY?**

If you are a subscriber of  
CANADIAN GROCER, you can  
insert a notice free in

**CANADIAN MACHINERY**  
TORONTO MONTREAL

# Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

# Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

# Royal Sport and Hogen Mogen

suggest to the fastidious smoker the cigars which are always uniformly excel-  
lent. He knows he can depend upon them. That is why it will pay you  
to stock them.

WE WILL BE PLEASED TO QUOTE PRICES.

The Sherbrooke Cigar Co., Sherbrooke, Que.

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**GROCERY FACTS.**

**Information the Grocer and His Clerk  
Should Have About the Goods  
They Sell.**

**COCOANUTS AND COPRA**—In the east the cocoanut is marketed chiefly in the form of copra, a name applied to the dried meat of the nut, used in the production of oil, which is in turn employed in the manufacture of soap, candles and a so-called butter. The fibres are used in the manufacture of mattings, some of which are re-imported into the countries whence the fibres were obtained and they are also used in the manufacture of brushes, brooms, rope and twines of several kinds, according to the monthly bulletin of the International Bureau of the American Republics.

Formerly copra was obtained from the cocoanut by crude and primitive methods but at present there are plants established for the manufacture of copra, oil and cocoanut fibers with great rapidity, less expense and greater perfection. Machinery is used to break the cocoanuts and to facilitate the preparation of copra, and may be operated by hand, employing only two men, therefore. These two men can cut or break 6,000 cocoanuts daily.

Of the three important products obtained from cocoanuts—namely, cocoanut oil, flour and lard—the first product is manufactured at the place where the cocoanuts are cultivated, by extracting the white pulp of the nut and depositing the same in pieces in a wooden trough, from which the oil drops and flows by itself when exposed to the sun. As the liquid thus obtained abounds in impurities and is liable to decomposition, the copra or pulp is at present treated by means of improved processes, yielding as much as 60 per cent. of refined cocoanut oil in the factories established in Marseilles, which are the most important in Europe.

From this refinement of the cocoanut has naturally resulted the cocoanut lard industry, which has become so general abroad under the name of vegetaline, vegetable lard, taline and cocoaline. These lards are rich in nutritious substances and neither in flavor nor appearance remind the consumer of their origin. Its patrons have gone so far as to affirm that this vegetable lard is more nutritious than animal lard, inasmuch as it contains 90 per cent. of grease, while the animal lard, for instance, contains only 80 per cent. Cocoanut oil is used mainly in the manufacture of soap, three-fourths of the soap stock in the great manufactories of perfumeries consisting of cocoanut oil, which communicates to the paste formed an extraordinary fineness, rendering it also exceedingly foamy.—New England Grocer.

**SEALING WAX**—A compound of shellac and resin, melted in turpentine, and colored with vermilion, ivory or lampblack, and various other colors as required.

A good sealing wax may be made from six parts of powdered resin, four of red lead, two of vermilion, and two parts of powdered shellac.

**GUILD CASE AGAIN POSTPONED.**

**Crown Secures Enlargement Till September 20th.**

And still the famous Guild case drags on. It was set for trial on Wednesday of this week, June 3, and members of the Guild were very anxious that the matter should be finally settled but at Toronto on Thursday, May 27, Mr. Blackstock, K.C., acting for the department of the Attorney-General of Ontario, made application to Chief Justice Falconbridge for a postponement till Sept. 20, which application was granted. The reason given was that the Crown was not ready to proceed with its case.

The way this case has been handled by the Government has been exceedingly unjust to the defendants, the Wholesale Grocers Guild. It is two years since it was sent to a higher court and almost a year since a true bill was brought in. At one time the Guild asked for a postponement because of the absence of essential witnesses, but since then they have been trying to have the case brought on and disposed of but without success. The Attorney-General's Department has been instrumental three times in having it put off until now the whole matter is assuming something the nature of a farce.

Leaman & Walsh, grocers, Moncton, N.B., have dissolved partnership, Mr. Walsh retiring to enter another field. The business will be continued under the old name of H. G. Leaman.

