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# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXII.

MONTREAL, TORONTO, WINNIPEG, APRIL 17, 1908.

NO. 16.



The World's Laundry Blue

## Keen's Oxford Blue

follows the flag—Commerce and its expansion  
means the sale of more Keen's Oxford Blue.

—In Canada every grocery jobber sells it.

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

## Thousands of Boxes of Starch

are now going into all the stores of Canada.

The brands on these thousands of boxes are

Edwardsburg "Silver Gloss" Starch (for the laundry)

Benson's "Prepared" Corn (for culinary purposes)

There's the whole story in a few words.

For sale by all jobbers.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

THE CANADIAN GROCER

# SURPRISE

A PURE  
HARD SOAP.



MAKES  
CHILD'S PLAY  
OF  
WASH DAY.

"SURPRISE" has peculiar qualities for  
washing clothes.

Point this out to your customers.

Why Not Place Your Spring Order Now?

The St. Croix Soap Mfg. Co.

ST. STEPHEN, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, and Seattle.

## “Canned by Griffin & Skelley”

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by the name “Griffin & Skelley,” and you'll be absolutely safe.

## Griffin & Skelley's Canned Fruits

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples—fruits of recognized canned excellence. By the name “Griffin & Skelley,” you shall know these products as safe canned fruits to buy and sell.

---

*ARTHUR P. TIPPET & CO., Agents*

8 PLACE ROYALE, MONTREAL 84 VICTORIA ST., TORONTO



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

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**F. J. FOLEY & CO.**  
Manufacturers' and General Commission Agents for  
**ALBERTA and SASKATCHEWAN**  
Agencies Solicited  
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Wholesale Manufacturers of  
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**BUNNELL & LINDSAY**  
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(The largest city in Saskatchewan)  
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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Large Track Warehouse Accommodation  
Correspondence Solicited

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Office, Fairford St. and Third Ave.  
Tel. 359 Box 793 MOOSE JAW, SASK

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**SULTANA RAISINS**

"F.A." Brand  
Grades: "SELECTED"  
"EXCELLENT"  
Now in Stock!

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**FRASER & AISTHORPE**

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**W. G. A. LAMBE & CO.**

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Grocery Brokers and Agents.  
Established 1885.

**FINE FILIATRA**  
CURRANTS

EVAPORATED APPLES,  
both on spot.

**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

**MacLAREN IMPERIAL CHEESE CO.** Limited

AGENCY DEPARTMENT.  
Agents for Grocers' Specialties and Wholesale Grocery Brokers  
TORONTO, Ont. DETROIT, Mich.

(Continued on page 4.)

# 'Tis Ever Increasing—

*The volume of the sales of our "GOLD MEDAL" COFFEE each month, shows marked increase over the preceding month. There must be some good reason for it. We can show you good reasons why you should push the sale of*

WHOLE  
OR  
GROUND

## “ GOLD MEDAL ” COFFEE

1 and  
2-lb.  
Sealed  
Tins  
Only.

*PACKED IN AIRTIGHT TINS—making a convenient package to handle.*

*It reaches the consumer with all its aroma, strength and delicacy of flavor unimpaired.*

*It pays you a handsome margin, and with its steadily-increasing sale is the most profitable coffee on the market.*

*Our name is on every tin—a guarantee of unequalled quality.*

A CARD WILL BRING YOU A SAMPLE, QUOTATIONS AND FULL PARTICULARS

**EBY-BLAIN, LIMITED** - **WHOLESALE GROCERS**  
**TORONTO**

# Popular and Profitable

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

# Blue Ribbon Tea

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

THE BLUE RIBBON TEA CO.  
Montreal and Toronto



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HEESE CO.  
Limited  
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and Wholesale  
OIT, Mich.

Manufacturers' Agents—Continued.

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Manufacturers' Agents  
and  
Importers  
29 Melinda St., Toronto

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Manufacturers' Agents  
233 Fort Street, Winnipeg  
Correspondence Solicited

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

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

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Grocery Brokers and  
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Wholesale Commission Brokers and  
Manufacturers' Agents  
**WINNIPEG, - MAN.**  
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mission Merchants.  
First-class connection with the trade. Established  
1895. First-class references.  
Your correspondence and business solicited.  
**GEORGE ADAM & CO.**  
430½ Main St. W.

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

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

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mention having seen the advertise-  
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**Are  
Your  
Goods  
on  
The  
Market?**

They may be first-class. Do the people know that they are?  
Do you want help—a partnership—or have you a business for  
sale?  
Advertise in the condensed publicity columns of The Grocer  
and **Tell Us if You Don't Get What You Want.**

...ESTABLISHED 1849...

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

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the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the  
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**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.**

**EXPORT TRADE DEPARTMENT.**  
Firms Abroad Open for Canadian Business.

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

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

**TEA;**  
**Its History and Mystery**

BY  
**JOSEPH M. WALSH**  
*A Great Tea Expert*

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

**CONTENTS**

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

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

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

# AYLMER FAULTLESS PEAS

We have put up under the **AYLMER FAULTLESS BRAND** a line of Grade No. 2 or **SWEET WRINKLE PEAS**. These peas are of **EXTRA NICE QUALITY**, and are equal to the finest imported. Their flavor is excellent. The Peas are of the Melting Sugar Variety and are very tender. When ordering Peas insist upon getting Aylmer Faultless Brand with **WRAPPER LABEL**.

CANADIAN CANNERS, Limited

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NTO, CAN.

## It's Quality That Builds Trade.

If permanent trade is what you are after, you can't be too particular about the quality of the canned goods which go over your counter. One bad can may spoil your most promising customer. On the other hand if every order you receive for canned fruits and vegetables is filled with

## Old Homestead Brand

all your regular customers will stay with you, recruited with a constantly increasing number of new ones. That's because Old Homestead Brand is uniform in excellence.

**Every piece of fruit and vegetable that goes into an Old Homestead can is the subject of rigid selection. It is canned by that scientific method which preserves every atom of its natural deliciousness.**

ASK YOUR JOBBER FOR OLD HOMESTEAD BRAND.  
ALL THE BEST JOBBERS CARRY IT.

**The Old Homestead Canning Co.**

**Picton, Ontario**

# WHAT KIND OF A MIRROR DO YOU USE?

Suppose you wanted to buy a fine, full length mirror and the merchant showed you one which badly distorted everything reflected in it.

You wouldn't leave your money with him, would you? You were after a mirror, not a cartoonist.

Apply the idea to your tea business.

The tea you sell is a mirror—and it should reflect correctly the high quality of your service.

But if the tea itself is of a poor, inferior nature it distorts your whole business—makes your service appear cheap and unreliable.

High-class stores sell the best tea. They sell

# "SALADA"

The most reliable and quickest selling of teas.

Last week we sold over 14,000 lbs. more "SALADA" than in the corresponding week of 1907.

The "SALADA" Tea Co., Toronto or Montreal.

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



### Symington's

### "Edinburgh"

## Coffee Essence

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

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

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

### Thos. Symington & Co.

**EDINBURGH**

Agents for Ontario—  
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—  
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## 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.



## National Licorice Co.

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Toronto Depot, 120 Church Street.

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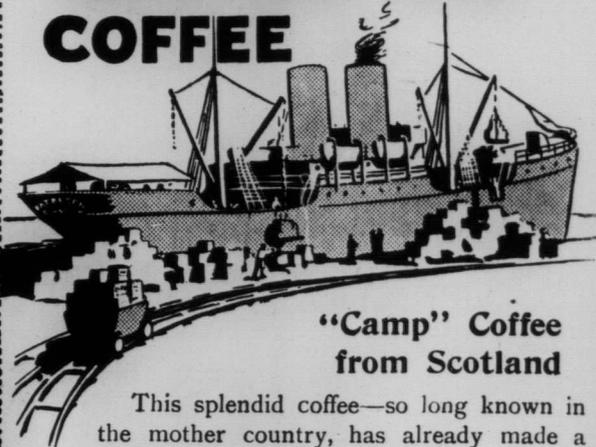
Ashley & Lightoap, Agents, Winnipeg, Man.

H. S. Daly, Agent, St John, N. B.

J. F. Mowat & Co., Agents, Vanouover, B. C.

Canadian orders filled at our Montreal factory which will be in operation about May 1st.

# 'CAMP' COFFEE



## "Camp" Coffee from Scotland

This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

MANUFACTURED BY—

R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW

AGENTS — ROSE & LAFLAMME, MONTREAL

# CURRANTS

"SOMERSET"  
BRAND

Finest Quality

Thos. Bell, Sons & Co.  
MONTREAL

Representing

D. S. Parthenopulo,  
PATRAS

Thos. Bell, Sons & Co.  
MONTREAL

I Offer

## For Prompt Shipment

Several lots of very fine

## Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



## CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,

½ 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.

# Japan Tea at 11c.

A lot of old Japan Teas which sold over a year ago at 11 cents were recently resold at 19 cents.

**At 11c. the tea seemed hardly fit to drink, how about it now at 19c?**

If you knew the inner history of a great part of the cheap bulk, black as well as green tea that is being pushed so hard, the price would not be any temptation.

Your customers are the ones to consider. They will pay a fair price for a good article, whether it be tea, butter or anything else, especially anything they eat or drink.

Sell good tea not rubbish.

Your customers know Red Rose Tea "is good tea." Isn't this a time when you could push the sale of Red Rose with more advantage than ever before. Think about it!

Branches : Toronto, 3 Wellington St. E.,  
G. H. Campbell, Mgr.  
Winnipeg, 315 William Ave.,  
F. G. Walker, Mgr.

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

*It pays to have proper connections in*

## The West

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

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

*Charges Reasonable Satisfaction Guaranteed*

### R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

## Counter Check Books The "Newear."

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

*Write for Sample.*

**The Carter-Crume Company Limited,**  
Toronto and Montreal

Mention this paper.

# LEA'S

The Pickle with the Home-made Flavor

TO THE WESTERN TRADE

We have appointed

**Mason and Hickey, Winnipeg**

our Western Representatives

Any information will be  
cheerfully supplied by them.

**The Lea Pickling & Preserving Co.**

Limited

SIMCOE, - ONTARIO

# The National Licorice Company of Brooklyn, N.Y.,

taking this opportunity of thanking their Canadian friends for past patronage and soliciting a continuance of same, begs to announce that their

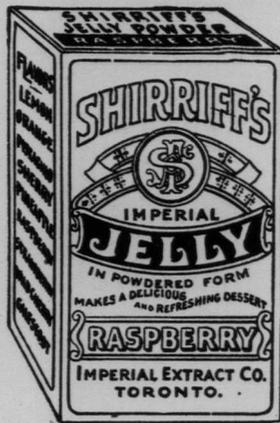
**New Factory in Montreal (Maisonneuve) will be in Operation about the Middle of May.**

The subjoined list of Licorice Specialties will be manufactured there; all shipments f.o.b. Montreal; price list on application to our Montreal office.

Flexible Licorice	{	Bricks .....	about 1,200 to box
		Elastic Tubes .....	100, 200 and 300 "
		Triple Tunnel Tubes .....	100 "
		Indian Plug .....	100 "
		Navy Plug .....	100 "
		Buffalo, hollow sticks .....	100 "
		Whips .....	100 "
		Cigarettes .....	100 bundles "
		Golf Sticks (glazed), solid sticks .....	100 "
		Flexible Sticks (glazed), solid sticks .....	200 "
Pan Pipes .....	200 "		

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Favorite, large penny stick.....	100 to box
Dulce, large penny stick .....	100 "
Curved Stem Pipes .....	200 "
Straight Stem Pipes .....	100 "
Cigars (banded) .....	100 "
A.B.C. Blocks (containing best lozenges).....	100 "
Lozenges No. 2, in barrels (bulk)	
Lozenges No. 1, in barrels (bulk) best glazed.	
Lozenges No. 1, in 5-lb. paper boxes.	
Lozenges No. 1, in 5-lb. glass front cans.	
Acme Pellets, in 5-lb. glass front cans.	
Purity, pure penny stick, 100 to box.	
Y. & S. Stick Licorice, in 5-lb. boxes.	
Y. & S. Stick Licorice, in bulk, 25, 50 and 100-lb. cases.	
M. & R. Wafers (48 five-cent bags to box).	
Greek Mass, in 10-lb. boxes.	
Greek Mass, in 50-lb. boxes.	
Select bundled Licorice Root.	
Powdered Spanish and Greek Extracts.	
Powdered Spanish and Greek Root.	



## QUALITY COUNTS

always has and always will. Jellies are good according to the results they give.

# Shirriff's Jelly Powders

can be relied on always

Manufactured by

IMPERIAL EXTRACT CO. - TORONTO, CANADA



## 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



Don't you like

## NAPTHO

better than any soap you have ever used?

We know that NAPTHO is a better and more economical soap than any on the market, and you can know it too, by just comparing it with its competitors.

**The Welcome Soap Co.**  
Limited

St John, - N.B.

# JAPAN TEAS

TO WHOLESALE TRADE :

JAPAN CABLES THAT THE PRESENT INDICATION OF THE MARKET FOR NEW SEASON'S TEAS WILL BE STRONG. THERE IS STILL AN OPPORTUNITY TO SECURE OUR REMAINING FEW LINES UNSOLD.

**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.

# WANT ANYTHING

## If You

- Want to Buy a Business
- Want to Sell a Business
- Want a Situation
- Want a Clerk
- Want Store Fixtures
- Want to Sell Store Fixtures
- Want to Sell any Article

**1**  
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Grocer Small Ads.  
will satisfy your  
wants. They give  
results.

# USE WANT ADS

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Montreal  
Trading Co.

THE CANADIAN GROCER

# APPLE BUTTER

We have a very fine line in 28 lb. pails. Price right.

## Thomas Kinneer & Co.

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

**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

### For Reasons

For reasons of profit, of increased and regular business

### Our Matches

"Laurier" and "Togo" brands are your best lines to sell.

If you also wish to save money in freight charges they will still more appeal to you.

### The Improved Match Co.

Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.

If  
it  
is  
Toilet

# SOAP

We have the largest variety of the most satisfactory kind, from standpoint of quality and profit.

**SAVONS FRANCOIS (C. Pagnuelo, Manager)**

Factory: 1658 Notre Dame St.

MONTREAL

Office: 225 Coristine Building



## Essex Corn

Grown to our special order in the finest garden section of Canada with all the conditions favorable to a superior product when it leaves our hands. The natural flavor of the corn is retained and when once tried by your customers retains their confidence and support.

This support is what you want and makes for profit.

**RETAILER** :—Demand from your jobber Essex Corn.

**WHOLESALE** R :—Are you alive to the situation and open to purchase Essex Corn—if so, write to

**The Essex Canning and Preserving Co., Limited**

28 Wellington St. E.

Toronto, Canada

We will be pleased to submit samples and prices.

**THRICE**   
**CROWNED**  

with  
**SUCCESS**

**TRY**  **IT.**  
**MARMALADE**

This Season's Fruit.

**The T. A. Lytle Co., Limited**  
Toronto



Build for  
Future Sales

If an article is not really good no amount of advertising will sell it. That

## Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

**J. L. MATHIEU CO.**

Proprietors **SHERBROOKE, P.Q.**  
L. Chaput, Fils & Cie, Wholesale Depot,  
Montreal



E. NICHOLSON

CODES,  
A.B.C. 4<sup>TH</sup> & 5<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901

CABLE ADDRESS  
NICHOLSON WINNIPEG  
CALGARY  
EDMONTON

Nicholson & Bain  
WHOLESALE  
COMMISSION MERCHANTS  
AND BROKERS.

BANNATYNE AVE. EAST  
TRANSFER TRACK

EDMONTON BRANCH: NICHOLSON & BAIN  
CALGARY BRANCH: NICHOLSON & BAIN

*Winnipeg Man*

# We Distribute from Three Points

From three centrally located warehouses, we distribute merchandise to all points throughout Western Canada.

The country is constantly growing, and we are growing with it.

We always keep our facilities abreast of the demand, therefore we are always able to properly take care of both consignors and customers.

## We have room for a few more things.

If you want reliable, responsible agents to look after your interests in Western Canada, write us.

This territory is a big market now, and is growing bigger.

Write us, and make arrangements now. The business is worth looking after, and we can look after it better for you than you could look after it yourself.

Yours truly,

# NICHOLSON & BAIN

Established 1882

CALGARY

WINNIPEG

EDMONTON

# TO THE TRADE

You Have Been Advised That to Handle

# CEYLON TEA

With Profit You Must

# BLEND IT

Be sure that each Component of your  
Blend is the Product of the  
Island of Ceylon

**DO NOT BLEND IT WITH  
TEAS MASQUERADING  
UNDER THE NAME  
OF CEYLON**

# Diamond Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for "DIAMOND E" Blend Coffee this brand has long since been tested by the public, and the verdict has been "Perfect."

THIS MAKES IT A SAFE PROPOSITION

## S. H. EWING & SONS, MONTREAL

### Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL



### CUSTOMS HOUSE SALE

The Subscribers are instructed by R. S. White, Esq., Collector of Customs for the port of Montreal

TO SELL BY

#### PUBLIC AUCTION

at the Examining Warehouse  
65 COMMON ST.  
on Thursday, April 30th 1908  
and following days

The Following Goods as per Catalogue, and contained in the above premises:

- |   |   |
|---|---|
| 1-Duty paid goods to December 31st, 1907.   | 31st, 1907.                                       |
| 2-Collectors Orders to December 31st, 1907. | 4-Freight Unclaimed Goods to December 31st, 1907. |
| 3-Goods from Store.                         | 5-Goods over five years in Bond.                  |
| 4-Express Unclaimed Goods to December       | 7-Seizures.                                       |

TERMS: CASH

A Deposit of 10 p. c. will be required on the adjudgment of each lot.

SALE AT 10 O'CLOCK A.M.

MARCOTTE FRERES  
AUCTIONEERS

### REMOVAL NOTICE!

#### HISLOP & HUNTER

PRODUCE MERCHANTS

Will remove on April 21 from their present premises 53 Place D'Youville to  
117 KING ST., MONTREAL



### ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Alays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle, delivered with full directions. Book 8-C, free.

ABSORBINE, JR., for mankind, \$1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

G. F. YOUNG, P.O. Box 294 Monument St., Springfield, Mass.  
Canadian Agents: LITTLE BROS & CO., Montreal.

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

# ALWAYS A WINNER



YOU CAN ALWAYS DEPEND ON

GREIG'S WHITE SWAN BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada.

3 Doz. Packages in a Case.

THIS is the time the people want it.

Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

## GREIG'S White Swan BRAND

### Are you on the lookout

for more profitable lines? Your observation tells you that the most successful men are those who are constantly looking for something more profitable than they have at present. Apply this truth to the grocery business! Don't rest content with your present lines—get our prices on

**Pure Tomato Catsup**

(Made from Whole Tomatoes)

**Cider Vinegar**

**Fruit Jams**

You will find our prices right and the quality of our goods unbeatable.

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

BELLEVILLE, - ONTARIO

### New Maple Syrup



All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

**Pride of Canada**

Brand and you will give them the best.

IT PAYS

**The Maple Tree Producers'**

**Association, Ltd.,**

Waterloo, Quebec



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Veins, Varicocela,  
stitis, kills pain

St. Springfield, Mass  
& 50, Montreal.

ertisers kindly  
the advertise-

**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—

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

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

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

*Redpath*

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

*Manufactured by*

**THE  
CANADA SUGAR REFINING CO.**

LIMITED

**Montreal**

**QUAKER SALMON**

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

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

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

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

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

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET

**Balmoral**  
scotch  
**MARMALADE**

ABSOLUTELY PURE  
THE BEST THAT  
SKILL AND SCIENCE CAN PRODUCE

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

# 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.

# It's the Standard

and hence the saying “**As Pure As  
Windsor Salt**”

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

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

*CANADIAN SALT CO., LIMITED*

*Windsor, Ont.*

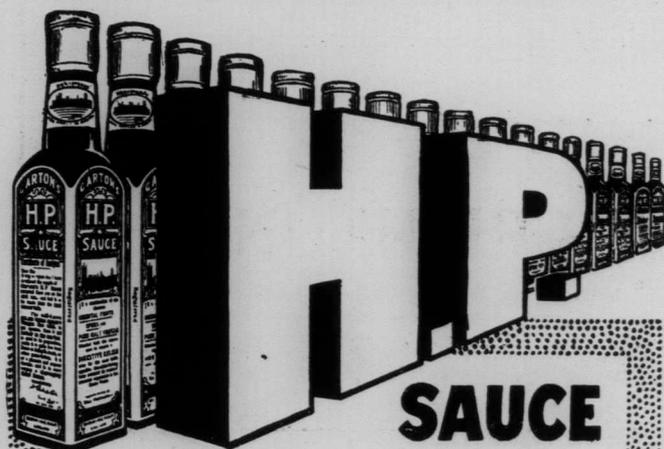
THE CANADIAN GROCER

# GROCERY SUGARS

Arriving—Bright grocery raw sugars in barrels.  
See our travellers.

## 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.

Messrs. W. G. Patrick & Co., Toronto and Montreal  
R. B. Seeton & Co., Halifax, N.S.  
The Codville-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.



## SPRING REQUIREMENTS

Grocers—those of you who do business in the Eastern Townships—you will be in need of many new lots of groceries now that spring is here. We have a full assortment of the best lines which we can offer to you at attractive prices.

Write us.

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

ESTABLISHED 1840

The difference between a

# “Pansy Broom”

and one of the kind that retails at a quarter is over one hundred per cent. in the cost of the material and fifty per cent. in the cost of the labor.

This difference is fully maintained in the finished article. The “Pansy” will

**Outwear Two of the Ordinary Kind.**

Send us your order, you need have no hesitation in recommending them.

We Guarantee every one.

## H. W. Nelson & Co., Limited

Office and Warehouse:  
92 Adelaide St. W.

Toronto, Ont.

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

## 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.

## Time is Flying

You have not much time left in which to order your cans for next season's pack.

## Packers

who have not yet ordered will do well to communicate with us immediately, if they will require cans that are GOOD, RELIABLE CANS.

**ACME CAN WORKS**  
Montreal

## 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

## Packers' Cans

the Canadian Standard for 20 years.

### Open-Top Cans

for hand packed goods.

### Lacquer-Lined Cans

for acid fruits and highly colored packs.

### Solder-Hemmed Caps

for saving time and solder in the canning factory.

**Solder, Flux and Canners' Supplies**

THE  
**Norton Manufacturing Co.**  
HAMILTON

# JELL-O The Dainty Dessert

## REDUCED IN PRICE

### Now Retails for 10 Cents a Package

### PAYS GROCERS 33 1-3 per cent PROFIT

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

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

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

JELL-O, 2 Doz. case \$1.80 Retails 10c. per pkg.

JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retails 15c. per pkg.

Weight 8 lbs. per case, Freight rate second class.

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

## Purity is Always Paramount

in the manufacture of

# E.D.S. Brand Jams and Jellies



which accounts for the fact that E. D. S. Brand is the best selling brand on the market to-day.

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

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

**QUAKER  
CANNED  
GOODS**

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

# We Extend to all Grocers and their Families a Hearty Welcome to Visit

Our Exhibit at the Exhibition of Grocers, to be held in the Arena, Montreal, from April 17th to 29th, where our various lines will be demonstrated by a thoroughly efficient staff.

## Thomas J. Lipton

75 Front St. East,

TORONTO, CANADA

2

### Your Reputation For Progressive-ness

depends upon the goods you sell. When your customers see that you handle

### 2 in 1 Shoe Polish

they know that you are up-to-date, and that you handle really first-class goods. Push 2 in 1—good profits and satisfied customers.



**The F. F. Dalley Co.**  
LIMITED

Hamilton, Canada

Buffalo, U.S.A.

2

2



Our 5c Bank Package.  
Gold finished. Silver finished.  
Very popular seller.

## CARPET TACKS

We have them. Make the finest Kind you can recommend to your customers as THE BEST.

**BAZIN MFG. CO.**

94 Arago Street  
QUEBEC

2

# SALMON

Another lean year expected and much higher prices predicted, in fact are a certainty.

For one week only we quote :

<b>"Regal,"</b> (Finest Fraser River Sockeye) Talls	- - -	<b>\$1.85</b>
<b>"Nimpkish,"</b> (Nimpkish River Sockeye)	- - -	<b>1.80</b>
<b>"Cock of the North,"</b> Good Red Fish	- - -	<b>1.45</b>

# SARDINES

<b>"Clark's,"</b> 1-4 Oil Sardines	- - -	<b>\$3.25</b>
<b>"Labumare,"</b> 15-17 Fish lots, Imported	- - -	<b>8.00</b>
<b>"Lacobriga,"</b> 10-12 Fish, Portuguese to arrive 2 weeks	- - -	<b>9.00</b>
<b>"Skipper,"</b> finest Norwegian, Smoked	- - -	<b>11.00</b>

Considering the scarcity of Sardines abroad above prices are cheap.

All prices net ten days.

---

**Canada Brokerage Co., Ltd.**

9 Front Street East, Toronto

# Tartan

SIGN OF PURITY

## BRAND

ORDER NOW.

### TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

### TARTAN Maple Syrup all sizes

### TARTAN New Pack Glass Lobsters

#### SPECIALS

in FIGS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

## BALFOUR, SMYE & CO., Wholesale Grocers, Hamilton

### 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.



## A greater trade than ever

The orders from Canadian Grocers for

# ROWAT'S OLIVES

are increasing every year and this season's trade is so large as to establish their popularity more firmly than ever.

Place your orders with your jobbers now.

**A. G. Snowdon,**  
325 Coristine Building,  
MONTREAL

Agent for  
Ontario  
and Quebec

higher

\$1.85

1.80

1.45

\$3.25

8.00

9.00

11.00

above

td.

THE CANADIAN GROCER

Notwithstanding that prices of **BULK TEAS** are very firm we are continuing to sell at **old prices.** We have over 100 lines to choose from and will cheerfully forward samples for the asking. If, you want a package **TEA,**

# MELAGAMA

**IS A WINNER.** Send us on an order for a 60 or 100 lb. box  
We prepay freight and guarantee its sale.

**MINTO BROS., - - TORONTO**

Our Exhibit at the

**DOMINION EXHIBITION, HALIFAX 1906**

For which we were awarded the Gold Medal.



**The Dominion Molasses Co., Ltd.**  
HALIFAX, N.S., - CANADA

Warehouse, Dartmouth

## 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.

## J. P. THOMAS

WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT  
**TEAS A SPECIALTY**

Open for one or two more first-class agencies  
Correspondence invited  
25 ST. PETER STREET, - - QUEBEC

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



# SARDINES

We have an unusually well assorted stock at attractive prices.

Enquire of travellers or wire at our expense.

## JAMES TURNER & CO.

LIMITED  
Hamilton, Ont.

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."



#### 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 Ola'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



#### "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 . . . . .



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

# The Why and How of Advertising

Another of the Talks for Grocers by W. F. Ralph—The Principles of Newspaper Advertising and How These Should be Developed—Criticism of Some Specimens Submitted.

In a recent advertising talk in a daily paper, a writer made the following indisputable assertion:

"Advertising is not a luxury nor a debatable policy. It has proven its case. Its record is traced in the skyline of the city where many towering buildings stand as a lesson of reproach to the men who had the opportunity but not the foresight, and furnish a constant inspiration to the young merchant at the threshold of his career."

Any progressive merchant who takes the trouble to observe the tendency of modern merchandizing, will at once admit that advertising, in some form or other, is a settled policy of the most suc-

cessful men in any walk of life. Any wide difference of opinion as to advertising, nowadays, is a difference as to the method of applying advertising—not to advertising as a policy.

cessful men in any walk of life. Any wide difference of opinion as to advertising, nowadays, is a difference as to the method of applying advertising—not to advertising as a policy.

The eternal problem which confronts the modern merchant is not, "Shall I advertise?" but "HOW shall I advertise?"

Wherever there is a newspaper published which is well enough edited to command a fair circulation, one important part of the advertising problem of the local merchant is solved. The newspaper provides the best of all means for reaching possible buyers.

There are, of course, many places which cannot support a newspaper of their own, and in such places other means must be used.

But, as newspaper publicity is possible to the majority of grocers, most readers

of Canadian Grocer are concerned with the task of making their advertising space fully effective.

## The Principles of Ad-Writing.

When writing an ad, a merchant should bear in mind that he must first attract, then interest, then persuade. All three qualities are essential to the well-rounded, result-getting ad. The quality of attraction comes first because it must be remembered that the most ads are in close proximity to other ads, each vying with the other to gain the readers' interest. And in order to attract attention to your ad on the part of the greatest number of readers, it is

connection between the headline and the immediately following copy.

Persuasion grows out of interest. Strive to keep up the interest in every paragraph until the most persuasive point of all is reached—the price. Let every word which precedes the price justify that price. It is nothing more than a price well justified by other circumstances like seasonableness, quality, rarity, etc., which constitutes advertising persuasion.

## Causes of Poor Ads.

A writer in a recent issue of *Brains* has the following to say about retail advertising in general:

"Searching beneath the surface, it is found that many poor advertisements are poor principally because they lack the cardinal points of interest—the selling features, the vital parts—so essential to good advertising.

"The merchant advertising in the best mediums without satisfactory results should subject his advertising and his business methods to thorough examination.

"Advertising is getting goods and prices before the people, and this should be done in the most attractive and salesmanlike manner of which one is capable. The merchant whose advertising pays best is the one who most clearly realizes that truth must base every statement, and that his first duty to his patrons is to make good every claim. The merchant who advertises a large measure of promise and gives a small portion of fulfillment is the one who pays for costly advertising space that is effective chiefly in driving trade from his very doors.

## Advertising That Pays.

"Good advertising—advertising that pays—is the result of applied knowledge, analytic thought and keen regard for the eternal fitness of things.

"The person who produces good advertisements has the happy faculty of adapting himself to circumstances. He studies the people to whom his advertising is designed to appeal. He learns and caters to their likes and dislikes. In preparing copy he puts himself in the customer's place, and in well chosen words answers every question those customers would ask in reference to style, quality, value, price, etc. Knowing that large type never atones for vacuity of thought, he uses it sparingly, but makes each head and sub-head express a definite thought and complete statement, so that even the casual reader may take in the gist of the whole story at a glance. Finally, he regards the writing of advertising as a serious business propo-

## IT LOOKS GOOD

### At the Refineries

One hundred pounds of raw sugar is now 75c. higher than a year ago while 100 pounds refined sugar is only 40c. higher. This means that raw sugar must drop or refined go up. The latter the most likely.

### This is the Reason

It looks good to buy sugar now. For a few days longer we will give you the best Granulated Sugar, made from cane sugar only, at  
18 pounds for \$1.00  
100 pounds for \$5.00

It Looks Good. Don't Miss It.

Phone  
386

## John Diprose

Two Popular Stores  
56 and 58 Dundas Street, 266

Phone  
2261

and for inspiration relies upon merchandise and not upon imagination."

**A Montreal Ad.**

There's nothing like knowing what you want—whether your heart's desire for a select, classy trade, or the trade of the multitude, the "popular" trade. Kingsley Harrison, a Montreal grocer, whose ad was recently mentioned in this column, has made up his mind on this

**It Is Not To-day's Business**

we are advertising for. It is future business. It is not that you may buy just one pound of tea, but that you may START to buy all your tea from us.

If you make the start it will be our fault if you do not continue to use our tea.

**Our Late Tea Ads.**

interested a good many and started quite a few new customers on our 30 cent lines.

But, we want to hear from still more. We want not only to INTEREST YOU but to get YOU STARTED too

**We Do Not Think**

our 30c. tea is the best tea in the city. We have other and more expensive teas. But we do think it is the best 30c. tea, and better than any peddler's 35c. or 40c. tea. If you are using 25c. tea you will notice that it is not as good as formerly, and is probably getting worse. Put 5c. more to it and get

**Something Good**

Something you can enjoy, and something your friends will enjoy when they have a cup with you. Get started on our new 30c. lines. Black. Mixed. Young Hyson or Japan.

**All 30c. per Pound**

Just the same at both stores.

**John Diprose**

56 and 266 Dundas St.  
Phones 386 and 2261.

point. He is after a definite line of trade, and he is using the kind of advertising that will get him there. An ad, which he has sent in for criticism, which is here reproduced in reduced form, has all the force, all the "swing," which comes from a mind well made up to get the popular trade. "The Million and the Millionaire." How that expresses Mr. Harrison's business atti-

tude! This ad certainly ought to bring the people trooping in.

**A Couple From London.**

The late Sir Henry Irving, the eminent actor, was credited with the aim of trying to educate the public to an appreciation of the very highest forms of dramatic art. Many of his contemporaries, however, made no effort other than to cater to the existing public taste.

John Diprose, the London grocer, is playing the part of Sir Henry, in trying to educate the 25-cent tea people, up to a 30-cent grade. "Sell better tea" is his slogan, and he is seeking to accomplish his aim by advertising.

Among the three ads sent in by Mr. Diprose, there is one devoted to tea education. This ad strikes one at first sight as being just a little long-winded. Under some standards of judgment, this decision would hold good after a closer study of the ad. But, in judging ads, as in writing them, one must endeavor to bear in mind all the circumstances in connection with them. In this light, who would be chiefly interested in Mr. Diprose's ad? Would it not be women? In all probability the ad would be read by nine women to one man.

Now, women—that is, housekeepers—are known to be voracious readers of advertising. They have plenty of time to read ads. And it is quite reasonable to suppose that the length of an ad does not cut much ice with them so long as it touches upon a theme in which they are vitally interested.

Taking these facts into consideration, Mr. Diprose's ad, though lengthy, is not "long-winded," as at first sight it might appear. If a woman started to read it, there is that in it which convinces. It is, therefore, effective.

But there is a warning here for grocers in general. That is: Condense your language as much as possible. Strive for the terse, snappy sentences. When you write a twelve-word sentence see if you can't boil it down to seven or eight words.

The other two ads sent in by Mr. Diprose are well worth reproduction. But, as we haven't the space for both, we will reproduce the one headed, "It Looks Good."

This ad is a splendid example. The headline arouses curiosity. The copy clinches the housekeepers' interest, and furnishes a logical reason for the immediate purchase of sugar in fairly large quantities. The ad is well set up, terse and interesting.

**CANADIAN COMPANY TAKES OVER BUSINESS.**

The announcement has been made by the Corby Commission Co., of New York, that they have disposed of their interests in Canada for Clover Leaf, Arrow, Target and Tip Top brands of salmon, to the British Columbia Packers' Association, of Vancouver.

The company attribute the necessity for the change to existing conditions on

the Fraser River, and recent legislation. They say that the business formerly done by them will be carried on as usual, and the same brokers will be retained in Canadian cities.

**TRADE NOTES.**

Walter H. Hord, of Mitchell, has rented the market corner store, recently vacated by C. J. Moore, and will shortly

**No Concessions Granted**

ALL TREATED ALIKE

**The Million and the Millionaire**

AT THE PEOPLE'S GROCERY STORE

42 Victoria Street.

**Two Days' Historic Sale**

BY UNIVERSAL REQUEST

FRIDAY and SATURDAY

APRIL 3rd and 4th.

GROCERY BARGAINS that REVOLUTIONIZE the Trade

**Butter 30c** **Eggs 20c** DOZ.

Best Creamery, 1 lb. block, and Best Dairy.

NEW Laid.

**Worcester Sauce**

10c

**Soap**

25c

**Vinegar**

10c

**Tomatoes**

33c

**Potatoes**

20c

**Bacon**

17c

**Soda Biscuits**

9c

**Flour**

25c

**Coffee**

24c

**Prunes**

22c

**Pork and Beans**

8c

**APPLES**

30c

Extra Clerks and extra Vans engaged, so that every order will be delivered. Telephone To-Morrow EARLY, Up 3213.

**Kingsley Harrison,**

The People's Grocery, Provision, and Fruit Store.

42 VICTORIA ST., Montreal

open a grocery and confectionery business. Mr. Hord has spent some time on the road for different confectionery firms and his experience should be valuable. This makes twelve grocery stores in Mitchell.

R. M. Duckworth, Montreal, representing the Blue Ribbon Tea Co., called on The Grocer on Saturday with W. C. Campbell, a Toronto representative. Mr. Duckworth leaves next week on a trip to the coast in the interests of Blue Ribbon.

**THE CANADIAN GROCER**

Established 1886

The MacLean Publishing Co.

Limited

**JOHN BAYNE MACLEAN** President

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

OFFICES

CANADA—

MONTREAL . . . . . 232 McGill Street  
Telephone Main 1255

TORONTO . . . . . 10 Front Street East  
Telephone Main 7324

WINNIPEG . . . . . W. H. Seyler, Manager  
511 Union Bank Bldg  
Telephone 3726

VANCOUVER . . . . . F. R. Munro  
ST. JOHN, N.B. . . . . Geo. S. B. Perry  
W. E. Hopper

UNITED STATES—

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

NEW YORK . . . . . 544 West 145th St.  
R. B. Huestis  
Telephone 2430 Audubon

GREAT BRITAIN—

LONDON . . . . . 88 Fleet Street, E.C.  
Telephone Central 12960  
J. Meredith McKim

FRANCE—

PARIS . . . . . Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH . . . . . Louis Wolf  
Orell Fussli & Co

Subscription, Canada and United States, \$2.00  
Great Britain, 8s. 6d. Elsewhere . . . 12s.

Published every Friday.

**A CHANGE WORTH MAKING.**

The intention of the Ontario Government, as expressed recently, to adopt the farm system for inmates of the Central Prison, will meet with the hearty approval, not only of the general citizen, but also of the business man in all departments of trade.

The suggestion contemplates not only the disposal of the property now occupied for prison purposes in Toronto and the building of a new prison upon a farm, but also the abolition of the contract and piece price systems of employment.

The plan has advantages from whatever side it is regarded. From the standpoint of the prisoners alone the change will be beneficial, both morally and physically. The chances for moral and mental improvement will be infinitely greater when he is engaged in some useful work in the open air, able to enjoy the beauties of nature, than when he is kept picking oakum in an atmosphere contaminated by the comments, if not the close companionship of a number of more or less degenerate prison inmates.

The prisoners' labor can be used in a great variety of ways, in the cultivation of the farm's products, in the caring for animals and in the building and upkeep of roads. All this will have its pecuniary advantage as well as effecting improvement in moral conditions and tendencies.

Another and not the least important advantage is contained in the proposal to discontinue the system of prison manufacture of generally used articles. This business has been a troublesome point with manufactures in several lines, notably woodware, stepladders, sleighs, binder twine, etc., for years, and firms engaged in the manufacture of these articles naturally felt that an injustice was being done when prison-made goods, with their advantages in price, were allowed to compete with theirs which were produced in the ordinary way. The proposal will do away with all difficulty of this kind and should prove a boon in every particular.

**ENCOURAGE LOCAL FAIRS.**

There are more ways for the retailer to reach the farmer and his pocket-book than most merchants imagine. The bright little town of Kentville, N.S. furnishes a good example of one way, the importance of which is not generally appreciated. According to facts furnished us by a good friend of The Grocer in that town.

Some weeks ago a horse show was arranged in Kentville and the merchants of the town joined with the promoters to make the affair a success. How they worked and the interest that was taken may be judged from the fact that 2,000 visitors were brought into the town, which, by the way has a population of about 1,800 at an expenditure of only \$60, presumably for advertising.

The value of these fairs, particularly to the smaller towns, cannot be too largely estimated. It is pretty certain that the Kentville merchants got back a good deal more than they laid out in benefits accruing from the influx of visitors.

Aside from the direct benefit received in largely increased sales for the day or days of the fair, there are other results worth considering. Such an exhibition is an excellent advertisement for the town where it is held. Visitors are attracted from a large section of country, become acquainted with the place, its industries, its stores and its attractive features and are likely to return frequently. In another way, the local merchants are pulled out of ruts in an attempt to get their places of business in attractive form for the inspection of visitors and general benefit results.

It will be well worth the retailer's trouble to lend every encouragement possible to such enterprises which are being arranged in his locality.

**MORE IN IT THAN APPEARS.**

Since public interest has been aroused in the Co-operative Act, whose features have previously been described at length in these columns, a rumor has gained considerable credence in Canada that there is more behind the measure than simply a desire to stimulate the co-operative movement. It is alleged that during the last two months, two or three representatives of parties interested in the movement in England and who are backed by abundant capital, have visited Montreal and Quebec with a view to establishing large houses for supplying the co-operative societies which are expected to develop after the new Act came in force.

His Excellency the Governor-General, as is well-known, holds the position of president of the International Co-operative Alliance, which operates in Great Britain and Europe. When the Co-operative Bill was before the Special Committee of the House of Commons for consideration in March, he went to some inconvenience to give evidence which was received with great interest by reason of his connection with the European organization. A study of his remarks on this occasion point to the fact that he is very heartily in favor of the co-operative system coming very widely into operation in Canada.