Handle

**OLD CHUM**

**Cut Plug  
Smoking  
Tobacco**

**It's a Trade Bringer**

**CLAY PIPES**

The best in the world are made by

**McDOUGALLS**

Insist upon this make

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

Display a Few Boxes of the

**5c. CHAMPLAIN 5c.  
CIGAR**

and watch your sales jump.

The cigar is right. Your profit is right.

The Tercentenary is working for your benefit

**JOS. COTE, QUEBEC**

Importer

Established 1887

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

**BLACK WATCH**

**The Big Black Plug  
Chewing Tobacco.**

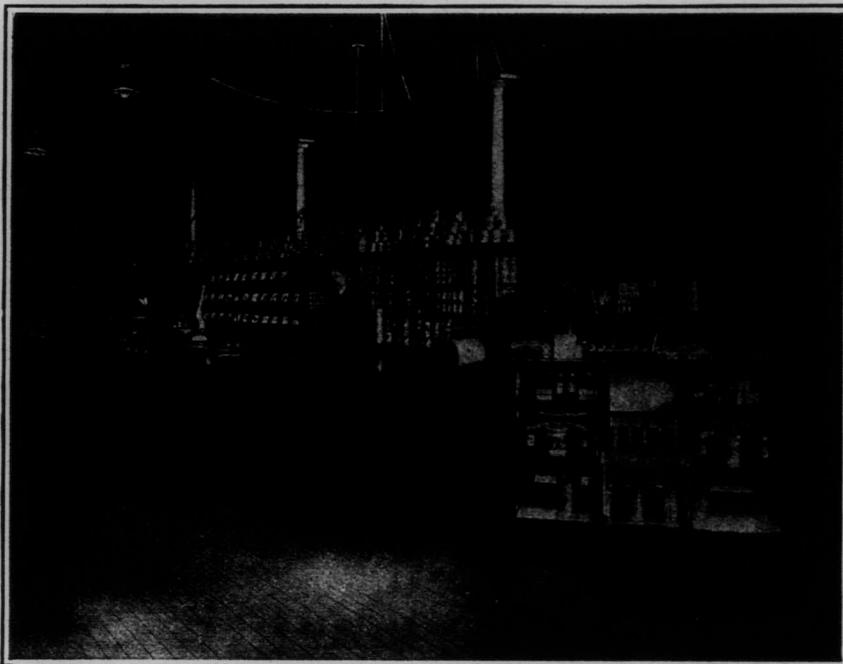
**Already a Big Seller**

**Sold by all the Wholesale Trade**



It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

## WALKER BIN FIXTURES



The manager of a large Western Departmental Store shown above writes:—

“They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them . . . We consider the money put into them a splendid investment.”

Write for Illustrated Catalogue: “Modern Grocery Fixtures.”

### The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of  
Modern Store Fixtures

**Berlin, Ontario**

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



**REFRIGERATORS**  
FOR BUTCHERS AND GROCERS.  
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

## IF DROPPING WATER



Wears away the hardest stone, what are the petty, annoying details of your business doing to you?

### ALLISON Coupon Books

eliminate nine-tenths of the cases of friction between you and your customers by removing the cause.

#### THE PLAN

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

### Allison Coupon Co.

INDIANAPOLIS, IND.

### THE PERFECTION CHEESE CUTTER



It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

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

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,  
OF CANADA HAMILTON, Ont.

## Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

### COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

### The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL  
Canada

# Boston Special

*Absolutely Automatic*



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

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

**Plain Figures Show Value**

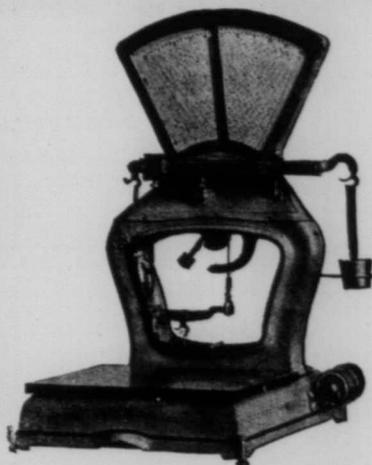
No mistakes or errors are possible. Down weight not possible.