**FIRMER PRICES FOR VALENCIAS.**

Advices received from London this week regarding Valencia raisins note a material reduction of stocks in hand at that port and point to a decided stiffening of prices.

In March stocks of raisins held in London were quoted as 770 tons, or figured in boxes, 61,600. On April 1st holders were said to be in possession of 500 tons, or 44,000 boxes. This reduction of 17,600 boxes at this season is of considerable moment and as a result prices quoted local brokers are fully two shillings and sixpence above those furnished in March.

The many friends of J. Stanley Cook, assistant secretary Montreal Board of Trade, will be pleased to hear of his election to the office of president of the Westmount A.A.A. Mr. Cook is an advocate of amateurism in sporting circles and it is with this end in view that he will strive to further the betterment of the association. Mr. Cook is also secretary of the Dominion Wholesale Grocers' Guild.

## THE SITUATION IN THE WEST

Seeding General and a Month Ahead of Last Year—Money is Freer and is Helping Business—American Capital for Western Farm Hands.

The Western Viewpoint, by our Special Winnipeg Correspondent.

Seeding is general throughout the Canadian West. This means that another week has maintained and increased the normal character of the conditions under which the wheat crop is being sown. It is just one month earlier than seeding last year, which the West learned to its very great cost was one month late. To the query, "How is the seed bed?" the answer is almost invariably, "Best in years," or "I never saw it better." There has been one warm shower followed by a day of high wind, blowing an average of over 50 miles an hour, and this cleared out the very last of the snow and dried off the wet spots so that the seeders could get to work. No time is being lost by the farmers, and the cry of "men wanted" is heard from every section of Manitoba and many parts of Saskatchewan.

The fine weather and prospect of early seeding had its reflex effect on the wheat market, which slumped quite heavily during the middle of the week, but showed steady signs of recovery on Friday and Saturday. Exporters have done a heavy business this week, not only in low grade wheats, but in No. 3 also, and a moderate amount of trade in No. 4. Export trade has been more active during the past five days than for the previous five weeks, though there has been a pretty fair trade in low grades all that time.

A careful inquiry among elevator owners goes to show that there is very little more than 2,000,000 of wheat in interior elevators and it is extremely doubtful if there is even two million bushels in farmers' hands, so that the amount to come forward now is considerably under five millions, when at the same date last year it was nearly 20,000,000 bushels. These are facts that are bound to tell on the trade in the long run, in spite of fine weather and large operations in seeding.

Stocks are heavy at Fort William and navigation is expected to open next week. There are a number of boats under charter and the wheat will go out with a rush as soon as there is open water.

Some of those who predicted \$1.25 wheat early in the season are still looking for it, and it may come, but there is no disguising the fact that the enormous Argentine shipments have greatly lessened the probability of outside prices for our wheat this year.

One of the features of western news for the week is the loosening of the purse strings of the banks at country

points. More than one branch has offered to advance 50 and 60 per cent. on good farm paper and the result is already beginning to be felt by the wholesale houses, where collections are steadily looking up. The movement is not large and at present it cannot be said to be general, but it shows the set of the tide and is giving a great impetus to business. Wholesale grocery houses report an excellent spring trade, far in advance of last year. Dry goods and hardware houses are a little more conservative in their statements of increase, but all admit that spring business is good. That there is money in the country is evidenced by the big department houses which send out catalogues. These houses reported March mail order business double what it was for March, 1907, and the first week of April more than double. This business, is, of course, strictly cash.

The influx of immigration has also tended to increase the money in circulation as the majority of the immigration this season, so far, has been of the moneyed class.

In connection with new immigration, both present and prospective, real estate dealers declare that there has been a larger inquiry for land suitable for mixed farming, than ever before. There are still speculators in wheat lands and wheat growers who want wheat land and nothing else, but over and above these are the better class of farmers both from Ontario, England and the United States, who are selecting farms with a view to mixed farming. This is the best news the West has had for many a day, for the tendency of new immigrants to grow nothing but wheat has been very marked in the past. When farmers start with mixed farming it not only indicates that they are practical men, but also that they have some capital as well. For mixed farming must have capital to start with much larger than is necessary for the mere raising of wheat.

The money depression in the United States was not an unmixed evil, as far as Western Canada is concerned, for it has without doubt tended to drive men with money, which they considered no longer safe in stocks and bonds to the Western lands for investment. Numbers of these men are securing blocks more or less large in extent, and not a few have announced their intention of bringing in only such farmers as will go in for diversified agriculture to buy their lands. This shows that a careful study of the situation has convinced numbers of these men that there is no better speculative investment than Cana-

dian farm lands, which the investor sees to it that the class of men to whom he sells are of the right sort. Not a few of the American companies who bought larger tracts of land in the past five years and were careless of what type of farmer they sold to, have had a sharp lesson in the past year. Where buyers had been carefully selected for their experience in farming and their good equipment, it was rare for the companies to have to wait for their second and third payments, while in the case of those who sold to anyone who was willing to buy, regardless of their efficiency for the work to be done, they have had to earn their experience and wait for their money.

The warm weather has stimulated building to a great extent. Building permits are called for daily and buildings are being gotten under way as fast as possible. There is a large amount of Dominion Government building being done in the West this year.

Another indication that there is money when it is wanted is the active inquiry as to the date and place of the sales of pure bred stock under the auspices of the various breed associations. Saskatchewan has held its sale, but Manitoba and Alberta have both scheduled theirs for May. Already there is double the inquiry that there was last year. In addition to these large sales there will be one or two auctions held by individual breeders, with large herds of fine stock. Several of these men have been in Winnipeg recently arranging for dates and catalogues, and they all report the inquiry for foundation stock far ahead of this date last year.

Reports of the splendid condition of range cattle continue to come in week by week. There has been no setback of any kind this spring, so far, and by the middle of June shipment of export steers should be quite heavy. H.

### TRADE NOTES.

Alexandre Bernard, grocer, Montreal, has assigned.

The assets of H. Dandurand, Montreal, have been sold.

Eva M. Walker, Hamilton, has sold her grocery to M. W. Roland.

Alfred Slater, grocer, Toronto, has sold out to Charles Wilson.

J. B. W. Smith grocer Sturgeon Falls, has assigned to Jessie Bradford.

Henriette Langelies, Montreal, has registered under style of the Standard Tobacco Co.

H. Finkleman, general store, Selkirk West, Man., has assigned to C. H. Newton.

Thomas Brownlee, grocer, Balcarres, Sask., has sold his business to Irwin & Drummond.

Constantine & Magee, general store-keepers, Elgin, N.B., have dissolved partnership. T. C. Constantine continuing.

# Grocery News from Coast to Coast

News of the Grocery Trade From the Larger Towns and Cities of Canada—Letters From Our Own Special Correspondents.

## AURORA.

Aurora, April 14.

James Whimster and Mrs. Whimster are enjoying a few days rest at Preston Springs.

\* \* \*

Fred Underhill, father of Underhill Bros., who has been laid up with a broken leg for several weeks, is now able to be around town on crutches.

\* \* \*

Towns & Co., Aurora, are contemplating installing a number of silent salesmen.

## BARRIE.

Barrie, April 14.

This week at last sees the end of the snow on our surrounding country roads and now the sorely tried farmer can come into town with no fear of being stalled in a snow bank on the way. For the last two weeks on some parts of the road there has been very deep snow, while probably for the next half mile the road would be mud, making the traffic impossible for either sleigh or buggy. Consequently the high prices which have been ruling here got quite a bump this week when the thirty-five cent butter dropped to twenty-eight and eggs to fourteen cents a dozen. Chickens are a thing of the past, but any that are offered at all bring fourteen to fifteen cents. Potatoes are selling at 75c. to 90c. and a few apples at \$1.25 to \$2. Hay still continues at the twenty dollar mark, a price that has never changed since last November.

\* \* \*

Steve Vair left last week for San Deigo, California. He intends to still follow the grocery trade in the west.

\* \* \*

This season has been an exceptionally good one for maple syrup in this district and every day the farmers who go in for the making of this line may be seen coming into town with quite a supply, for all this there has been no great decline in prices, compared with other years, the prices to-day being from one dollar and ten cents to one twenty-five a gallon. A noticeable factor, too, is the short supply of the so-called "brown sugar" syrup.

\* \* \*

Whitehead Bros., of the sixth ward, are offering their grocery stock and fixtures for sale.

\* \* \*

Chas. Strange, who was appointed jailer for the Barrie jail about six months ago, has resigned his position, and will again be found in his store on Mulcaster Street. Charlie says he would sooner sell groceries on a small margin than serve prisoners.

\*Contributions are invited from hardware merchants, travelers or clerks in places where there is not a regular correspondent of this paper.

Harry Callegan, who recently sold his grocery business on Bayfield Street to E. R. Wainwright, has been appointed ranger for Algonquin Park. Harry went north this week to take up his new position.

\* \* \*

With Easter week here, the local fruit men have a heavy trade in imported fruits and vegetables, much better in fact than other years. Tomatoes are selling very well and are being retailed at 15c. a pound. Strawberries are selling at 15c. a box and one merchant told your correspondent that he has sold twice the amount of berries up till date that he sold last year, although the weather has not been at all favorable. Cucumbers are selling at 25c. for extra hothouse, while smaller grades are sold from ten to twenty cents. Pineapples are selling fairly well at 25c. each while oranges, which are very cheap and good, never sold better, but are showing a very bad rot.

## EDMONTON.

Edmonton, April 13, 1908.

"There will be a considerable reduction in the price of canned goods in the west this year, which will have a tendency to reduce the cost of living. Just what this reduction will be I do not care to state, but I am confident that it will be fairly large."

This was the opinion expressed by Amos H. Baker, manager of the Old Homestead Canning Co., of Picton, Ont. when interviewed recently by a Canadian Grocer representative. Mr. Baker stated that some companies had advanced the price of canned goods 2c per case during the winter, but a reduction was bound to come. Freight rates had been lowered, solder was considerably cheaper, the price of cans had been lowered and all of these causes would contribute to a reduction in the price of canned goods in the west.

"What do you think of the likelihood of establishing canning factories in the west?" Mr. Baker was asked.

"I do not think it at all likely," was the reply, "at least until the population is many times what it is now. At the present time there are comparatively few vegetables grown in Western Canada, partly because the people find other lines more profitable, and partly because the soil and climate is not suited to the growth of many kinds of products to be canned, such as corn, etc. It would not pay, I think, to establish a canning factory for only certain lines."

\* \* \*

Two years ago there were considerably less than a dozen wholesale firms doing business in the city. To-day there are nearly three times that number. Two years ago Edmonton's wholesale business was confined to a few lines of trade being chiefly the supplying of fur trading posts to the west and north,

and the outfitting of fur trading parties. To-day practically every line of trade is supplied. Two years ago the wholesale territory was limited to a few miles on the south and a very few miles on the east and west. To-day the territory extends over a district of 100 miles to the south, 150 miles to the east, 100 miles to the north, and 30 miles to the west.

During the past year and a half this territory has been fairly well developed by the wholesale houses in the city and Edmonton now controls all the wholesale trade there is to be had in that territory. There is room, however, for much expansion within the same bounds and it is probable that it will be some years before it is developed to its capacity.

\* \* \*

During the past fall and winter, when the results of the crop failures and the straitened conditions of the money market have been felt most keenly, the wholesale trade of Edmonton, while not experiencing any great expansion, has been satisfactory, unexpectedly so, in fact. Prominent wholesalers state that collections have been much better than they expected.

The local wholesalers, however, are very reticent in discussing the immediate prospects of a further rapid growth in wholesale business, and are inclined to be conservative in their statements.

\* \* \*

The C.P.R. has definitely announced that it is to be part of their policy to make Edmonton a wholesale and distributing centre. With this end in view they have inaugurated a new freight tariff which went into effect last week. The new rates give a reduction of 5 cents per 100 pounds on freight in class 5 and 3 cents on machinery and agricultural implements. This places Edmonton on an equal basis with Winnipeg and goes a long way towards placing many of the agencies and distributing houses of large eastern firms on the same footing as the Winnipeg branches.

On the Canadian Northern there is also a reduction in the lake and rail freight rates for the coming navigation season in connection with their line at Port Arthur.

\* \* \*

Smith & Milne, grocers, Namaya Ave., brought suit against a customer in the district court recently for \$28.35 due them on account. Judgment was given for the amount of the claim.

## GUELPH.

Guelph, April 13.

In the ten hour grind on roller skates last week, "Bill" Conery, the former traveler for Bovril in this section, won the race, going 120 miles in the 10 hours. He was at one time 3 miles

## THE CANADIAN GROCER

behind. I wonder could his staying qualities be ascribed to Bovril.

The Guelph Co-operative Association have made a good stand on the half holiday question by deciding to close on Thursday afternoons during July and August, and have also under consideration the advisability of closing on Thursday afternoons the whole year round. There is some talk of the other grocers doing likewise during the summer season. They should too, for the grocer clerks' hours are far longer than any other clerks'. Give the matter at least a reasonable consideration.

Johnston & Co. have sold their store on the Elora Road to E. Harvey and have decided to enlarge their main store on Gordon Street and remove all the stock there. This old grocery store is now likely to be a thing of the past as Mr. Harvey does not intend at present to have it continued.

It has been suggested that the clerks and salesmen hold their meetings in future in some hall, instead of an hotel parlor. The idea is a good one.

The Electric Light Commissioners have decided on a cut in prices in about a month's time, which shows the Merchants' Association is doing some good.

Most of the stores here are giving 17 pounds granulated sugar for \$1 and have not changed the price for some months, but by the bag some are still selling less than \$5.

Nearly all the stores that have meat counters or sell meat, have bought slicers within the last few weeks, and they seem to be giving good satisfaction.

W. H. Fielding has another fine new wagon on the road. J. A. McCrae & son have also added another to their outfit.

"Business and Religion" was the topic for discussion at the brotherhood meetings in Dublin St. Methodist church the last two Sunday mornings, and a large number of business men and others took part.

The Rev. G. F. Davidson in St. George's Church on a recent Sunday night also got after the merchants and also the bargain hunter.

The rush for housecleaning necessities and garden seeds is on and the grocers will be kept busy from now till after the 24th of May.

### KINGSTON.

Kingston, April 14.

Fred Vanluven, grocer, Princess St., sold his stock and fixtures recently to the New Milk Co., Lee & Kirk, who intend to run a grocery in connection with the milk business. Fred was doing a good trade, but felt he needed a change. He traveled for a few years for Stuart,

Harvey & Co., of Hamilton, and was well liked on the road. Some wholesale houses have approached him already and would like to secure his services. He sold his store and dwelling to S. Corbett, undertaker.

J. Y. Parkhill & Co., commission men, are finding their premises too small and will shortly move into the Oddfellows Block, which they have purchased. J. Y. Parkhill is a brother of William Parkhill, the Toronto grocer. He is a North of Ireland man and can put up a good argument, politically or commercially.

The Hamilton correspondent's advice regarding early closing is timely. Let us all wake up to the fact that we need more fresh air and sunshine, that life is short and we haven't got long to stay here. The early closing by-law passed a few years ago has been well kept here. Only a few shortsighted grocers, who relish long hours, keep open and look wearied, but they will fall into line some day.

The Easter meat show windows are beginning to appear. One of the best yet is shown in Gilbert's uptown store, dressed by R. James, of Liverpool. It has caused a lot of comment. The meat was purchased from H. Coleman, Kindardine.

Mr. Plewes, agent for the Hedley Shaw Milling Co., reports trade brisk around here. He has booked many good orders. Will Gardiner is taking orders as a side line for McGinn Rankin Milling Co., Collinsby.

Saturday's market was a big one owing to the fact that communication with the islands was secured by boat. Two boatloads of islanders came over, each carrying one or two big baskets of eggs and butter. The citizens saw the situation, bought slowly and down came the prices of butter and eggs. Butter was as low as 26c. and eggs 18c.

The prospectus for the newly chartered Crystal Bay Canning Co. was issued last week. It is capitalized at \$50,000, to be taken up in shares of \$50 each. I guess it will go for Kingston can stand a few more industries.

Miss Webster demonstrates Suchard's cocoa at J. McCulla's grocery this week. I advised her to get her company to advertise in local and trade papers and give magazines a rest, and she promised to take the matter up.

"I am selling a lot of sugar lately," said Jim on the market square the other day. "I guess all the maple syrup in the milk cans isn't made out of maple sap."

Owing to judicious advertising in the Whig, Gilbert, the grocer, sold in four weeks 1,500 seven-pound pails of raspberry and strawberry jam. Mr. Gilbert used locals here and there throughout the paper.

### STRATFORD.

April 14.—Retail merchants in this city have been reading the newspaper reports with interest in regard to the articles on the Co-operative Bill, just recently before the House at Ottawa. The local retail grocers followed the case with interest, and were largely instrumental in having a wire message sent to Ottawa to Perth County's representative asking him to look after their interests in the matter.

Easter Eggs—They were for sale by the dozens and dozens on the market last Saturday, and have been selling fast in the stores. The grocers find this year, now that the price is lowering, the Easter trade in eggs is in advance of the trade last year. The city is flooded with the hen fruit.

Grocers generally report that trade has just been about average, but that it is picking up steadily. The roads have been in a very poor condition in the country, and lately the farmers have been patronizing the trade of the country stores, being unable to risk the breaking of their horse's legs.

Len. Myers, formerly of the Will J. Norfolk store, is now with the McCully & Haugh. Mr. Myers is a clerk of much practical experience, and is liked by the dealing public. He is a splendid window dresser, and works up some very unique designs, which are, as a rule, equally attractive.

There is a large quantity of maple syrup for sale these days at the grocery stores, and now that the sweet liquid is becoming more plentiful, it is also becoming less dear in price.

### AN ASSURED SUCCESS.

#### Montreal Exhibition of Groceries Opens With Bright Prospects.

That the Exhibition of Groceries in Montreal, which opens at the Arena Friday evening and continues until April 29, will be a grand success is an assured fact. Space has been at a premium since it was offered for sale, and it may safely be stated that the Arena will hold a number of exhibits of pure food products which have not been surpassed anywhere on this continent, or elsewhere.

Every care has been exercised to ensure the success of the exhibition. An advisory committee, composed of the leaders in the manufacturing, wholesale and brokerage grocery business has worked hard night and day and their efforts will not have been in vain.

Reduced railway fares are assured for out of town grocers desiring to take in the fair, which will be well worth coming a few hundred miles to see.

# Markets and Market Notes

Reports From Canadian Markets and Notes From Primary Sources of Grocery Supplies—Sugar Advanced and Raw Markets Very Firm—Staple Lines Are Generally Steady.

## QUEBEC MARKETS

Montreal, April 16, 1908.

### POINTERS—

Sugar—Advanced 10c and very firm.  
Butter—Firmer.  
Eggs—Easier.  
Maple Products—Sugar lower; syrup steady.

Another advance in refined sugar took place on Friday of last week. It amounted to 10c a barrel, and an upward tendency is still noticeable. Another advance is likely to occur at any time. Local refiners report a very good demand at present. Butter has assumed a firmer tone this week, which is due no doubt to storage stocks being light and receipts of fresh made creamery being very light. It is thought that present prices will hold for a week or ten days, when receipts of fresh made are expected to be increased. Eggs are a little easier this week, new laid being quoted at 17½c to 18c dozen. Pickled are not quoted this week, being off the market. The demand for the Easter trade is very heavy. New maple sugar is arriving quite freely now, and is lower in price, being quoted at 9c to 9½c a lb. New maple syrup is also arriving freely, but has not changed in price. Both lines are in good demand. The provision market is still very firm for all lines, with a good demand. Local packers report that Easter trade is slightly in excess of that of last year.

SUGAR—Another advance in price has taken place on sugar, which was put up 10c a bbl. all round on Friday of last week. The market still shows an upward tendency and it is likely that before long sugar will reach the \$5 per bbl. mark. There is a very good local demand at present.

Granulated, bbls ..... \$4 90  
" ½-bbls ..... 5 65  
" bags ..... 4 85  
Paris lump, boxes, 100 lbs ..... 5 75  
" 50 lbs ..... 5 85  
" 25 lbs ..... 6 06  
Extra ground, bbls ..... 5 35  
" 50-lb. boxes ..... 5 50  
" 25-lb. boxes ..... 5 70  
Powdered, bbls ..... 5 10  
" 50-lb. boxes ..... 5 30  
Phoenix ..... 4 65  
Bright coffee ..... 4 60  
No. 3 yellow ..... 4 50  
No. 2 " ..... 4 40  
No. 1 " bbls ..... 4 50  
No. 1 " bags ..... 4 45

SYRUP AND MOLASSES—The syrup market remains stationary since last report. There is a fair amount of business being done. Molasses remains very firm under good demand.