*The Dayton*

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

*Pays for itself*

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



BEFORE  
YOU  
BUY  
A  
COMPUTING  
SCALE

NO. 70 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

**STIMPSON COMPUTING SCALE CO.**  
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.  
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.  
" 15 Court House Block, Robson St., VANCOUVER, B.C.  
A. L. DENT, - WOODSTOCK, ONT.

## WATER

Years away the hardest stone, what are the petty, annoying details of your business doing to you?

## ALLISON Coupon Books

Eliminate nine-tenths of the causes of friction between you and your customers by removing the cause.

## THE PLAN

and you think Allison Coupon book or note form out and keep it. When he presents the coupon, then he pays. No pass-books, no disputes, used everywhere in trade every-

on Co.

ND.

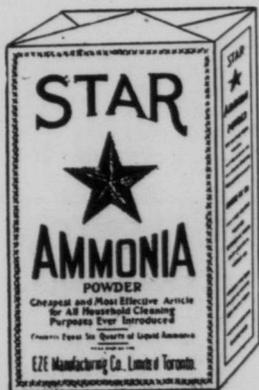
OW

in  
LC-  
of

BOOKS

GS

Co., Ltd.



OVER HALF A MILLION PACKAGES SOLD LAST YEAR.  
DID YOU GET YOUR SHARE?

—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 Elgin National Coffee Mills

40 Sizes and Styles

They are the *Fastest Grinders*  
*Easiest Runners*

Ask any wholesale grocer, tea and coffee house or jobber for prices

**WOODRUFF & EDWARDS CO.**

MAKERS

ELGIN, ILLINOIS, U.S.A.



## HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

**THOMAS SONNE, Sr.**

JAS. F. SONNE, Proprietor and Manager

193 Commissioners Street, - Montreal

**CAME DAILY FOR OIL.**

**Chicago Boy Looted Cash Drawer While Grocer Went Into Basement— Is Sent to Workhouse.**

The game that Anton Irman worked upon Grocer John Schramek, 922 Thirty-fifth street, was worthy of a better cause. For some time past Irman, who came from Chicago, provided himself with spending money by calling daily almost at Schramek's store with a kerosene can, having the grocer go into the basement where he kept the oil to fill the can, and meanwhile helping himself to the contents of the cash drawer.

This happened so often that Schramek began to believe that the place was bewitched, never suspecting the smooth Chicago boy. He appealed to the police and Detectives Seelawer and O'Gorman were given the case. They examined the premises, and suspecting Irman because of his daily visits for oil, gave the grocer instructions about the thief's capture.

The next time Irman called, Mrs. Schramek locked the front door from outside while her husband went into the basement. The police officers were then called and found Irman with several clearing-house checks which he had taken from the drawer. It is a peculiar fact that he never took cash, but clearing house checks. On a charge of vagrancy Irman was sent to the workhouse for ninety days.

MILWAUKEE EVENING WISCONSIN

**Guard Yourself**

How much have you lost from just this same source?

You cannot tell. But you can guard yourself against more losses.

Write for catalog B describing the different styles of **Bowser Self-Measuring Tanks** which prevent pilfering.

Keep the store as clean as if no oil was handled.

**S. F. BOWSER & CO., Ltd.**

66-68 Frazer Ave., Toronto

If you have an old Self-measuring Tank and want a new one, write for our liberal exchange offer.

**STORE FITTINGS**

of every description made to your order. Fittings that will make your store distinctive, at prices that will suit you. Write or phone.

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

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

**FRANK H. BARNARD, PRINTER**

246 Spadina Ave. Telephone Main 8357, Toronto

**SPRAGUE**

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

Ridgeway's Collecting Agency  
11 St. Sacramento Street, Montreal  
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