Barbadoes, in puncheons ..... 0 31 0 33  
" 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  
" ½-bbls ..... 0 03  
" 34 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. " ½ doz. " ..... 2 65  
" 20-lb. " ¼ doz. " ..... 2 60

MAPLE PRODUCTS—There is a good demand for new maple sugar this week,

and receipts are pretty heavy. Prices are lower, pure Townships sugar being quoted at 9c to 9½c. New maple syrup is also in good demand, and new crop goods are being received quite freely. Prices, however, have not changed, being the same as last week.

Compound maple syrup, per lb. .... 0 04 0 05  
Pure Townships sugar, per lb. .... 0 09 0 09½  
Pure syrup, 8½ lb. tin ..... 0 60 0 61

TEA—Local dealers report a good improvement in the tea business this week all lines being in good demand, especially Japans, on which line some nice transactions are reported. Prices remain stationary and are expected to hold for some time.

Choicest ..... 0 38 0 45  
Choice ..... 0 32 0 37  
Japans—Fine ..... 0 27 0 32  
" Medium ..... 0 22 0 25  
" Good common ..... 0 20 0 21  
" Common ..... 0 21 0 22  
Ceylon—Broken Orange Pekoe ..... 0 20 0 38  
" Pekoe ..... 0 17 0 20  
" Pekoe Souchongs ..... 0 19 0 20½  
India—Pekoe Souchongs ..... 0 17 0 18  
Ceylon greens—Young Hysons ..... 0 19 0 25  
" Hysons ..... 0 18 0 20  
" Gunpowders ..... 0 17 0 25  
China greens—Pingsuey gunpowder, low grade ..... 0 15 0 16  
" " pea leaf ..... 0 15 0 27  
" " pinhead ..... 0 30 0 45

DRIED FRUITS—There has been no change in the dried fruit situation since last week, there being nothing more than the ordinary consumptive demand for all lines. There was a report of the California crop being greatly damaged by storms, but it was later learned that there was no cause for alarm. There has been no change in prices.

Currants—  
Filiatras, uncleaned, barrels ..... 0 06 0 06½  
Fine Filiatras, per lb., in cases ..... 0 96 0 06½  
" " cleaned ..... 0 07 0 07  
" " in 1-lb cartons ..... 0 07 0 07½  
Finest Vostizzas " ..... 0 07 0 08  
Amalias " ..... 0 07 0 08  
" 1 lb. packages ..... 0 07½

Sultana Raisins—  
Sultana raisins, per lb. .... 0 10 0 11  
" 1-lb cartons ..... 0 14  
Eleme Table Figs—  
Six crown, extra fancy, 40-lb. boxes ..... 0 09½ 0 11  
Four crown, fancy, 10-lb. boxes ..... 0 08  
Three crown ..... 0 07 0 08  
Glove boxes, fine quality, per box ..... 0 07½ 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—  
Figs off-stalk, per lb. .... 0 08½  
Selected, per lb. .... 0 06½  
Layers, " ..... 0 03 0 06½  
Dates—  
Hallowees, per lb ..... 0 05½  
Sairs, per lb ..... 0 04 0 04½  
Packages " ..... 0 05½ 0 06½

Malaga Raisins—  
London layers ..... 2 25  
" " " ..... 2 40  
" " " ½-box ..... 1 00  
" Royal Buckingham Clusters, ½-boxes ..... 1 37½  
" " boxes .....  
" Excelsior Window Clusters " ½'s ..... 5 50  
" " " ..... 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 09  
" 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 ..... per lb. 0 10 0 11  
" " " 40-50s ..... 0 08 0 09  
" " " 50-60s ..... 0 08 0 09  
" " " 60-70s ..... 0 09  
" " " 70-80s ..... 0 07 0 08  
" " " 90-100s ..... 0 06½ 0 07

COFFEE—The coffee market has shown no change since last report. A fair amount of business is passing, and

the market remains steady at unchanged prices.

Jamaica ..... 0 12 0 20  
Java ..... 0 18 0 30  
Mocha ..... 0 19 0 25  
Rio, No. 7 ..... 0 08 0 09  
Santos ..... 0 11  
Maracajibo ..... 0 11 0 13  
Roasted and ground 20 per cent. additional.

RICE AND TAPIOCA—Dealers report a much better demand for rice this week, but the market remains steady at unchanged prices. The tapioca market is very quiet, demand having fallen off considerably this week. Prices remain steady.

B rice, in 10 bag lots ..... 3 20  
B rice, less than 10 bags ..... 3 37  
C rice, in 10 bag lots ..... 3 00  
C rice in less than 10 bag lots ..... 3 10  
Tapioca, medium pearl ..... 0 06 0 06½

SPICES—Spices remain featureless, there being only a fair demand for all lines at the old prices.

Peppers, black ..... Per lb. 0 16 0 20  
" white ..... 0 22 0 27  
Ginger, whole ..... 0 18 0 20  
" Cochin ..... 0 17 0 20  
Cloves, whole ..... 0 17 0 20  
Cloves, ground ..... 0 25  
Cream of tartar ..... 0 25 0 30  
Allspice ..... 0 12 0 18  
Nutmegs ..... 0 25 0 60

EVAPORATED APPLES—The evaporated apple market remains unchanged, there being a fairly good demand at unchanged quotations.

Evaporated apples ..... 0 07½ 0 08

BEANS—The bean market remains firm at \$1.75 to \$1.80 per bag, with a fair demand. Business in this line is dull at present.

Choice prime beans ..... 1 5 1 80

RAW FURS—There has been no change since last report, all quotations being the same.

Mink ..... 3 00 6 00  
Marten, pale ..... 3 00 6 00  
" dark ..... 8 00 20 00  
Fox, red ..... 2 50 4 00  
Lynx ..... 5 00 10 00  
Otter ..... 15 00 25 00  
Fisher ..... 5 00 7 00  
Weasel ..... 0 15 0 20  
Muskrat ..... 0 15 0 20  
Canadian coon ..... 0 75 1 25  
Skunk ..... 0 25 1 40  
Bear, large ..... 8 00 10 00  
" small ..... 3 00 5 00  
Spring muskrat ..... 0 32 0 60

POULTRY—Poultry is very scarce, especially fresh killed, there being no receipts of fresh stock yet, and as local holdings are light turkeys are selling as high as 23c per lb. At present the demand is very heavy owing to the Easter trade.

Hens ..... 0 10 0 12  
Chickens ..... 0 15 0 17  
Turkeys ..... 0 21 0 23

## CANNED GOODS

MONTREAL—The canned goods situation is unchanged since last report, the usual amount of business being done. All lines are in good demand.

TORONTO—Business is rather more encouraging this week and with the coming of warmer weather demand will probably be more active.

ONTARIO MARKETS.

POINTERS—  
 Sugar—Advanced 10c.  
 Beans—Firmer.  
 Prunes—Selling well.  
 Collections—Fair.

Toronto, April 15th, 1906.

Conditions are somewhat more encouraging in the wholesale markets this week. The improved condition of the country roads is responsible to some extent for this, farmers being able to get into town much more easily for buying and the general feeling that spring is here, with the prevalence of more encouraging weather, is also a factor in the opening of better business.

The further advance of 10 cents on sugar, which occurred on Friday, and brought the price for standard granulated up to \$5.00, was the notable feature of the week. Beans are somewhat higher, as the result of large purchases by American buyers and the supply seems tending toward the short side. Otherwise the markets have been generally steady.

The financial side of the business is not as satisfactory as it might be. Wholesalers report collections a little slow with the outlook rather more encouraging.

SUGAR—The advance of 10 cents in Canadian refined, which occurred on Friday was but the natural movement of a market which had been growing in strength since the last advance on March 21st, and was only to be expected. This brings extra standard granulated up to a \$5.00 basis.

The market continues exceedingly strong, even in the face of this last advance, and indications only point to a movement of prices upward.

Willett & Gray say of the situation in Java:

"The temporary reaction to the advancing markets, noted last week, continued until the receipt of the weekly cable figures from Cuba. In the meantime Europe declined from the high point of 11s 5¼d for beet sugar of March 31st to 11s 1½d on April 6th, and there were sold here 10,000 bags Cuba Centrifugals at 2.94c e & f, 96 degree test, with 40,000 bags Porto Rico at 4.30c per lb., both lots for shipment, and not changing the spot quotation, which remained at 4.36c per lb., duty paid.

Following this small reaction, the crop news from Cuba quickly made a market recovery which carried beet sugar to a new high level at 11s 6¾d, with a quiet close at 11s 6d.

Also renewed business in Cuba Centrifugals followed at 3c e & f, 96 degree test, to extent of 80,000 to 100,000 bags, comprising all sugars on offer, and closing with holders asking 3 1-16c e & f for further limited offerings.

"Our refiners also secured a considerable quantity of European beet sugar at reported 11s 6d to 11s 8¼d e & f, but declined to go on when higher prices were named, prompt shipment being offered to-day at 11s 10½d e & f. So that at the close buyers and sellers are

apart for both cane and beet sugar, with the advantage in favor of sellers in tone and tendency.

"Now that some 150,000 tons of beet sugar have been bought in Europe, it becomes an interesting question as to the remaining quantity available of American qualities, not above 16 D. S. in color.

"In answer to this question one cable reply to-day from Austria says: 'Unsold 25,000 tons; refiners' supply, 100,000 tons.'

"This reply is not altogether definite, but indicates, perhaps, that refiners holding American grades might resell the same to extent of 100,000 tons. One thing is becoming evident, that all available American grade beet sugar remaining from last crop can find ready purchasers here sooner or later.

"The recent sales of Philippine sugar noted last week were made in part on basis of 3 11-16c per lb. duty paid, basis of 88 degree test. This figures a result to the Filipino of £9 9s 7d per ton, f.o.b., against the local quotation in Manila, in January, of £7 8s 8d f.o.b. for assorted marks—a recent profit of over £2 per ton. It is difficult to find new sellers, and the lowest price intimated is equal to 3¾c, 88 degree test basis.

"The comparatively low quotation for new crop 'bee' sugar (Oct.-Dec. delivery) 10s 3¾d, can only be accounted for on the theory that the 300,000 tons Russia Crystals, to be let into the U. K. after September 1st, has an influence which casts its shadow before.

"No recent business is reported in Java sugars, the offerings including July shipment at 12s 3d c. & f., and August shipment at 11s 9d c. & f. Our cable yesterday from Java reports favorable weather for the growing crop.

"The tone and tendency is to further improvement, which may come slowly."

In regard to refined, Willett & Gray say, in part:

"Present prices have not checked consumption of refined, and even considerably higher prices are not likely to do so to any material extent. People will economize in other directions before curtailing on sugar, and with better prospects for fruit than last season, the consumption should proceed satisfactorily.

"The next change in refined, when it comes, will be an advance.

"It is well to carry a full supply, even to August and September."

M. G. Wanger & Co. comment in an interesting manner on the present situation as follows:

"The loss in the Cuba crop can now be counted upon as 500,000 tons. The losses in the other West Indies, Java and Mauritius, and in India, bring the total shortage to a considerable quantity. That shortage is the basis upon which prices have been advanced. It is just so much taken from the world's supply and the sugars cannot be replaced until the next crops mature. As the season progresses, bringing along its big consumption with the warmer weather and the need for extra supplies to meet the fruit canning demand, the shortages in this year's sugar crops

will be felt more than now, and as that big consumptive demand diminishes the stocks held prices will register additional advances and we can expect firm markets, with perhaps a slight reaction now and then until the end of summer."

Estimates of visible supply show a total stock of Europe and America 3,381,199 tons, against 3,726,579 tons last year at the same uneven dates. The decrease of stock is 345,380 tons, against a decrease of 340,960 tons last week. Total stocks and afloats together show a visible supply of 3,491,199 tons, against 3,806,579 tons last year, or a decrease of 315,380 tons.

Prices quoted locally at time of writing were as follows:

Paris lump, in 25-lb. boxes	6 15
Paris lump, in 25-lb. boxes	5 95
Paris lump, in 100-lb. boxes	5 25
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 0
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2	4 70
No. 1	4 60
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — Business continues only fair at prices quoted below. There is an active demand for pure maple syrup, and though this is coming in quite freely it is still held very high.

Syrups—	
Dark	0 30 0 35
Medium	0 30 0 35
Bright	0 16
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " " " " "	2 75
10 " " " " " "	2 65
2 1/2 " " " " " "	3 60
Barrels	0 03
H. if Barrels	0 03 1/2
Quarter "	0 03 1/2
Paris, 38 1/2 lbs. each	1 75
" " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" " " " " "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 0
Molasses—	
New Orleans, medium	0 30 0 35
" " " " " "	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEAS—The local market continues quiet with the buying of a hand-to-mouth variety.

The markets abroad seem to be improving in tone, with some emphasis in demand for higher grades. Thompson Bros.' weekly circular, dated April 2, summarizes the situation prevalent in Great Britain at that time as follows:

"The general buying on the part of the larger blending houses has resulted in a better market all round, quotations for the medium grades have been especially influenced and a satisfactory feature has been the fact that the finer kinds have not been depressed in consequence. The outlook for next week points to a strong market for all growths above common, as business in the private market has been done in teas withdrawn from the recent sales, at better prices. Last month's London figures for British growths, just to hand show a marked improvement in the position; clearances show an increase of no less than 3,000,000 lbs., while stocks are some 4,500,000 lbs. behind the statistics for 1907—the export figures are however 1,000,000 lbs. less than those of last year."

An advice received locally from Colombo during the week records some interesting facts as to the condition of the crop. It says in part: "Rains have fallen in some parts of the planting dis-

THE CANADIAN GROCER

tricts and flush is coming on well. Tea planting on new clearings is going on somewhat extensively and we have it on good authority that some 20,000 acres are going into tea this year in Ceylon and Southern India. This has made a great demand on seed, the price of which has gone up tremendously in consequence.

COFFEE—Dealers report business as continuing brisk under active demand.

Willet & Gray in reviewing the present situation in coffee say:

"The receipts point to a crop of probably 10,250,000 instead of \$10,000,000 bags, but those who a year ago estimated the current crop at 14,000,000 to 15,000,000 bags are highly incensed that the crop is so much larger than expected, while the actual outturn is only 4,000,000 to 5,000,000 bags less than they predicted.

"The process to consolidate the available coffee in a few hands will be very plainly seen at the end of this crop, when it is probable that out of a total visible of 13,500,000 to 14,000,000 bags, the government and their friends will control 10,000,000 bags, and in the stocks of mild coffees, with the stocks at Rio and Santos, will make up another 2,000,000 bags, which altogether will comprise a very large percentage of the total. The consuming world which has been encouraged from the very beginning to believe that the financial condition of the government was weak and that liquidation had to be put through forcibly at one time or another, will find out its mistake. It has never been the intention of the government to create a corner or to withdraw any coffee from consumption which the trade would call for. Their policy, as originally announced, will be continued, and that will be to sell only when the trade urgently demands it, and only in such quantities as they may require, as the government is fully prepared to finance the operation to properly comply with the condition."

DRIED FRUITS—Prunes continue to be in considerable demand but the market otherwise is dull. Advice this week from London point to a shortened market and a likelihood of stiffer prices in Valencia raisins. Stocks in hand have been reduced from 770 tons in March to 550 on April 1 and quotations are quite 2s 6d over last prices furnished brokers here.

William Hill, Jr., of New York, reviews the position of currants as follows: "The market in Greece continues unchanged and firm at above the parity of prices prevailing on spot. A good inquiry continues to be noted, showing that buyers are now about ready to replenish their stocks, having realized that present offerings are at minimum figures. Already a better feeling is being experienced by holders here. An improvement in prices on spot must be looked for shortly. The general situation of currants throughout the world is favorable to holders as stocks are decidedly less than usual at this season of the year, and barely sufficient to cover a normal consumption during the remaining three to four months of the current crop year. There are no parcels afloat to the states as far as known."

Prices locally are as follows:

Prunes, Santa Clara—	Per lb	Per 1
100-120s	0 06	37-50, 25's, 50-lb boxes
80-100s, 50-lb boxes	0 06	70-80s
80-90s	0 07	80-70s, 50-lb boxes
	0 08	

N otc—25 lb. boxes 1c. higher than 50 lb.

Candied and Drained Peels—	
Lemon	0 11 0 11 1/2 Citron
Orange	0 11 0 12
Peaches	0 18 0 20
Figs—	
Eleme, per lb	0 08 0 15
Tapnets	0 08 0 04
Bag Figs	0 04 0 05
Currants—	
Fine Filiatras	0 06 1/2 0 07
Patras	0 08 0 08 1/2
Uncleaned, 1/2 less.	
Raisins—	
Sultana	0 09 1/2 0 13
" Fancy	0 11 0 12 1/2
" Extra fancy	0 14 0 15
Valencias, new	0 06 1/2 0 07
Seeded, 1-lb packets, fancy	0 11 1/2
" 16 oz. packets, choice	0 11
" 12 oz.	0 09
Dates—	
Hallowees	0 05 1/2 0 05 1/2
Sairs	0 04 1/2
Farda choicest	0 08 0 09
" choice	0 08 1/2

RICE AND TAPIOCA—The market is steady, with no new features.

Rice, stand. B.	0 03 1/2	Per lb.	0 03 1/2
Bangkok	0 03 1/2		0 03 1/2
Patna	0 36 1/2		0 55 1/2
Japan	0 05 1/2		0 06 1/2
Java	0 05		0 06
Sago	0 06		0 07
Seed tapioca	0 05		0 06
Tapioca, medium pearl	0 05 1/2		0 05 1/2

SPICES—Business continues fairly good, with no new features to report.

Peppers, blk	0 16
" white	0 2 1/2
Ginger	0 18
Cinnamon	0 30
Nutmeg	0 30
Cloves, whole	0 23 0 27
Cream of tartar	0 22 0 19
Allspice	0 17 0 20
Mace	0 17 0 20
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25
" ground	0 25 0 3

NUTS—The market is quiet, as is usual at this time of the year. Prices are unchanged.

Almonds, Tarragona, per lb	0 13 1/2
" Formigetta	0 13 0 15
" shelled Valencias	0 23 0 32
Walnuts, Bordeaux	0 10 1/2 0 11
" shelled	0 27 0 28
" Maxbot	0 12 1/2 0 13
Filberts, per lb	0 11

BEANS—Heavy buying by representatives of American firms have stiffened the market till it is being felt by the wholesalers, and prices are advanced slightly. Indications point to light holdings and dealers say the supply will be very near the end in another month.

Beans, hand picked, per bush	1 9 2 0 1
" prime No. 1	1 85 1 90
" Lima, per lb	0 04 1/2

EVAPORATED APPLES—The market is a little easier this week, with light business passing.

Evaporated apple	0 17 1/2 0 08
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HIDES AND WOOL—Though American markets have improved slightly conditions in Canada are on about the same basis and business is very light. Prices are unchanged.

Hides, inspected, cows and steers, No. 1	0 45 1/2
" No. 2	0 44 1/2
Country hides, flat, per lb.	0 04
City Calf skins	0 1 1/2
Country Calf skins	0 09
Sheep skins	0 03
"	0 70 0 80
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 04 1/2 0 05 1/2
Horse hair, per lb.	23

SAYS CORRESPONDENT WAS MISTAKEN.

President of Dominion Wholesalers' Guild Takes Exception to Statement in Last Issue.

The following letter from H. C. Beckett, Hamilton, president of the Dominion Wholesale Grocers' Guild, was forwarded us during the week. It is self-explanatory:

"Editor Canadian Grocer.—In your issue of April 10th, page 34, your

Hamilton correspondent makes the statement that the retail trade feel annoyed because neither the Dominion nor the Ontario Wholesale Grocers' Guild paid any attention to the threatened legislation at Ottawa regarding the Co-operative Act, and your correspondent very rightly maintained that the wholesale trade should put up a fight to protect the rights of the retailer.

"Your correspondent is wrong and it is a poor compliment to the wholesale grocery trade to be accused of being indifferent to the interests of the retail trade, when there is absolutely no justification for it.

"As a matter of fact, several representatives of the Dominion and Ontario Wholesale Grocers' Guilds did go to Ottawa and protested in a most vigorous manner against legislation that was not based on sound business principles; not only that but they joined hands with the retailers in protesting.

"I am astonished that a reputable journal such as yours would print such rot about the wholesale grocers when, if you had taken the trouble to make enquiries, you might have avoided casting any reflections upon the wholesale grocery trade.

"The grocers' section of the Retail Merchants' Association of Canada has been doing a magnificent work in protecting the retail trade against unfair legislation, and in this they have been loyally supported by members of the Dominion Wholesale Grocers' Guild. I believe, and am sure, that your intention is to be fair, but, when the way is open to get at the facts, there is hardly any necessity for printing untruths.—

H. C. Beckett.

[In considering this matter it should be understood that this paper does not hold itself responsible for statements made by its local correspondents. The best men procurable, who have considerable knowledge of both retail and wholesale trade conditions, are secured in each town, and their statements are understood only as an index of local opinion.

As a matter of fact, we were ourselves unaware of any steps that had been taken either by the Dominion or Ontario Wholesale Grocers' Guild, up to the time of the publication of the item Mr. Beckett complains of, in opposition to the Co-operative Act. The matter had been very carefully followed in this office and among the trade in Toronto and nothing was heard of the matter. Careful inquiries since this letter was received among members of both the Ontario and Dominion Guild in Toronto have assured us that nothing is known here of such action being taken.

The Grocer regrets that an injustice has apparently been done the wholesale grocers in the matter. We will be glad to receive from Mr. Beckett details as to any steps which have been taken in opposition to the measure as evidenced in his letter and will give these the utmost publicity possible.—Editor.]

**THOSE QUESTIONABLE APPLES.**

**Manager Smith, of Oshawa Canning Co., Tells His Side of the Story.**

Mr. F. Smith, manager of the Oshawa Canning Co., whose goods have been so severely criticized in the West the past couple of weeks as a result of the alleged questionable condition of some canned apples sold in Winnipeg, called on The Grocer this week and gave us his story of the shipment.

"The apples in question," Mr. Smith says, "were shipped from Oshawa to Winnipeg about twelve months ago after being in storage for some time at the factory. Before shipment they were examined and passed as satisfactory and there is absolutely no truth in the newspaper reports which say the goods were rejected in Ontario before being shipped to the West."

The goods were consigned, Mr. Smith alleges, to a jobber in Winnipeg. Some time ago this gentleman informed Mr. Smith that some of the cans were swelled and the fruit spoiled. On receipt of this information Mr. Smith offered at once to make a settlement. This plan was followed and a quantity of the goods were returned to Mr. Smith and stored in the Canadian Northern warehouse in Winnipeg.

While they were there, Mr. Smith says, he asked that a competent man be appointed to inspect the goods with a view to throwing out swollen and unsatisfactory tins. This was done, some quantity of the apples was disposed of and the Oshawa Canning Co. settled for the loss.

After this another firm of jobbers, Williamson Bros., stepped in, made an offer for the fruit and a portion of the lot was disposed of to them. Mr. Smith supposes that sales were then made without further inspection and the trouble developed later when the goods got into the retailers' hands.

Another jobber, F. Barteaux, at this time, wired in an offer to the company at Oshawa for the balance of the apples held in store at the northern warehouse. The company, supposing that he had made an inspection of the goods and knew what he was buying, accepted the offer and the sale was made in the ordinary course of business.

Mr. Smith claims that the Oshawa Canning Co. is in no way liable for the allegedly questionable condition of the fruit, which he also questions. While the companies are only held liable for swells and defects he did not hold to his privileges in this instance, but paid the Winnipeg jobber in full for the shipment. As a matter of fact, Mr. Smith notes that as yet not a cent has been received by his company for any of this shipment of apples.

Mr. Smith says that the same procedure was followed with this shipment of goods as is customary in the trade and that there was nothing irregular. He has had some of the goods examined since the trouble arose and they have been found satisfactory. The same goods, he says, were sold in Toronto

and no complaint has been heard.

Mr. Smith is very much surprised that any of the apples should have been characterized as poisonous. He claims that the heat of cooking will restore the fruit even in tins which have become swelled, to a condition quite fit for food and that the contents could by no means be poisonous. In no case have the company offered to sell swollen goods.

Mr. Smith purposes securing some of the goods complained of and submitting them to a competent analyst for a test of their quality. The result of this will be given to the trade and will no doubt be awaited with considerable interest.

**NEW OFFICERS IN OTTAWA.**

At a meeting of the Ottawa Retail Grocers' Association on Wednesday evening, April 8th, the following nominations were made for the year's officers: President, F. W. Forde, H. C. Ellis, W. M. York; first vice-president, W. M. York, A. Phillips, P. Lamoureux, Ald. Farmer; second vice-president, P. Lamoureux, C. McLean, T. Bell, Geo. Atkinson; secretary, A. G. Johnson, (acclamation); treasurer, C. J. Prevost (acclamation); executive committee (five to be elected), G. Hopper, Ald. Cunningham, T. Collins, J. Bambrick, Ald. Farmer, N. S. Schwerdfager, P. D. Herbert, R. Powell and W. J. Kennedy.

Elections will be held on the 22nd instant.

The following committee were chosen to look after the arrangements for the Pure Food Show to be held at the time of the Canada Central Fair in the fall.

Securing Exhibits—F. W. Ford, H. C. Ellis, C. J. Prevost, A. G. Johnston, J. Bell, J. Bambrick, C. B. McLean, F. Huband.

Finance—F. W. Ford, P. Lamoureux, J. Bambrick.

Space—H. C. Ellis, T. Collins, G. Atkinson, J. Mundy, A. G. Johnson.

Decoration—G. H. Hopper, W. Goodall, A. G. Johnson.

Reception—P. Lamoureux, D. A. Younghusband, A. Phillips, Bate & Co., Powell, C. Baxter, W. Cunningham, H. Dorion, W. J. Kennedy.

Managing and Advisory—T. C. Bate, J. Gardiner, C. J. Prevost, N. Beaudry, W. Beckett.

Messrs. Ford, Prevost, and Johnson were appointed to visit the Montreal pure food show on April 22, with a view to securing exhibits for Ottawa.

It was also decided to undertake a collecting and reporting system and the executive was authorized to sign a contract with a firm of brokers who will act for members of the association in collecting bad debts and reporting customers who are poor pay.

**MAKING A SUCCESS ON THE STAGE**

Joseph Park, who took one of the leading parts in "Mary's Lamb," Richard Carle's musical comedy, which appeared at the Princess Theatre, Toronto, last week, is the youngest son of Wm. Park, of Park, Blackwell & Co., the Toronto pork packers.

Mr. Park went on the stage about thirteen or fourteen years ago and has made

quite a success in the profession. He has a magnificent baritone voice which is much admired and his part in "Mary's Lamb" was commented on very favorably in Toronto. During his stay in the city Mr. Park, who was accompanied by Mrs. Park, was the guest of his brother, Alex. Park, on Winchester St.

**NEW PACKING HOUSE FOR EDMONTON.**

Edmonton's new packing plant, which is being built for Griffin & Co., and which is expected by local dealers to make that city the Chicago of the west, will be rushed forward from now on and it is expected, will be completed and ready for equipment before the summer is over. The construction had reached the third storey when work was stopped last fall.

All possible haste will be made in getting the walls of the remaining four storeys up and the roof on.

The building is 163 by 123 feet and is being erected after the style of the large packing houses in Chicago and Kansas City. There are to be two main divisions, namely, the cooling division and the main manufacturing division. The cooling division will have seven floors with a total storing capacity for carcasses of 5,000 cattle, 3,000 hogs and 1,500 sheep, which is expected to be the daily output when the plant is in full swing.

A power and heating plant is also to be erected in connection with the packing house, which is to be 122 by 90 feet. The plant is three miles from the centre of the city to the northeast. It has been supplied with water and sewerage service from the city system.

**HINTS TO BUYERS.**

Dealers say that all signs indicate that 1908 will be by far the largest year for tan shoes ever known. With this in view merchants should see to it that their stock of tan shoe dressing is well filled up. Dandy Russett Polish, manufactured by Whittemore Bros. & Co., Cambridge, Mass., is one of the most satisfactory polishes on the market, and should be found on the retail merchants' shelves.—Advt.

"If you have a good thing you should let the world know it." The following of this principle has enabled many business men to make a success. Every retail merchant should aim to keep before the public the seasonable goods that he has on hand. Salable goods should be kept to the front in their proper seasons. Just now is a particularly good time to make a display of brushes, brooms, woodenware, etc. Your windows and show cases should be utilized to show the variety of goods you carry in these lines. In many stores these goods are not regarded as suitable for display, and are relegated to back shelves and out-of-the-way corners. Try the effect on your trade of giving these lines a front place.

W. P. Eby, of Eby-Blain & Co., Toronto, left on Saturday for a three weeks' trip to Manitoba, the Northwest and British Columbia.

# How's Your Trade

in the following lines ? Here is a quotation that ought to fetch orders your way :

LALOR'S "BEST" Evaporated Apples, boxes 50 lbs.,  
at 7 ½c. lb.

RED CROSS 3-lb. Baked Beans in Chili Sauce, cases  
two dozen, \$1.00 a doz., less 20 per cent.

## Vinegar! Vinegar! Vinegar!

in barrels, half-barrels, octaves and half-octaves.

We have just contracted for.

**100,000 Gallons**

from no less a firm than

**THE OZO COMPANY, Limited**

Strength and purity a compliment to the well-known  
"Ozo" integrity.

HUDONBERT	-	118 grains
GAZELLE	-	88 grains
CYCLONE	-	72 grains

We cannot quote our figures in the papers. You wouldn't believe your own eyes!  
But just ask for our prices and keep your mind on the 100,000 gallon order when you  
get our almost-given-away prices.

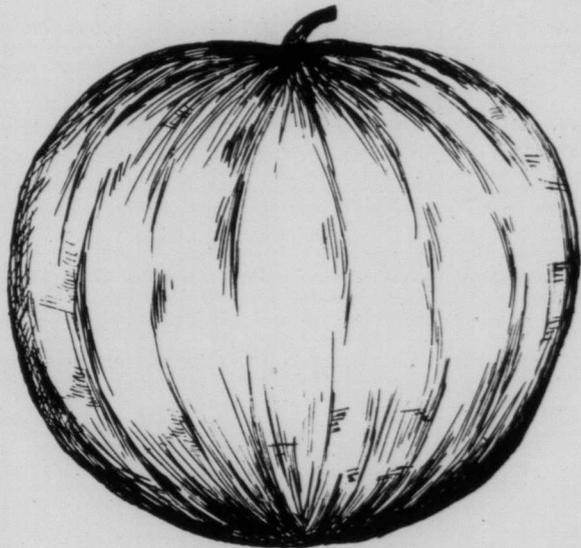
# HUDON, HEBERT & CO.

LIMITED

## MONTREAL

The most liberally managed firm in Canada.

To the Grocery Trade of Canada :



## DO YOU KNOW

that the Essex brand of **Prepared Pumpkin** is the best packed in Canada or any other country? For proof of this, we will submit sample. Are you open for any? If so, write to

**THE ESSEX CANNING & PRESERVING CO., LTD.**

28 WELLINGTON ST. E., - TORONTO, CANADA

*We will quote prices that will interest you and prove profitable.*

## SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are :

Getting Holiday Business,	Package Sales,
Special Sales,	Money Making Ideas,
Expositions,	Contests,
Souvenirs,	Sensational Advertising.

Do you want to know 333 WAYS OF GETTING TRADE? We will send you "Sales Plans" postpaid on receipt of \$2.50.

282 Pages Bound In Cloth

**The MacLean Publishing Company**

Technical Book Dept., 10 Front St. E., Toronto

In Everything we Manufacture  
OUR AIM IS QUALITY.

That is why we make

## "Young-Tom" Washing Powder

which is "for PURIFYING and  
CLEANSING UNEXCELLED."

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

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

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

**REGINA, CANADA**

We are offering  
Splendid Value in

## ROLL BACON

A rapid seller at present time on account  
of special low price.

MILD CURED  
NEATLY ROLLED  
NICELY SMOKED

Trial order will convince superiority.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

**Hams Bacon**

**Eggs**

For

# EASTER

**ORDER NOW**

**F. W. Fearman Co.**

Limited

**Hamilton, Ont.**

## THE BEST TEST

of ham and bacon is—eat it! So it  
is not only the proverbial pudding  
whereof the proof is eating. Just  
YOU try



## HAM AND BACON

and you will then be in possession  
of the "reason why." You can't  
imagine anything so savory, so tender,  
sweet and juicy, as Corona  
Brand Ham and Bacon.

PRICES ON REQUEST.

**THE MONTREAL PACKING CO.**

Limited

MONTREAL, : P. Q.

WE HAVE NO RETAIL STORES.

## WHAT IS EASTER

or any other festival for that matter  
—which doesn't open up in the  
morning with new laid eggs and

## RYAN'S Short Roll Bacon

This is the most delicious and the  
cheapest meat on the market. Mild  
cured, made from carefully fed  
young hogs.

Get our prices to-day.

**The WM. RYAN CO.**

LIMITED

70-72 Front Street East

**TORONTO, - ONT.**

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# Dairy Produce and Provisions

Cheese Steady With An Easier Tone—Butter Firmer Under Active Demand for New Made—English Market More Receptive for Canadian Hams and Bacon.

## CHEESE AND BUTTER BULLETIN

Montreal, April 15, 1908.  
Cheese continues pretty steady in feeling, with a slightly easier tendency, if anything. This weakness is not noticeable on the surface, but it appears to be there, however, and may be observed if one is in the market to buy.

The easiness is due to the lack of inquiry in a buying way. Old Country houses have not been very keen over the Canadian situation during the past week. But little stock has left Montreal for the other side within the past six or eight days. Some shipments have been made, but these are believed to be chiefly on order, that is, cheese which has been held awaiting the commands of the owners across the water.

Holders continue to ask the same prices as last week, practically 13c to 13½c for colored, but it is quite probable that they would shade if there was a buyer for a large quantity. One dealer stated that 12½c would be accepted by many for large sales because of the fact that the market is exceedingly dull and shows no immediate improvement.

With navigation about to open, however, it is likely that greater interest will be displayed in this commodity. Usually the river is open about the last week in April, and this year the opening will be quite as early as in past seasons, if not earlier. Steamship companies generally schedule their boats to arrive in Montreal the latter days of April or the first few days in May, for the first trip of the season.

What white cheese is on offer is quoted around 12½c to 13c, but, as in colored, it is believed that smaller figures would be accepted if sales would result.

Receipts of cheese last week amounted to 133 boxes, against nil boxes previous week and 709 boxes same week last year. Total receipts to date amount to 2,654,111 boxes, against 2,351,085 boxes same period a year ago.

Owing to the great demand for new butter and the scarcity of the article, prices this week jumped up to 34½c and 35c. These figures are quite an advance on the quotations given in these columns last week, which were 29½c to 30c for finest new make.

On Saturday last at Cowansville, 33½c was paid for the goods of one factory, which means about 34c in Montreal. Many other purchases are being made on a similar basis, but the cost of bringing the butter to Montreal would make the price in many cases one cent above that paid at the creamery.

Most of the arrivals of new butter are express, the make not being large enough yet to warrant freight shipments. In fact, demand is so strong for the new goods, makers are obliged to ship by express in order to place it as quickly as is desired.

It is expected that these prices will be easier after the first few days of

next week, owing to the finishing of Lent, which ends to-morrow. It remains to be seen, however, whether they will be maintained longer than is expected.

Dairy butter is quoted to-day in the neighborhood of 28c to 30c. There is a fair supply on hand, and demand for it is good. It is for the new creamery, however, that there is the real demand.

## THE PROVISION SITUATION

A scarcity of Canadian bacon and ham in Great Britain at present has forced that market into a somewhat more receptive mood, and a good demand for the best selections has advanced prices a couple of shillings above last week's quotations. Canadian goods now demand prices ranging from 6 to 10 shillings per hundredweight higher than the home product.

Even with the market in this encouraging condition little Canadian product has been going forward. Local deliveries have been exceedingly light and with a good demand here the local markets have taken practically all the goods turned out.

Deliveries at American points have also been light and as a result of market conditions summarized below, shipments from the United States to the British market were materially curtailed. The Danes, however, were just as busy as ever last week and sent over an aggregate of 50,000 boxes to the British market. Advices from England note that a material curtailment of Danish deliveries is expected for several weeks, shortly, and this should provide for considerable encouragement to the Canadian packing industry.

Prices ruling this week were, for hogs f.o.b. \$6.10 to \$6.15, and for hogs off cars at factory \$6.50 to \$6.70.

The New York Journal of Commerce gives the following summary of American market conditions last week:

"The past week has witnessed a marked falling off in speculation in hog products. Receipts of hogs have been a little more liberal but still moderate, and the advance in prices has been checked, though they have not yet reacted to any extent. But the shorts appeared to have been pretty thoroughly scared out previously, and demand has fallen off materially, as the packers have not appeared to have been supporting the market, except on weak spots to prevent a break. The publishing of the month's stocks, showing an increase after a month of light receipts in March, seems to have taken all the bull sentiment out of the market. But there has been no pressure to sell either from the packers

and dealers are at their wit's end to supply their various customers in a quantity which will satisfy them even in a measure. It is likely that the advanced figures asked this week will check consumption to a certain extent, as the high prices did a few weeks ago.

Receipts of butter last week amounted to 379 packages, against 167 packages previous week, and 579 packages same week last year. Receipts to date amount to 417,212 packages, against 613,797 packages same period a year ago.

or speculators, as the packers own the stocks, and shorts would only be putting themselves in their power by selling the market short. As a result, it seems to be drifting into a dull rut, with no public interest of importance, now that the shorts have been out-squeezed, although there may be some outside long interest yet. But if so, and of any importance, the next move will be for the packers to shake them out. The fear of this has materially curtailed spot demand this week, although there has not been selling pressure enough to produce any decline as yet from the late advance. Prospects of a better hog supply, when farmers have finished their spring work, are considered good, and improvement in this week's receipts is regarded as a sign in this direction."

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—The provision market is still very firm with a brisk demand for all lines. Local packers report Eastern trade this year to be in excess of that of last year.

Lard, pure tierces.....	56-lb. tube	0 12½
"	30-lb. pails, wood	0 13
"	cases, 10-lb. tins, 50 lbs. in case	0 12½
"	5-lb.	0 13
"	5-lb.	0 12½
Lard, compound, tierces, per lb.		0 08½
"	tube	0 08½
"	20-lb. pails, wood	0 09
"	20-lb. pails, tin	0 09
"	cases, 10-lb. tins, 50 lbs. in case	0 08½
"	5-lb.	0 08½
"	5-lb.	0 08½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear		22 00
American fat back		23 07
Breakfast bacon, per lb		0 13 0 15
Hams		0 12½ 0 14½
Extra plate beef, per bbl.		13 00 14 50

BUTTER—The butter market is firmer this week, as will be noticed in the quotations given below. This is due to storage stocks being light, and receipts of fresh made limited. It is expected that present prices will hold for a week or so, until the receipts become heavier.

**Dairy Butter, Eggs**  
 ALWAYS A BUYER AND SELLER  
 WHOLESALE  
**GEO. W. PROUT, Winnipeg**

I GET HIGHEST PRICES  
 for  
**BUTTER; EGGS**  
 SELLING DIRECT TO  
 CONSUMER  
 Will handle your produce on commission  
 —prompt returns  
 Correspondence Solicited  
**L. A. HEATH**  
 332 Ellice Ave., WINNIPEG, Man.

**FEATHERS** of all kinds and  
 of the best qual-  
 ity can be had  
 at reasonable prices of  
**P. POULIN & CO.**  
 MONTREAL  
 Ask for quotations.

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

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

**ORDER NOW**  
**BROOMS**  
**BRUSHES**  
**BASKETS**  
**BUTTER TUBS**  
**WALTER WOODS & CO.**  
 Hamilton and Winnipeg

Roll butter is still scarce and top prices for this line prevail.

Creamery, full make, boxes	0 31	0 32
Fresh Creamery	0 34	0 35
Dairy, tubs	0 23	0 24
Fresh large rolls	0 27	0 28

**CHEESE**—The cheese market is a little easier this week. New large cheese is quoted at 13½c to 13¾c, while new twins is quoted at 13½c to 13¾c. Some of the factories in the Brockville district are now in operation.

Cheese, old	0 15½	0 16
" new, large	0 13½	0 13¾
" twins	0 13½	0 13¾

**EGGS**—The egg market is a little easier this week, and fresh laid are quoted at 17½c to 18c dozen. Pickled eggs are not quoted this week as they are off the market. Demand for new laid is heavy for the Easter trade.