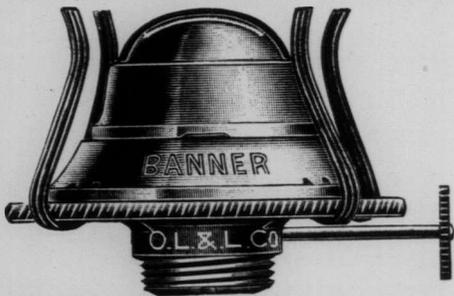
**Queen City Water White Oil**

**GIVES PERFECT LIGHT**

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

**Banner Lamp Burners**



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

**ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.**

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

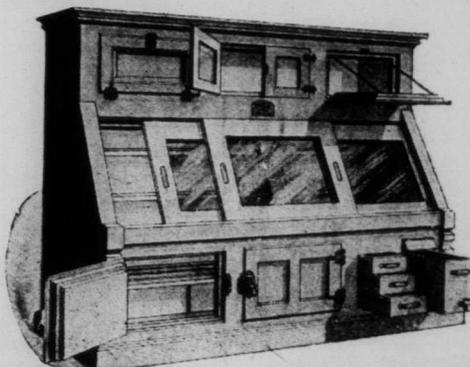
**SOLD BY ALL JOBBERS**

3/4-lb. tins—3 doz. in case

Mr. Grocer, Be up-to-date and use the

**Aubin's Patent Refrigerator**

Perfect Dry Air Circulation.  
Highest testimonials from leading grocers in Canada.



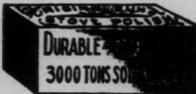
Made in 10 sizes.  
Silver Medal Quebec Exhibition.  
Diplomas:  
Ottawa, Montreal and Toronto

**C. P. Fabien**  
Manufacturer  
**Montreal**

Toronto Sample Room: Stewart & Co.  
Representative, 178 Victoria St.



**A CUSTOMER PLEASED**

**RISING SUN**  **SUN**  
**SUN**  **PASTE**  
**STOVE POLISH** **STOVE POLISH**  
**IN CAKES** **IN TINS**

means a friend for the grocer. It is just as true that the sale of inferior goods in the long run loses friends for the grocer. Then why take chances of losing trade by passing out cheap and inferior stove polishes when the best stove polishes may be sold by you at a good profit and help make friends for you every day.

That is a good reason for urging the sale of our very popular **RISING SUN** Stove Polish in Cakes and **SUN PASTE** in Tins. Every package is right when you sell it and makes friends for you and for us day in and day out. Just what you want to push. We know you think so.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

**ROWLEY'S**

**Finest Selected Valencia Raisins**

Place your open orders early and ensure the best brands and **EARLY DELIVERY.**

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

**UNDERDOWN and CRICHTON,**

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

**STORAGE IN OTTAWA!**

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

**THE DOMINION WAREHOUSING COMPANY, LIMITED**

**52 NICHOLAS STREET, OTTAWA**

J. R. ROUTH, Manager

BAROZ  
Ager  
1-lb. gl  
Price  
Compo  
12-oz. g  
2-lb. tin  
5 and 7  
ora  
7 and 1  
30-lb. w  
Compo  
12-oz. g  
2-lb. tin  
7 and 1  
30-lb. w  
Pure J  
geu  
n . 7.  
Assort  
Assort  
Lemon  
Orange  
Raspb  
Straw  
Choco  
Cherry  
Peach  
Weight



MacL

# Tubs Pails Washboards

There's more money for you in handling goods of KNOWN quality.  
That's why it'll pay you best to handle



# CANE'S Woodenware

All Cane Goods are made from the best materials by the highest skilled labor obtainable.

United Factories, Limited  
Toronto, Ontario

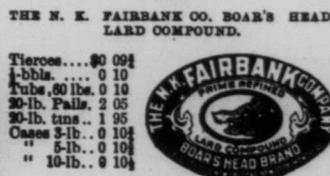
**Jams and Jellies.**  
BATHURST'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Ladham, Montreal and Toronto.  
1-lb. glass jar, screw top, 4 doz., per doz 2 20  
THOMAS J. LIPTON  
Prices on application.  
T. UPTON & CO.  
Compound Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case, per lb. 07½  
5 and 7-lb. tin pails, 8 and 9 pails in  
crate, per lb. 07  
7 and 14-lb. wood pails, per lb. 07  
30-lb. wood pails, per lb. 06½  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case, per lb. 07½  
7 and 14-lb. wood pails, 6 pails in crate  
per lb. 07  
30-lb. wood pails, per lb. 06½  
Pure Jams—1-lb. glass jars (16-oz.  
gem) 2 doz. in case, per doz. \$1 81  
7, 14 and 30-lb. pails.