New laid	17½	0 18
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**HONEY**—The honey market is unchanged, there being only the usual demand at the old prices.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk	0 10	0 11½

**TORONTO.**

**PROVISIONS**—The market is steady, assuming better proportions as the spring trade gradually opens up. Prices are all round firm to higher. Provisions are especially firm, owing to the high prices of hogs. Lard has advanced ¼c for tierces, tubs and pails. Fresh meats are in fair demand. Prices rule about the same.

Long clear bacon, per lb.	0 10½	0 10¾
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 10	0 10½
Small hams, per lb.	0 14	0 14½
Medium hams, per lb.	0 13	0 14
Large hams, per lb.	0 12½	0 13
Shoulder hams, per lb.	0 09½	0 10
Backs, plain, per lb.		0 16½
" pea meal		0 16½
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl.	21 00	21 50
Lard, tierces, per lb.		0 11½
" tubs		0 12
" pails		0 12½
" compounds, per lb.		0 08½
Plate beef, per 200 lb. bbl.	13 50	14 00

**BUTTER**—The situation has not brightened up much yet. Stocks of both creamery and dairy are still low, with a demand strong enough to maintain prices at their old level.

	Per lb.
Creamery prints	0 30 0 32
Creamery solids	0 28 0 31
Farmers' separator butter	0 28 0 31
Dairy prints, choice	0 27 0 28
" ordinary	0 23 0 25
" tubs, choice	0 22 0 24
" tubs, ordinary	0 21 0 22
Baker's butter	0 21

**EGGS**—The nervous condition of the market last week has been succeeded by an easier feeling. Deliveries remain heavy and in spite of a good Easter demand, have resulted in a decline of ½c.

Eggs, new laid	0 17	0 17½
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**CHEESE**—The market is featureless. There is a slightly improved demand, but prices remain unchanged.

Cheese, large, prime old	0 14	0 14½
" new	0 13½	0 13¾
" twins	0 14	0 14½

**HONEY**—No change is reported in the sick condition of the honey market.

Honey, strained, 60 lb tins	0 12	0 13
" 10 lb tins	0 12½	0 13½
" 5 lb tins	0 12	0 13
" in the comb, per doz.	2 00	2 25
Buckwheat honey, per lb.	0 8	0 10
" in comb, per doz	1 25	1 50

**POULTRY**—Fresh fowl is still scarce. Prices are not materially different. Storage stuff is moving slowly.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

**WINNIPEG.**

**BUTTER**—For the best No. 1 dairy produce houses are paying 24c to 25c per lb. Supplies are liberal, and these prices are likely to be reduced at any time now. For No. 2 grade the price offered is 20c per lb.

**EGGS**—Produce houses are paying 14c to 15c per dozen for fresh eggs, for Winnipeg.

**FOOD INSURANCE IN MONTREAL.**

**Proposal to Form Company Which Will Guarantee Purity.**

A novel scheme has been promulgated by the Medical Health Officer and other officials in Montreal with a view to organizing an insurance company in the city which shall guarantee the absolute purity of all foods coming under its control.

The insurance is to cover every moral thing that a human being eats. The very poorest citizen is to be given the same protection against impure food as the citizen who has millions.

The plan of this quaint insurance is simplicity itself. In the first place large producers of food are to be asked to adopt a stamp which will inform the public that the article is absolutely pure and wholesome. This stamp will be a printed policy and a guarantee to the purchaser. That means if by chance the food so stamped is found not to be wholesome, all a citizen does is to return the food to the company, insuring it and he gets ten times the amount he paid for it. For this protection the suggestion is that the householder is to pay to the company, whether it be a private or civic one, something like fifty cents a year.

Dr. McCarrey, the city's chief food inspector, when interviewed regarding the matter, said: "It was true that the inauguration of such a company was contemplated in the city. He had not the slightest doubt but that an organization of this kind would be of great service. "Such insurance," he said, "would protect every householder against impure milk, and all other kinds of impure food. I do not think there would be many householders in the city who would object to paying a trifle the fifty cents a year to be protected against unwholesome food."

"Will the project be run by the city or by a company?" was asked.

Dr. McCarrey said he was not in a position to answer the question. While the matter had been discussed for some time among officials and others at the City Hall, no definite plan had been drawn up. It was likely, however, that a plan would very shortly be given out. So far as the big food producing companies were concerned, he believed that they would gladly welcome such a venture, as a stamp on their products, stating they were pure, would be of great commercial value to themselves. He understood that many large food concerns in the city had already approved of the plan.

## "CLARK'S"

Now The Standard Meats

*It meant time, investigation and experiment to produce CLARK'S MEATS and make them the Standard Preserved Meats of Canada.*

*That's what they are—Long ago they passed the experimental stage—where many are to-day—and took the leader's place.*

*The best housekeepers know this and accept CLARK'S without question.*

*With the standing they have CLARK'S MEATS are the safest purchase a grocer can make.*

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

## Your Customers Want

foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling

**HEINZ**  
**57 VARIETIES**  
 PURE FOOD PRODUCTS

(the kind that contain no preservatives)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws and are guaranteed to suit. Money back to your customer if they ever fail to please.

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

**H. J. HEINZ COMPANY,**

New York      Pittsburgh      Chicago      London



**REINDEER condensed COFFEE**

Hot Water Only



Required for

**A CUP OF COFFEE**  
**A SPLENDID SELLER**

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

By  
Royal Warrant



To  
H. M. King  
Edward VII

There is only one

# BOVRIL

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

**Supplies can be obtained from—**

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

*and from all wholesale houses throughout Canada*

**WORLD'S SUGAR PRODUCTION.**

An estimate by the British Board of Trade of the sugar production of the world for 1906 makes a total of 14,312,716 long tons, of which 7,317,472 tons were cane and 6,995,244 tons beet, the production of both kinds advancing practically at the same rate since 1898. In the production of cane sugar, British India had the largest output of 2,223,400 tons, and in beet sugar Germany ranked first, with an output of 2,362,187 tons. In consumption of sugar per head Australia stands first at 129 pounds, the United States coming next with 89 pounds, and the United Kingdom following at 81 pounds.

**TRADE NOTES.**

Operations have commenced on an extensive new building for the Galt Soap Works, in Galt.

Marriott & McDonald have opened a grocery store in Arcola, Sask., and are running a bread business in connection.

W. H. Hadley, of Red Deer, Alta., opened a green grocery, fruit and poultry store in that town on April 13th.

**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.

**REALLY PURE**

# FUSSELL'S THICK CREAM

(GOLDEN BUTTERFLY BRAND)

Is taken only from the richest meadowland milk, and you get it in just that pure, rich state, scientifically packed in tins only, without any sugar or chemical. It will keep fresh anywhere and for any length of time. Always insist on Fussell's.

Keep your Labels to get a Gold Watch Free.

FUSSELL & Co. Ltd., LONDON & NORWAY

Prices and Particulars of the Agents

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

**MOTT'S DIAMOND CHOCOLATE**

CANADA: No better Country

MOTT'S: No better Chocolate

---

The Leaders Still—

## Mott's

"Diamond" and "Elite"

brands of

# Chocolate

are the favorites with the Canadian housekeeper and with the retail grocer. Their purity and uniformity of quality at all times has established their reputation on a firm basis.

For sale by all jobbers

### John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

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

## At My Expense

I want to send you the closest mill prices on

# B U D A

"The Flour of Quality"

This flour is a high-grade Hungarian Patent, milled and blended from the highest grade Eastern and Western wheat by millers whose experience covers half a century. It is rapidly superseding other brands wherever introduced.

Write or wire me to-day for carlot prices.

## J. B. HARTY

PICTOU, N.S.

# THE FLOUR AND CEREAL MARKETS

Flour and Cereal Markets Generally Steady—Better Outlook for Export Business—Lines of Candy Advancing.

The flour and cereal markets remain fairly steady this week, with no particularly new features to report.

Deliveries of both wheat and oats have recently been comparatively light, but the improved condition of the country roads, which are rapidly drying up after the passing of the snow, promises to help this feature of the business.

The fact that large shipments of flour have been made during the last week to foreign points shows that the market is again coming to an export basis.

Business in cereals is almost purely local, but demand keeps fairly steady.

## MONTREAL.

**FLOUR**—The flour market remains firm at the old quotations. Demand is good locally, and there is not expected to be any material change in this line until opening of navigation, which will be toward the end of the month.

Winter wheat patents.....	5 50
Straight rollers.....	4 75 4 80
Extra.....	4 00 4 10
Royal Household.....	6 10
Menora.....	5 60
Manitoba spring wheat patents.....	6 10
"    strong bakers.....	5 50
Five Roses.....	6 10
Harvest Queen.....	5 50

**ROLLED OATS** — The rolled oats situation is unchanged since last report. Dealers report fairly good demand at the old prices.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated ".....	3 20
Gold dust cornmeal, 98-lb. bags.....	2 25
White cornmeal.....	1 65 1 75
Roller oats, 90-lb. bags.....	3 12 1/2
"    80-lb. bags.....	2 75 2 80
"    bbls.....	6 10 6 35

**FEED**—The feed market continues firm, with no change in prices. Demand for all lines is fair.

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

## TORONTO.

**FLOUR**—The market remains steady in prices, though it is a little weaker than at last reports. Demand is fairly good, with an outlook for further export business shortly.

<b>Manitoba Wheat.</b>	
80 per cent. patents.....	5 30 5 50
Patents.....	5 10 5 30
Strong bakers.....	4 90 5 10
<b>Winter Wheat.</b>	
Straight roller.....	4 50 4 60
Patents.....	4 60
Milled.....	4 80

**CEREALS**—Business remains comparatively quiet, with somewhat light deliveries. Fairly good local demand is felt. Prices this week are quoted as follows:

Scalped wheat in barrels, 100 lbs.....	3 00
Roller oats, in wood, per bbl.....	6 50
"    in bags, per bag 90 lbs.....	3 25 3 30
Cornmeal, standard and granulated, in bags 98 lbs.....	3 25 3 50

## CONFECTIONERY.

The confectionery situation remains about the same as at last reports. Manufacturers have advanced the prices of the cheaper lines half a cent, but as yet there has been no general advance on the higher grade goods.

With the added advance in sugar during the week, however, the feeling in the candy business is even more firm, and it seems probable that lines of confectionery in general will follow to some extent the increase in price of sugars.

## CANADIAN FLOUR TO EGYPT.

Toronto Firm Made Another Shipment Last Week.

The Campbell Milling Co., Toronto Junction, made large shipment of flour to Alexandria, Egypt, last week. This is a continuation of business which was opened by a sample shipment some time ago—the quality of flour submitted meeting the demands of buyers in Egypt—and promises to develop somewhat extensively.

The shipments are made, peculiarly enough, via Boston and Liverpool, it being impossible to secure satisfactory rates direct from the American port to Egypt, though several steamers run direct.

## TO EXPLOIT DEEP SEA FISHERIES

Largest Storage Plant in the World to be Erected at Prince Rupert.

Up to the present time United States firms have almost completely monopolized the deep sea fishing on the Pacific Coast.

This condition, however, if recent developments in Canada materialize, will not exist much longer. The United States companies are to have a powerful Canadian rival, the Canadian Fish & Storage Co., which has just been organized, with headquarters at Prince Rupert. The new company seems destined to play a large part in the development of the fisheries of the coast.

Commencing as soon as weather conditions permit, the new company will erect the largest plant for cold storage of fish in the world. At the head of the company as president is Andrew Kelly, of Winnipeg, president of the Western Canada Produce Company; the vice-president is James Carruthers, the Montreal grain merchant; J. W. Stewart, manager of Foley Brothers, the railway contractors, is a director; G. H. Collins is a director and the treasurer, and the managing director is Grier Stewart, formerly a manager of the New England Fish Company, the largest American company operating on the coast. The

# This Is It



For the grocer who is looking for customer-catching trade-retaining soda biscuits, Mooney's Perfection Cream Sodas are "It." Have you ever tried their effect? Better do so now! You will find no biscuits anywhere, so saleable as

## Mooney's Perfection Cream Sodas

They fill a human want for dainty, lastingly crisp crackers.

## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## GOX'S GELATINE

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

Canadian Agents  
C.E. Colson & Son, Montreal  
D. Masson & Co., " "  
A. P. Tippet & Co., " "

J. & G. Cox, Ltd.  
Gorgie Mills  
EDINBURG

company is capitalized at \$1,500,000, and already enough has been subscribed to go ahead with the building of the plant. Mr. Collins is in the East with the object of visiting New York and Boston to make arrangements with wholesale dealers and he will also visit England and Germany. He was in Ottawa recently consulting with the Department of Marine and Fisheries on questions arising in the deep sea fisheries. When interviewed regarding the outlook for the new company's success, he said:

"All these years the fishing banks of the Northern Pacific have been exploited by American firms doing business from Seattle and Vancouver. The greatest fishing banks in the world are within 50 or 60 miles of Prince Rupert, and we will have the advantage of distance. The southern firms have to steam 1,100 miles to and from the banks and we have only 100 miles. The fish caught are chiefly halibut, but carp, herring, salmon, sole and other varieties are also plentiful. Our plant will have a capacity of six million pounds, and we expect to ship to all parts of the world, Canada, the United States, Great Britain, Germany, Australia, China and Japan.

"Another branch of our business," continued Mr. Collins, "will be new. There are immense quantities of inedible fish caught there which are now thrown back into the sea. We will take these and the offal of other fish and make them into a fertilizer, which will sell for \$35 or \$40 a ton.

"Our plant should give employment to a fleet manned by at least 2,000 men and our proximity to the banks should enable us to land our fish 30 to 40 per cent. cheaper than the southern companies. Then we gain several days in ocean transportation, so I think the all-Canadian company should win success."

**WILL MANUFACTURE CIDER IN CANADA.**

English Firm Secured Plant in Nova Scotia and Will Ship to Home Market.

A recent letter by Harrison Watson, Canadian Trade Commissioner in England, contains some interesting information in regard to cider, which will be read with interest by the trade in Canada. Of particular note is the fact that an English firm has secured a controlling interest in a factory in Nova Scotia and will manufacture the beverage there for shipment to England. Mr. Watson writes as follows:

"In connection with some enquiries which were made for an Ontario producer of cider who wished to get into touch with firms on this side who would be prepared to purchase supplies of apple juice for blending and other purposes, it is stated that Canadian shippers are considerably handicapped in competition with American producers in having to pay during the winter months the necessarily heavy cost of inland transportation between Ontario points and Canadian shipping ports. The winter season is the time when importers chiefly require supplies. It is difficult

to see how this is to be overcome, in so far that many of the American cider-producing districts are comparatively close to sea ports which are open all the year round, unless Canadian shippers also utilize American ports during the winter. Incidentally, it may be mentioned that there seems to be a considerable demand for imported cider this season, owing to the light crop of apples last autumn in the United Kingdom and on the continent. Several importers would apparently welcome Canadian supplies if they could be laid down here at a price to compete with United States quotations.

"I recently had a conversation with one of the principal English cider manufacturers, upon whose behalf I made some extensive enquiries a few years ago in connection with a proposal which this firm had under consideration for establishing a plant for the production of cider in some part of the Dominion. Negotiations at the time fell through, but since then the firm has been giving the matter attention, and a short time ago sent out a representative to personally look into the whole subject.

"I was informed that as a result the firm has acquired a controlling interest in a plant in the Maritime Provinces, which it is proposed to develop upon a larger scale. It is their intention to produce supplies of juice for shipment to their own factories in England, and also to manufacture cider for the Canadian market, by the employment of the same methods which have acquired a high reputation for their cider in the United Kingdom. I understood that the question of transportation had an important bearing upon their selecting Nova Scotia as the most suitable site for the purpose which they had in view."

**PERSONAL NOTES.**

Samuel Hooper, of Kyle & Hooper, Toronto, left last week for a four weeks' trip to England.

C. H. Stearns, representing John Prentice, of Naismith & Co., wholesale provision and commission merchants, of Vancouver, was in Toronto last week and called at The Grocer office.

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

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

**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.

**EPPS'S GRATEFUL COMFORTING COCOA**  
 IN 1/4-LB. LABELLED TINS. 14-LB. BOXES  
 Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal  
 In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

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

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

*Kellogg's*  
(SANITAS)

TOASTED CORN FLAKES

THIS IS THE GENUINE



The one that sells  
and don't stay  
on your shelves.

STOCK IT NOW.

If you are in  
ONTARIO, QUEBEC or the  
MARITIME PROVINCES  
Ask your jobber for the latest prices.

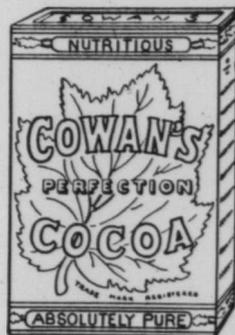
SALES OFFICE

20 FRONT ST TORONTO ONT

BRANCHES { CARMAN ESCOTT CO 141 BANNATYNE ST WINNIPEG MAN.  
SHALLCROSS MACCAULEY & CO VANCOUVER & VICTORIA B.C.

In a Class by Itself  
Above All Others Stands  
**COWAN'S**  
Cocoa and Chocolate

Absolutely Pure—  
Unbeatably Delicious.  
The healthiest, most  
invigorating Cocoa and  
Chocolate on any mar-  
ket.



The Cowan Co., Ltd.

**MEURISSE**  
Orange Chocolate Cream Bars

Possess that piquant delicacy of flavor  
which ensures a steady sale of the line.  
Once one tastes this specialty the craving  
for more is awakened. Therefore it pays  
to handle these goods. Order from

**Chocolats Meurisse**

J. A. HERREBOUDT, Manager

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

**NATION'S**

Simply Delicious  
In Packets and 4-oz. 8-oz. & 16-oz. Tins



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



**Bakers and Confectioners**

Our new department is well stocked, Shelled  
Nuts, Egg Savers, Icing and Marshmallow  
Powders, French Fruits, Oils and Flavor-  
ings, Dry and Liquid Colorings, Dragees,  
Currants, Raisins, Dates, Almond Pastes,  
Fruit Syrups, all styles of Cocoanut.  
Write call or telephone us for anything  
you need.

The Canadian Cocoanut Co. 107 Lagachetiere Street West, Montreal

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C. - J. F. MOWAT & CO. ST. JOHN, N.B. - W. A. SIMONDS  
WINNIPEG - J. M. SCOTT QUEBEC - ALBERT DUNN  
KINGSTON, ONT. - W. H. DALBY. TORONTO - Roelofson & Roelofson

**MACE'S**  
Original Ice Cream Powder

This is a line which will bring you good profit.  
Quick seller. In steady demand. Makes a Per-  
fect Ice Cream by simply adding boiling milk.  
**The Original Ice Cream Powder.** After  
first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

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

746 Notre Dame St., West, - MONTREAL

**LOBSTERS FOR PACIFIC COAST.**

**Experimental Shipment Sent From Halifax With a View to Propagation.**

Several attempts have been made within the past two or three years to transplant lobsters from the Canadian Atlantic fisheries to the Pacific Coast, with but questionable success. It has been thought that not enough care was taken in the previous shipments and another experiment is now being carried out by officials of the Marine and Fisheries Department, the success of which will mean much for the lobster industry in Canada. On Friday, 10th, a shipment of 1,620 live lobsters was made to the Pacific coast, and is expected to reach its destination in about a week.

The lobsters were placed in fifteen specially constructed refrigerator packages. These packages are about four feet square and each contains twelve metal traps. The traps are made in sections, and one lobster was placed in each. On top of the refrigerator is an ice pan and underneath are air spaces through which circulation of air can be maintained, and attached to each is a thermometer. Each lobster is packed in a bed of sea weed. In the car were taken 145 gallons of salt water in jars and casks, and each day the lobsters will be saturated with salt water. The lobsters were specially selected, being caught last week, and they passed direct from the fishermen to the refrigerators. The shipment was made in a special car, provided by the Dominion Express Company, and is in charge of H. A. Cunningham, Superintendent of Fish Culture, Ottawa, and Alex. Finlayson, Inspector Fisheries, Ottawa. These officials are going through to the Pacific coast with the shipment.

On arrival of the shipment at Vancouver, a steamer will take the lobsters on to Victoria, where a special pond has been constructed to receive them. Extensive experiments will be conducted there, and the outcome will be awaited with interest, as promising the transplanting of this valuable Atlantic fishery to the Pacific Ocean.

**CANADIAN-MADE LICORICE.**

**Will Be Manufactured in Quantity in Montreal Shortly.**

Licorice is about to be made in large quantities in Montreal. The splendid new factory of the National Licorice Company, Brooklyn, is completed, and the many lines which are turned out at the American factory will be manufactured in Montreal within the next month.