**Jelly Powders**  
GENESSEE PURE FOOD CO.  
  
The Dainty Dessert

Assorted Case, Contains 4 doz., \$3.60  
Assorted Case, Contains 2 doz., \$1.80  
Lemon (Straight) Contains 2 doz., \$1.80  
Orange (Straight) Contains 2 doz., \$1.80  
Raspberry (Straight) Contains 2 doz., \$1.80  
Strawberry (Straight) Contains 2 doz., \$1.80  
Chocolate (Straight) Contains 2 doz., \$1.80  
Cherry (Straight) Contains 2 doz., \$1.80  
Peach (Straight) Contains 2 doz., \$1.80  
Weight 8 lbs. per case; freight rate 2nd class

**IMPERIAL DESSERT JELLY**  
Cartons each 1 doz.  
Cases each 12  
cartons, per  
gross, \$10 50  
Terms net 30 days,  
or 1 p.c. 10 days.  
Flavors—Lemon,  
Orange, Vanilla,  
Pineapple, Rasp-  
berry, Strawberry,  
Red Currant,  
Cherry, Calves Foot  
MacLaren Imperial Cheese Co., Limited.

**THE ROBERT GREIG**  
White Swan, 15 flavors.  
1 doz. in handsome  
counter carton, per  
doz., 90c.  
  
List price  
'Shirriff's' (all  
flavors), per doz. 0 90  
Discounts on ap-  
plication.

**Lard.**  
THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.  
  
Tierces... \$0 09½  
4-bbls. .... 0 10  
Tubs, 80 lbs. 0 10  
30-lb. Pails, 2 05  
30-lb. tins.. 1 95  
Cases 3-lb. 0 10½  
" 5-lb. 0 10½  
" 10-lb. 0 10½

**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 1 00  
" (Fancy boxes 40) per box 1 50  
Tar licorice and Toon wafers, 5-lb.  
cans, per can 1 00  
Licorice lozenges, 5-lb. glass jars, 1 75  
" 20 5-lb. cans, 1 50  
"Purity" licorice 10 sticks, 1 45  
" 100 sticks, 0 75  
Dulce large cent sticks, 100 in box, 0 00

**Lye (Concentrated).**  
GILLNETT'S PERFUMED. Per case.  
1 case of 4 doz. .... \$3 50  
2 cases of 4 doz. .... \$3 50  
5 cases or more ..... \$ 40

**Marmalade.**  
J. W. WINDSOR, MONTREAL  
  
List price  
'Shirriff's' (all  
flavors), per doz. 0 90  
Discounts on ap-  
plication.

Scotch Marmalade, 1 and 2 lb. glass jars  
1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass  
jars and 7 lb. tins  
Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

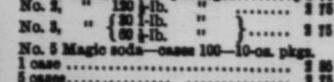
**SHIRRIFF BRAND**  
"Imperial Scotch"—  
1-lb. glass, doz. 1 55  
2-lb. " " 2 80  
4-lb. tins, " 4 65  
7-lb. " " 7 35  
"Shredded"—  
1-lb. glass, doz. 1 90  
2-lb. " " 3 10  
7-lb. tins, " 8 25

**THOMAS J. LIPTON**  
Prices on application.  
**Mince Meat.**  
Wethy's condensed, per gross net... \$13 00  
per case of doz. net ..... \$ 60

**Mustard.**  
COLMAN'S OR KERR'S.  
D.S.F., 1-lb. tins, per doz. \$1 40  
" 2-lb. tins, per doz. 2 50  
" 4-lb. tins, per doz. 5 00  
Durham 4-lb. jar, per jar. 0 75  
" 1-lb. jar, per jar. 0 25  
F. D. 1-lb. tins, per doz. 0 85  
" 2-lb. tins, per doz. 1 45

**Olive Oil.**  
LAPORTE, MARTIN & CIE, LTD  
Minerva Brand—  
Minerva, qts. 12's ... \$5 75  
" pta. 34's ..... \$ 50  
" 1-pt. 34's ..... 35

**Sauces.**  
PATERSON'S WORCESTER SAUCE.  
Agents, Rose & Ladham, Montreal and  
Toronto.  
1-pint bottles, 3 & 5 doz., per doz. .... 0 90  
Pint 2 doz. .... 1 75  
THOMAS J. LIPTON  
Prices on application.