Well located, the new factory certainly is. It is situated on Desjardins Avenue, corner Ernest Street, Maisonneuve. There is a twenty-foot lane at the back, while the company has six feet of property on the remaining side. Consequently, they will be sure of the very best of light at all times. The building is 100 feet by 96 feet, and is equipped with all the latest machinery for use in the manufacture of licorice. Throughout the firm has been governed in building by their experience in the factory in Brooklyn.

E. M. O'Brien, who comes from Brooklyn, has been appointed manager of the Montreal factory. Mr. O'Brien is widely known in the licorice trade, having been in the business for fourteen years. He is getting after the Canadian business in earnest.

J. M. Brayley will continue to act as sales agent for the company in Montreal, as will R. S. McIndoe in Toronto, Wiseman & Ashley in Winnipeg, J. F. Mowat & Co. in Vancouver, and H. S. Daly in St. John, N.B.

**AUSTRALIAN DRIED FRUITS COMING.**

**Prospects Good for Record Season for Raisins and Currants.**

The Canadian Trade Commissioner for Australia, D. H. Ross, writing from Melbourne recently, tells of encouraging prospects for a record season in dried fruits in certain sections of South Australia. He says:

The 1908 season promises to give a record in the production of Laxias, Sultanias and currants at the rapidly expanding irrigation settlements at Mildura, Victoria and Renmark, South Australia. From inquiries made, it would appear that the 1908 quotations to Canadian importers will likely be a shade less than last year. The export prices will be fixed in March by a conference of the growers. Special efforts have been made by the Melbourne exporters to secure a much larger outlet in Canada for Australian dried fruits, and first shipments are contemplated by steamer sailing on April 13, and due at Vancouver on May 7.

**TRADE NOTES.**

Taylor Bros., grocers, of Hamilton, have assigned.

V. Decarie, grocer, of Montreal, is retiring from business.

The Dominion Tea & Crockery Co., of Ottawa, have assigned.

F. W. Onyon, grocer, of Toronto, has sold his business to John Skoyhs.

The general store of S. McCormick & Sons, Lunan, is advertised for sale.

E. B. Echlin, grocer, of Hamilton, has sold his business to J. H. Shannon.

Miss Maggie Brown has opened a grocery and ice cream business in Newboro.

W. M. Leigh, general merchant, of Kirkton, has sold his business to Wm. Moore.

The stock of Joseph J. Fournier, general merchant, of Rogersville, N.B., is advertised for sale.

W. L. McElwaine, grocer, of St. John, N.B., has assigned, and the stock is being sold at auction.

J. Wilson, who bought out Miss Miller at 806 Bathurst St. recently, is doing a bright little business in this popular stand.

E. W. Gillett Co., Ltd., Toronto, closed their factory yesterday for the holiday, and will not re-open till Monday, April 20th.

**A LEADING NEW BRUNSWICK GROCER.**

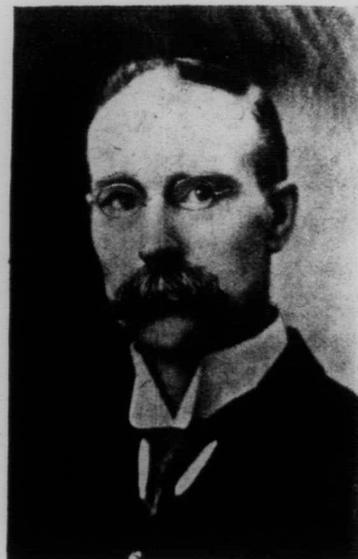
**D. P. MacLachlan, of Chatham, Takes Active Part in Local and Provincial Politics.**

One of the rising business men of New Brunswick is D. P. MacLachlan, whose photograph appears herewith.

Mr. MacLachlan is a son of the late Donald MacLachlan, who in 1860 established a wholesale grocery business under the name, D. MacLachlan, under which it is still run.

The young man became associated with his father in 1878, and with the rapid growth of the town, a retail business was developed, and trade is now done in both wholesale and retail branches.

On the death of his father in 1900, the son became the active head of the business. In the same year he was appointed a Commissioner of the County Almshouse at Chatham, and Secretary of the Board. This institution has the



MAYOR D. P. MACLACHLAN, M.P.P., A Leading Wholesale and Retail Grocer of Chatham, N.B.

reputation in the Maritime Provinces of being the best conducted of its kind, and many committees from other parts of the Provinces have come to inquire into its working and study its methods of management.

In 1903 Mr. MacLachlan was elected an alderman of the Town of Chatham, in which capacity he served three terms. In 1907 he was elected Mayor by acclamation, which office he still fills.

On March 3rd, last, he was elected on the Opposition ticket for the County of Northumberland to a seat in the Provincial Legislature. This is the party that has just been returned to power by a sweeping majority throughout the Province.

Mr. MacLachlan was married in 1896 to Miss Isabel Edgar, of Chatham. He is a Presbyterian, and has been a trustee of St. Andrew's Church for many years.

# 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.

# DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

## Twin Block Pure Maple Sugar

The Kind That Satisfies.

## Maple Cream Hearts

The People's Favorite.

## Wild Strawberry and Raspberry Jam

Pure and Delicious.

## Pickles and Ketchup

Of Superior Quality.

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## SUGARS and CANNERS

LIMITED

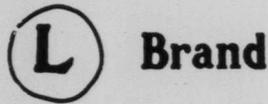
Montreal, Que.

# FRUITS, VEGETABLES AND FISH

Green Fruits Moving Unusually Well—Vegetable Market Active With Prices Easier—Heavy Holy Week Fish Business.

## PINEAPPLES

As usual we will handle the



Will ship only ripe well-colored stock unless otherwise ordered. This ensures ready sale.

Have full supplies of Navel Oranges, Lemons, Figs, Dates, Florida Tomatoes, Celery, New Cabbage, Beets, Carrots, Cucumbers, Strawberries, Etc.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St., TORONTO

Judgment for

## "Golden Flower"

on 3 counts

Quality—Cost—Profit

Remarks by those who know

The Quality is high and regular  
The Cost is minimum  
The Retailers' Profit is large

TRY 'EM  
McWILLIAM & EVERIST  
HAVE 'EM

The Redlands Golden  
Orange Association  
Redlands - California

The consumptive demand for green fruits has been heavy during the week. Easter buying is almost as heavy as that of Christmas, the extra good quality of the fruit at present being, no doubt, a stimulating factor. Dealers report satisfactory orders. Prices remain firm all round. Navel oranges continue to monopolize the orange demand. Lemons are steady with increased supplies. The banana season is opening up well. There is not so much talk of higher prices. Pineapples are arriving in well-ripened condition with prices easier.

In the vegetable market the chief feature is the heavy shipments of southern fancy varieties. These arrivals have somewhat depressed prices and thus brought these lines within the reach of the buying public. Considerable declines are noticeable in nearly every variety of southern stuff, such as strawberries, tomatoes, cucumbers, onions, etc.

The past week has been active in the fish market. This week being Holy Week the demand has been particularly heavy and dealers have been kept pretty busy filling orders. Some buyers are still holding back for fresh fish, but the bad storms have delayed shipments. Cod is still scarce as are other lines.

### MONTREAL.

GREEN FRUITS—Business is much better this week, and all lines are in good demand for the Easter trade, although the weather conditions have been unfavorable. Cocoanuts are higher this week, being quoted at \$3.75 to \$4 per bag. Strawberries are arriving freely and are quoted at 35c per box. They are in good demand. Bitter oranges are also quoted lower, being down to \$1.25 per box.

Bananas, fine stalk.....	1 50	2 25
" jumbos.....		2 25
Cocoanuts, new, per bag.....	3 75	4 00
Lemons.....	2 00	2 50
Navel oranges.....	2 75	3 25
Florida oranges, box.....		3 50
Porto Rico oranges, box.....		2 50
Jamaica oranges, bbl.....		4 00
Valencia oranges.....	3 50	4 50
Tangerines, half box.....	3 00	3 50
Pineapples, case.....	4 50	5 25
Grape fruit, box.....	2 75	7 00
Almeria Grapes, keg.....	4 00	6 50
Grape cranberries, bbl.....	11 00	15 00
Nova Scotia cranberries, bbl.....	6 00	7 00
Strawberries, qt.....	0 35	0 40
Apples lameuse, bbl.....	4 00	5 00
" other fall varieties, bbl.....		5 00
Bitter oranges.....		1 25
California Blood Oranges.....	3 60	4 25

VEGETABLES—Local dealers report a brisk trade this week for the Easter trade, all lines being in good demand. Cabbage is becoming scarce, and is quoted as high as \$1.50 per barrel. Turnips are also scarce and higher in price, selling at 75c to 95c per bag. Florida tomatoes are quoted lower this week, being \$3.50 to \$4.50 per crate. California celery is also lower, selling at \$5.50 per crate. Potatoes remain firm in price at \$1.05 to \$1.10 per bag. Other lines are in ordinary consumptive demand at the old prices.

Parsley, per doz. bunches.....	0 36
American parsley, large bunches, doz.....	1 00
Sage, per doz.....	0 80
Savory, per doz.....	0 80
Cabbage, bbl.....	0 75
Turnips, bag.....	0 75
Celery, doz.....	0 25
California celery, crate.....	5 50
Water cress, large bunches, per doz.....	0 75

Spinach, bbl.....	2 75
Green peppers, crate.....	3 50
Boston hot house cucumbers, doz.....	2 00
Potatoes, per bag.....	1 05
Sweet Potatoes, basket.....	3 25
Beets bag.....	0 75
Carrots, bag.....	0 65
Tomatoes, Florida, crate.....	3 50
Tomatoes, hot house, per lb.....	0 70
Spanish onions, small crates.....	0 70
" large crates.....	2 65
Canadian onions, lb.....	0 01
Boston lettuce, hot house, per doz.....	0 85
Radishes, doz.....	0 80
Bermuda parsley, crate.....	3 01
Mushrooms, per lb.....	0 75
Horse radish, per lb.....	0 12
Beans, green, basket.....	7 50
Egg plant, doz.....	2 00
California cauliflowers, per crate.....	6 50
New cabbage, crate.....	3 25
Florida Celery crate.....	3 50

FISH—There is a very brisk demand for all lines of fish this week, owing to this being Holy Week, and there being three fish days. Fresh haddies, kippers and bloaters are arriving daily. The first carload of fresh haddock reached Montreal from the east on Monday and is in good demand. Fresh halibut is quoted at 15c lb., and is arriving quite freely. Other lines are unchanged.

### Fresh and Frozen Fish.

Haddock, per lb.....	0 15	0 18
Halibut, per lb.....	0 08	0 08
Fresh halibut.....		0 15
Mackerel, ".....		0 08
Dore, ".....	0 07	0 07
Grass pike, lb.....	0 04	0 15
Steak cod, lb.....	0 04	0 05
Whitefish, lb.....	0 07	0 08
B.C. salmon, lb.....	0 08	0 09
Qualla Salmon, lb.....	0 07	0 07
Sea herring, bbl.....		1 50
No. 1 salt eels, lb.....	0 07	0 08
Smoked and Salted—		
Lake trout.....	0 09	0 09
Haddies, boxes, per lb.....	0 07	0 08
Kippered Herring, 50 in box.....		1 10
Smoked herring, per small box.....	0 16	0 17
Yarmouth Bloaters, per box.....		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases.....		5 25
Boneless cod, 20 lb. boxes.....	0 06	0 09
Extra boneless.....	0 08	0 13
Boneless fish, 20-lb. boxes, blocks.....	0 05	0 05
Boneless fish, 25-lb., boxes, per lb.....		0 04
Oysters and Lobsters—		
Standards, bulk, per imp. gal.....		1 40
Selects, bulk, gal.....		1 60
Paper pails, 100, pint size.....		1 10
" 100, quart size.....		1 50
Live lobsters, lb.....		0 20
Pickled fish—		
No. 1 Labrador herring, per bbl.....		5 80
" " per half bbl.....	3 00	3 25
No. 1 Nova Scotia, per bbl.....		5 00
" " per half-bbl.....		2 75
No. 1 Haddock, bbl.....		5 50
No. 1 Mackerel, 20-lb. kits.....		1 75
Green cod, per bbl.....		5 00
Medium " ".....		7 00
Large " ".....		8 50
Labrador Salmon, 1-bbls.....		8 50

### TORONTO.

GREEN FRUITS—The market has been exceedingly brisk during the week. Easter buying has been heavy, in fact, almost on a par with that of Christmas. Dealers are highly pleased with the orders received. Prices are not materially changed. A firm feeling is in evidence, but there is little probability of an advance. The first blood oranges of the season arrived during the week and are selling at \$2.25 per box. Navels still monopolize the consumptive demand. Lemons are fairly steady. Bananas are in strong demand for Easter. Pineapples are arriving in larger quantities, sound and well ripened, with prices somewhat easier.

Oranges, Navals, new.....	2 85	3 35
" Valencia.....	3 75	5 50
" Bahamas.....	1 75	2 00
Oranges, Blood.....		2 25
Lemons, California, 340, 800, 860, 420.....	3 00	3 25
" Messina, new crop.....	2 50	2 75
Grape fruit, 54's 80's, 90's.....	5 50	6 40

Apples, No. 1 winter fruit.....	2 50	3 50
" No. 2 .....	2 00	2 50
Bananas, Jamaica firsts, per bunch .....	1 75	2 00
Bananas, jumbo bunches .....	2 00	2 25
Cranberries per bbl.....	9 00	10 50
Almeria grapes, per keg.....	5 50	7 00
Tangerines.....	3 00	4 00
Pineapples.....	4 50	4 75

VEGETABLES—Business is brisk, particularly in fancy imported lines. Domestic vegetables are a little easier all around. Ontario potatoes have declined 5c. Cabbage and onions remain scarce. Turnips and parsnips are lower and more plentiful. Heavy shipments of southern vegetables are arriving. A car of tomatoes is on the market, with prices much easier. Nearly every other variety is easier, with quotations much lower. The prices enable the general public to buy heavier.

New Brunswick Delawares, per bag .....	1 00	1 05
Potatoes, Canadian, per bag .....	0 95	1 00
Sweet potatoes (Jersey), per bbl. ....	3 00	4 00
Onions, Spanish, per case .....	2 40	2 50
" per bag.....	1 45	1 50
" green, per doz .....	0 20	0 25
Cabbage, per ton.....	15 00	15 00
Carrots, Canadian, per bag .....	0 60	0 70
Carrots, new, per doz. bunches .....	0 25	0 25
Turnips, per bag .....	0 45	0 45
Parsnips, per bag .....	0 75	0 80
Farsley, per doz.....	0 45	0 50
Celery, Florida, per crate .....	2 75	2 75
Celery, Canadian, per doz.....	0 35	0 40
Lettuce, imported .....	1 15	1 15
Cucumbers imported, per doz.....	1 25	1 75
Tomatoes, imported, per crate .....	3 50	3 50
Strawberries, per box.....	0 11	0 11
Mushrooms, per lb.....	0 65	0 65
Rhubarb per doz .....	1 25	1 25
Raspberries per doz .....	1 25	1 25
Spinach, per hamper.....	1 00	1 00
Asparagus, per bunch.....	0 65	0 65

FISH—As anticipated, business has been quite brisk and will keep up during the week. Some buyers are still holding back for fresh fish, but the storms have delayed shipments. Frozen lines are moving well. Smoked fish is fairly active. Cod, halibut and mackerel are in short supply. Haddock is more plentiful. Finnan haddie has advanced to 10c and is in strong demand at present. Some extra good lobsters are on the market. Prices are not materially changed.

Perch, large, per lb.....	0 07	0 08
Blue pickerel, per lb.....	0 06	0 08
White fish, Georgian Bay, per lb.....	0 08	0 12
Whitefish, winter caught, per lb.....	0 08	0 09
Haddock, frozen, per lb.....	0 46	0 07
Holland herring .....	1 00	1 10
Herrings, Labrador, per box .....	3 00	5 25
" kippered, per box .....	1 00	1 25
" Digby, per bundle .....	0 85	0 85
Herring, medium, per lb.....	0 07	0 08
" jumbo, per lb.....	0 10	0 10
British Columbia salmon, per lb.....	0 12	0 12
Qualla, per lb.....	0 09	0 09
Trout, fresh, per lb.....	0 09	0 09
Chicoos, per basket.....	1 00	1 00
Labrador herring, fresh, per 100.....	2 40	2 40
Halibut, fresh caught .....	0 09	0 09
Shredded cod, per lb.....	0 08	0 08
Shredded cod, per doz.....	0 90	0 90
Halifax fish cakes, case.....	2 40	2 40
Acadia tablets, per case.....	4 80	4 80
Five lobsters.....	0 20	0 25
Bluefins, small white, per lb.....	0 07	0 07
Mackerel mediums, each.....	0 12	0 12
" large .....	0 25	0 25
Finnan Haddie, per lb.....	0 10	0 10
Flounders, per lb.....	0 10	0 10
Blowers, Yarmouth, per box .....	1 10	1 10
Oysters, per gal.....	1 85	1 85
" in shell, per 100 .....	1 50	1 50

TRADE NOTES.

The assets of H. Dandurand, grocer, of Montreal, were sold on the 10th inst.

O. Moe & Son, Rainy River, Ont., have taken over the business of B. W. Kert.

Seymour & Hyde, grocers, of Brookdale, Man., have dissolved partnership.

The assets of Stephenson & Son, general merchants, Norwood, were sold by auction on Wednesday, April 15th.

J. W. Casey & Son, grocers, of Ottawa, are succeeded by L. Ferguson & Co.

November Cut Lemons

"HOME GUARD BRAND"

The finest coming to the market are now due, can quote either f.o.b. Toronto or Montreal.

Write for Prices

WHITE & CO., Limited

Phone M. 6565 Toronto

The Unusuality

of "St. Nicholas" is they're always the same,

"THE CHOICEST OF THE BEST."

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

FRESH ARRIVALS . . .

Extra Fancy "Golden Orange" Brand

Washington Navel Oranges  
Fancy Sweet Sonora Oranges

EXTRA FANCY

California and Messina Lemons  
Florida Celery  
Early Vegetables and  
Ripe Bananas

HUGH WALKER & SON  
GUELPH, ONT.

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

## TRADE NEWS OF NOVA SCOTIA

Record Butter Prices—Staple Grocery Markets Steady—Good Apples Abundant—Experimental Shipment of Lobsters to Pacific.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., April 13.

The feature of the grocery markets last week was an advance in the price of butter. The limit has apparently not yet been reached. Record prices are now asked for any kind of butter, and all available supplies are being bought up. There is an opinion in certain quarters that some persons are trying to make a squeeze in the butter market. It is acknowledged that butter is a scarce article, but a jump of two cents per pound on the prevailing high prices seems to the consumer to be a little too much. The price now asked for choice creamery is from 32 to 33 cents, and even at these prices there is some complaint that the butter is short in weight. Some of the dealers are said to have fairly good stocks of butter on hand, and they are now realizing handsome profits. It is rumored that prices will go still higher, and the indications point likewise. The receipts of dairy butter coming to the market are very light. During the week some new made rolls were marketed, which sold for 30 cents.

\* \* \*

As the result of cool weather conditions during the week, the receipts of eggs have very materially fallen off, and the price of the previous week has held firm. The change in the weather has helped the market wonderfully, and saved what a few days ago looked like a big slump. Seventeen cents is the price quoted by the case, and they are plentiful at that.

\* \* \*

All staple lines of groceries are very steady. Sugar is unchanged since last report, but molasses is a little stiffer. According to advices received here, Barbados molasses is quoted at 1 to 1½ cents per gallon higher. The schooner Golden Rule, from Barbadoes for St. John, which put in to Yarmouth damaged, this week, has 272 puncheons, 68 hogsheads, and 50 barrels of molasses, and 100 barrels of sugar.

\* \* \*

Better quality apples can be purchased at reasonable prices in the local market now than at any period during the present year. Good Greenings, Golden Russets, Nonpareils and Spies are now offered for sale by the dealers, and even some of the auction rooms are handling this class of stock, selling it at private sale. Strange to say, the de-

mand is very light, though the price is within the reach of anyone for good apples at this time of the year. During the week some good Nonpareils sold for \$1.50, Greenings about the same, and also Ben Davis, but the other varieties, such as Spies and Golden Russets, command much better prices. First-class Spies are worth from \$3.50 to \$4.00, and Golden Russets about the same. One reason given for the light demand is that the market has been stocked right along with a poor grade of fruit, and persons who wanted a superior article being unable to obtain it, bought this stock. A commission man who handles a lot of apples says that the growers endeavored to work off the poorest quality of fruit first, and held back the best, and, being unable to market it abroad, are now offering it for sale locally.