**Soda.**  
COW BRAND.  
  
Case of 1-lb. contain-  
ing 50 packages pe-  
box, \$8 00.  
Case of 1-lb. (con-  
taining 120 pkg.  
per box, \$25 00.  
Case of 1-lb. and 1-  
lb. (containing 80  
1-lb. and 80 1-lb.  
pkgs.) per box, \$2 00.

Case of 50. pkgs. containing 90 pkgs., per  
box, \$2  
**MAGIC BRAND.** Per case  
No. 1, cases, 80 1-lb. packages, \$ 2 75  
No. 2, " 120 1-lb. " 2 75  
No. 3, " 80 1-lb. " 2 75  
No. 4, " 60 1-lb. " 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2 80  
5 cases ..... 2 75

**Soap and Washing Powders**  
A. P. TIPPET & CO., Agents.  
Mazpole soap, colors, per gross \$10 20  
" black, " 15 20  
Oriole soap, " 10 20  
Gloriola soap, " 12 20  
Straw hat polish, " 15 20

**Starch.**  
EDWARDSBURG SEARCH CO., LIMITED  
Laundry Starch—  
No. 1 White or blue, 4-lb. carton, \$ 60  
No. 1 " " 4-lb. " 60



... FOR ...  
**Picnics, Camping, Yachting**  
 ETC.

**BATGER'S**

**LIME JUICE CORDIAL**

IS  
**JUST THE THING**

**ORDER FROM YOUR JOBBER**

AGENTS:  
**ROSE & LAFLAMME, LIMITED**  
 Montreal and Toronto

When Ordering

**Valencia Raisins**

Remember these Marks—

**"M.D. & Co."** Special  
 Fancy Quality  
**"W. Abel"** Standard  
 Quality

4 Cr. Layers  
 Selected  
 Fine Off-Stalk

They will please you.

Packed by  
**Mahiques, Domenech & Co.**

AGENTS:  
**ROSE & LAFLAMME, LIMITED**  
 Montreal and Toronto

**INDEX TO ADVERTISERS.**

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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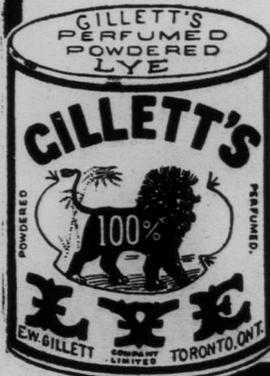
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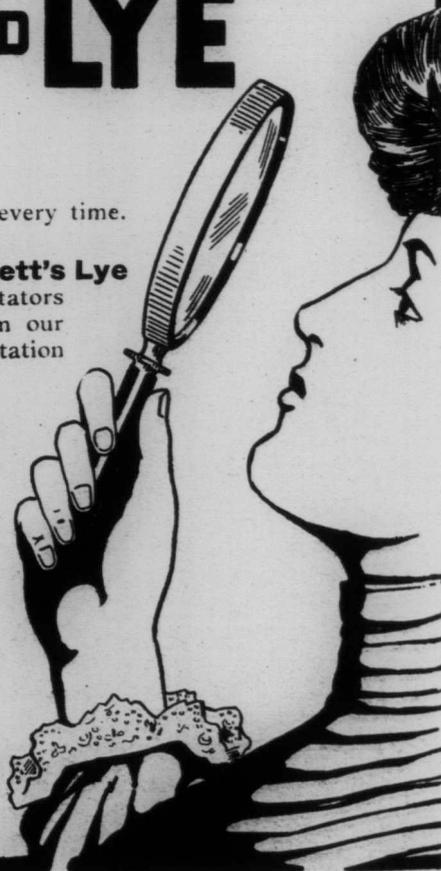
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