\* \* \*

Another determined effort will be made to propagate lobsters in the Pacific, and with this object in view the Canadian Department of Marine and Fisheries have sent another shipment to the Coast. A special car with every modern equipment for keeping the fish in good condition, left on Friday for Vancouver. The outcome of this experiment is awaited here with interest, as its success means much for the Pacific.

### STUDYING POSSIBILITIES FOR TEA TRADE.

J. Campbell Black, of Brooke, Bond & Co., London, who has been taking a three months' trip through Western Canada, with a view to studying the possibilities of the tea trade, called on The Grocer in Toronto this week on his return. Mr. Black is enthusiastic over the possibilities of business in the West, and will probably make rather favorable reports to his firm in London.

Mr. Black sails from New York on the 20th for Buenos Ayres, and while in South America will study the possibilities for business with Chile and other countries.

### CONGRATULATIONS, PRESIDENT DANE.

#### Members of Trade Given Honors at Irish Society Elections.

At the elections of the Toronto branch of the Irish Protestant Benevolent Society on Friday evening, April 10th, Fred. Dane, broker, was given the office of president, and Samuel Crane, of the T. A. Lytle Co., was elected treasurer. Other members of the trade were honored, among whom were Ald. Mark Bredin, of the Bredin Bread Co., and F. W. Sloan, of John Sloan & Co., who were elected members of the Council.

## Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

**P. J. GIRARD**  
RICHMOND, - QUE.

The GRAY, YOUNG & SPARLING CO., Limited

### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

**JOHN E. CASSIDY**

Highest Quality Oysters  
WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

## Look Here!

### Some Interesting Prices

Large Bright Frozen Herring, per 100.	\$1.40
Bloaters, Box of 50	.80
Canned Mackerel, talls, per case	4.00
"    "    "    flats,    "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld.    "    "	4.25
Cod Oil, a gallon	.40

Send us your order.

**J. & R. McLEA**  
WHOLESALE FISH  
23 COMMON ST., - MONTREAL

Highest price paid for  
**DRIED APPLES**

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

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

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

### Just Arrived

Carload Florida Celery, Carload Florida Tomatoes, Carload New Maple Syrup. Strawberries arriving every day.

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

## OUR NEW BRUNSWICK LETTER

Coasting Trade Opening Well—Declines in Flour and Oatmeal—Grocers Doing Good Seed Business—Large Sugar Business.

Special Correspondence to The Canadian Grocer.

St. John, N.B., April 13, 1908.

With the advent of milder weather the coasting trade has opened up and business is reported somewhat better. A number of schooners have arrived during the past week and some good-sized orders have been shipped to Nova Scotia and along the New Brunswick coast.

Oatmeal declined 25 cents a barrel last week and oatmeal in packages dropped off 25 cents a case.

Star flour is quoted at \$5.65 a barrel, which is a drop of 10 cents. Wooden butter dishes have advanced five or ten per cent.

Butter reached a top notch price during the first of last week, 40 cents a pound being asked for creamery. On Wednesday it dropped to 35 cents a pound and as there is a considerable quantity coming in from points along the river now, it will probably continue to decline.

Seeds are being shipped now in large quantities and the retailers are preparing for getting their assortments to the front.

A large amount of sugar is being received now and the jobbers are looking for still higher prices. Both beet and cane sugars advanced again last week, but the local market is unchanged.

The death occurred at St. Martins on Wednesday, April 8, of Cudlip Miller, a local meat dealer. Mr. Miller was one of the oldest and most respected residents of St. Martins. He was born in Germany something more than seventy years ago and came to St. John with his parents while yet a young man. Removing to St. Martins, he engaged in the meat business, which he carried on extensively and in the days of shipbuilding supplied many vessels.

Mrs. Purdy, wife of Hon. D. J. Purdy, the north end grocer, is very critically ill and but slight hope is held out for her recovery.

### TEA OUTLOOK IN UNITED STATES.

Richard Wayne Wilson, the veteran writer on trade and industrial matters, who prepared the series of authoritative articles on tea, which, appearing originally in the columns of the New York

Tribune, during the spring and summer of 1906, have been so extensively quoted from, and copied by both daily newspapers and by trade journals throughout the country, and which have also served as the basis of much of the tea literature disseminated by great handlers of the Oriental leaf, is an enthusiast on the subject. He believes tea will eventually be accorded in the United States the rank it holds, as a beverage, in the United Kingdom, and that that happy consummation will be reached when the trade has thoroughly learned the necessity for properly stocking tea and for teaching customers the right methods for its use.

Mr. Wilson points to the inroads that Ceylon tea has everywhere made upon the trade of its rivals, as one evidence that his belief is well founded, saying, "The Ceylon planters are practically the sole tea producing interests that have systematically and intelligently undertaken to promote the use of its product. For years they have maintained what might be termed a 'bureau of information' for the United States and Canada; and it is from this that the sellers of tea have learned the necessity for blending it and for so expertly blending it as to secure a cup quality that will exactly suit the climate, the water, and the palates of the people the water, and the palates of the people of a given locality—for example, that a blend that will be adapted to the alkali plains will by no means answer for the alluvial lands; and it is from this, too, that tea drinkers have learned that no tea is fit to drink that is ignorantly brewed."



**"Brunswick Brand"**

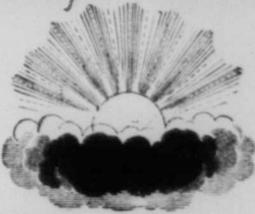
We have now new Pack of  
**Clams and Scallops**

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

**Herring Tomato Sauce  
Kipperd Herring  
Finnan Haddles and  
Sardines**



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



**"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

# MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication will be begun shortly in The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at \$1.00. Of course, regular subscribers get it without extra charge. We would appreciate very much our readers drawing the attention of commercial travelers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and enterprising style.

*The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.*

*A salesman of experience realizes that ideas—practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.*

*Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.*

*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.*

*A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.*

*The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.*

*What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.*

## MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin \$1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,  
Subscription Department,  
10 Front St. E., Toronto:

Please send me The Canadian Grocer regularly during the time you are running "Men Who Sell Things."

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The Why

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**Classified Advertising**

Advertisements under this heading, 1c. 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
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**BUSINESS CHANCES.**

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

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

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

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

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

THE chance of your lifetime to get a first-class going business in the garden of southern Alberta, on the railroad. Clean stock, large turn over, store dwelling above, warehouse on track. Amount of cash required five to ten thousand dollars to get in. Only those who mean business and have the money need apply to this advertisement. L. T. Mewburn & Co., Ltd., Wholesale Grocers, Calgary. (17)

**WANTED.**

**AGENTS** Wanted—16 x 20 crayon portraits 40 cents, frames 10 cents and up, sheet pictures one cent each. You can make 400% profit or \$36.00 per week. Catalogue and samples free. Frank W. Williams Company, 1208 W. Taylor St., Chicago, Ill. (16)

**SITUATIONS WANTED.**

**GROCERY Traveller** open for engagement; Soo Branch, Georgian Bay Points, New Ontario. Box 150 CANADIAN GROCER, Toronto (18)

**WANTED**—Man with 25 years experience in general store business is open for engagement as store manager. Good references furnished. Apply to N. Roberval, Lake St. John, Que. (18)

**WHOLESALE** grocery, manufacturing department, pickles or preserves.—Position wanted as foreman or up to date practical man, pickles, catsup, preserves, carbonated beverages, extracts, baking powder, soft-raising flours, powdered sugar, cleaned currants, table syrups, sauces and many other food products also blueing, ammonia, &c. Thoroughly experienced in everything relating to above lines. Testimonials as to character and ability. Apply, Practical, CANADIAN GROCER.

**MISCELLANEOUS.**

**STORAGE** suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (18)

**The What** 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.

**BOOKS FOR THE GROCER.**

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

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

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

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

**PERIODICALS.**

**ADVERTISING** 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.

**THE 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.

**COMPLETE** 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.

**THE** 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.

**FOR SALE**

**SHOWCASES** and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (19)

**FOR SALE**—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

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

**FOR SALE**—Grocery store fittings. Up-to-date oak fittings, snap if bought at once. Write Box 1325, Regina, Sask. (19)

**CANNING MACHINERY FOR SALE**

2 Sprague Corn Cutters, 1 Conant Corn Cooker (single), 1 Silking Machine, 1 Pea Huller, 1 Pea Grader, 1 Pulping Machine. All of the above machinery is in good working order.

**THE SUSSEX PACKING CO., Limited**  
SUSSEX, N.B. (17)

**OFFICE SUPPLIES.**

**ELLIOTT-FISHER ADDING TYPEWRITERS**

**Elliott-Fisher Limited, 129 Bay St., Toronto**

**CANNED GOODS LABEL QUESTION**

**The Canadian Situation Discussed by Baltimore "Trade" in Light of U. S. Experience.**

The request of the Canadian Wholesale Grocers' Guild that the Meat and Canned Foods Act be amended so as to allow jobbers to place their own labels on canned goods, which was noted fully in these columns two weeks ago, is arousing considerable interest among the trade in the United States. The Baltimore "Trade," recognized as the organ of the canning and allied industries across the border, reproduced the article from The Canadian Grocer in its last issue and comments on it as follows:

"American canners will recognize in this an old, old story, and the occasion of many hard battles, to secure the very position Canadian canners now hold, and which the jobbers of that country are trying to break up.

"The Canadians as a nation are brainy, pushy, progressive men, and it is not likely the canners will permit the jobbers to take away the great advantage they have; an advantage which rightly belongs to the canner. Is there any reason why the canned goods packers should not have full credit for the goods they pack?

"All are familiar with the argument the jobber uses, that he works directly among the retail trade, and through them among the consumers at large, to establish a trade upon a particular brand of goods, and in order to protect himself on these goods he must place his (the jobber's) label on them.

"In one way of looking at this, the jobber is right, but going down deep to the root of the question, is it not the canner who is really responsible for the popularity of the brand—because of the carefulness of his pack? Of course, it is; and this being the case, the canner is rightfully entitled to his name on the goods.

"The one objection we have to the National Pure Food law is that it does not compel every packer to place his name on the goods. There is nothing in the world that will make a common-sensed business man always put out creditable goods, as the care of his own good name. For when a man has lost his self-respect, anything may be expected of him.

"We have long contended for this, and every year finds more and more canners insisting upon having their name appear on their goods; and if Canada has such a law, the Canadian canners should do everything in their power to keep it on the statute-books unchanged. It is the biggest asset they can have.

"The plan which allows the jobber's name to appear also is a very good arrangement and should be satisfactory. It allows the jobber to protect his trade in any special brand, and allows him full play at all canners to do so; for if one canner falls off in the quality or the quantity of his goods, other canners can be used and their goods appear under his (the jobber's) brand. It causes a competition among the canners that is bound to be beneficial to the jobber, and we wonder at the opposition on the part of the jobbers.

"We dearly wish, for the benefit of the entire industry, that such a condition existed in the United States."

## A Good Smoke

That is the kind you want to sell your customers who leave it to you to give them THE cigar. Men will come back if it is a

## Royal Sport or Hogen Mogen Cigar

you hand out. No doubt about it—these are the cigars the exacting smoker appreciates most.

**The Sherbrooke Cigar Co., Sherbrooke, Que.**

## The Glad Springtime Has Arrived

which leads to the observation on the part of the discriminating smoker that:

“Seasons May Come, and Seasons May Go—But

# T. & B.

is as Good as Ever.”

That's why it'll pay you to stock T. & B. When you once get a man smoking it, you can bank on his tobacco trade.

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

**HAMILTON, CANADA**

### DRY GOODS REVIEW

10 Front St. East  
TORONTO

### Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, \$2.00 a year.  
Sample copies, 25c.

### General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

### Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

**The MacLean Publishing Co., Limited**  
MONTREAL TORONTO WINNIPEG

**GROCERY FACTS**

**Something About the Goods Handed Over the Counter Every Day.**

**SOAP AND ITS ORIGIN.**

Who invented soap? That this is not a modern convenience is well known. But just when it came into general use is a mystery.

In Biblical times cleansing agents were used. The books of Job and Jeremiah contain the word "soap." But this is merely a convenient use of the word in translation. The Hebrew word "borrith," for which it was substituted, is a general term for cleaning substances. What these substances were is unknown, but were probably little like the modern soap.

Pliny speaks of the invention of soap by the Gauls, who, however, used it only as a sort of pomade or hair dressing. He also refers to the use of both hard soap and soft soap by the Germans. The use of fuller's earth, which has saponaceous qualities, for cleansing purposes, was known to the Romans.

The French word for soap—savon—comes from Savona, France, where it was manufactured. The first manufacture in London is said to have been in 1524, and previously Bristol had supplied it for use in the English cities. According to the historian Sismodi, a soap-maker was included in the retinue of Charlemagne, King of the Franks, at the end of the eighth century.

In the excavation of Pompeii a soap-boiler's shop was uncovered, with soap in it, showing that the making of it was known in the first Christian century.

Pliny, who wrote of the eruption of Vesuvius, which destroyed the two Roman cities in 79 A.D., stated that soap was made from tallow and ashes and that the German soap was the best. Galen also referred to the use of soap.

There are many words of which soap is one of the constituents.

Soap bubbles have formed the innocent amusement of children of all ages, with the ease of making them, their iridescence and the brief period for which they last.

A soap crutch is a crotched stick used for stirring the soap in a kettle.

A soapfish has a soapy skin, hence its name.

The soapnut is the fruit of an East Indian shrub.

A soaplock is a term used in this country in reference to a lock of hair which was formerly frequently worn on the temples and kept smoothly in place by being soaped, and the term has come to mean any lock of hair brushed apart from the rest and kept carefully in place.

The term "soft soap," for soft words of flattery, has been added to the English language, so that it is used in "Tom Brown at Oxford."—Grocers' Review.

**NEUFCHATEL CHEESE.**

Neufchatel cheese is a French make from pure cream thickened by heat and then pressed in a small mold. They weigh about half a pound each, and when fresh are considered a great delicacy, but when old they acquire an offensive odor from the vegetable growth often observed on them. In shape these

cheese are long and round, like small pillars.

The original is produced at Neufchatel-en-Bray, but one kind—an imitation of the French. It is also made in Switzerland. These, however, are not so liquid in form as the "fromage de Brie," which usually contains 10 to 20 per cent. of casein with 40 per cent. of fat.

**TRADE NOTES.**

Fred. Fowler, Montreal, has sailed to England.

J. W. Naish, grocer, of Hamilton, died last week.

Bragg Bros., grocers, of Winnipeg, have dissolved partnership.

The assets of J. Z. Rouleau, grocer, Montreal, were sold last week.

Louis Poudrier, general merchant, of St. Emile de Montcalm, has assigned.

Edwards & Smith, grocers, of Winnipeg, have sold out to Chas. E. Bragg.

Nap. Peltier, grocer and hardware merchant, of Fraserville, Que., has assigned.

Gladney & McDonnell, general storekeepers, of Marmora, were burnt out last week.

The assets of J. W. Abbey, general merchant, of Stanstead, P.Q., have been sold.

H. O. Horne, Toronto, is taking over the business of John Walton at 176 Bellwoods Ave.

The assets of Adelard Pelletier, general storekeeper, of St. Anne des Monts Que., were sold on the 15th inst.

Jane L. Stewart, general storekeeper, of Prince Albert, Sask., is to be succeeded by Fraser & MacLean.

Mrs. Geo. J. Watt, who has been conducting a general store in Thamesville, Ont., has sold her business to W. Trott.

The estate of J. T. Windsor, which has been conducting a general store at New Mills, N.B., has sold out to Benjamin Windsor.

Handle

**OLD CHUM**  
**Cut Plug**  
**Smoking**  
**Tobacco**

It's a Trade Bringer

**MCDUGALL**

Insist upon having them.  
D. MCDUGALL & CO., Glasgow, Scotland.

**CLAY PIPES**

Established 1887

**JOS. COTE, QUEBEC**

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

JOS. COTE, Importer, QUEBEC

N.B.—Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

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 TIME  
TO PREPARE FOR SPRING**



If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

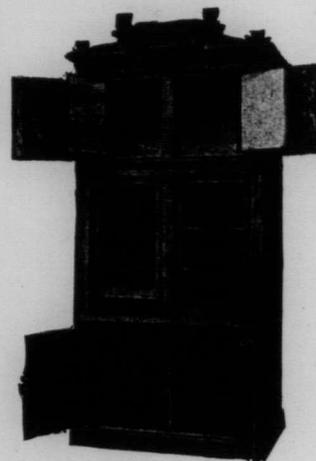
**WALKER BIN FIXTURES**

We will submit plans and estimates for the complete furnishing of store interior.

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.



Still the  
Best on the  
Market

**Arctic  
Refrigerator**

Serviceable,  
Dry, Low  
Temperature  
and  
Easy-Price.

**John Hillock  
& Co., Ltd.**

Toronto

**Ever Lie Awake Nights?**



trying to scheme out some better and easier way of keeping your accounts—some system that would take less time and cut out the mistakes? You can install the

**Allison  
Coupon  
System**

and sleep soundly every night.

**HERE IS HOW THE PLAN WORKS :**

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

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free. For sale by the jobbing trade everywhere.

Manufactured by  
**ALLISON COUPON CO.**

Indianapolis, Indiana.

The **EBY-BLAIN CO., Ltd.**  
Canadian Agents

**PAYS FOR ITSELF EVERY 90 DAYS**



LASTS A LIFE TIME

The Perfection Computing  
Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

**SIMPLE ACCURATE  
ATTRACTIVE**

Sold by all up-to-date jobbers or shipped direct from factory.

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

**THE AMERICAN COMPUTING CO.,** 18 and 20 Mary St.,  
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**

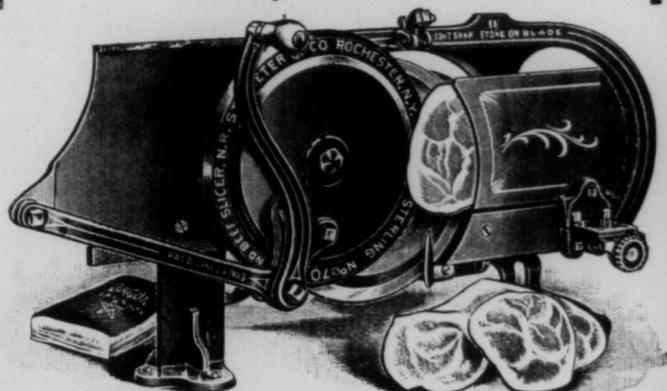
and make business a pleasure.

**WE MAKE THE MERCHANTS' TAGS**

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

**TORONTO - MONTREAL  
Canada**

The Ends of the Meat will  
Pay for It



**THE STERLING SLICER**

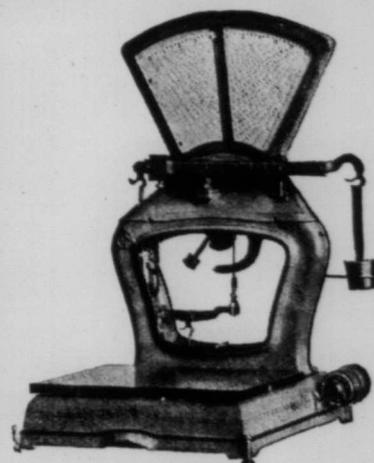
Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions.

It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

**A High Grade Slicer at a Low Price**

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

**HOWARD BROS. Brantford**  
CANADIAN AGENTS



NO. 70 MODEL

BEFORE  
YOU  
BUY  
A  
COMPUTING  
SCALE

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.

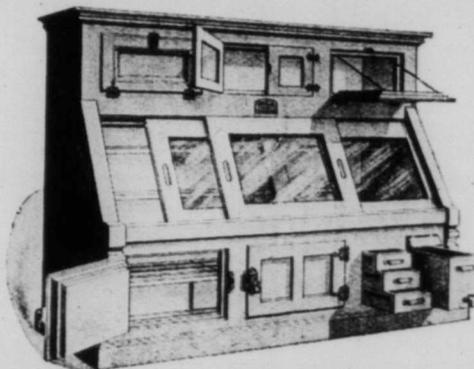
**STIMPSON COMPUTING SCALE CO.**  
DETROIT, MICHIGAN

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.

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.

**GET THE RIGHT FITTINGS**

at the right price. Let me quote you on Store Fixtures, Counters, etc. specially designed and made to your order! Write or phone, now.

**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.

**DON'T WHINE!**

When Collections  
are Slow

Send them to

**The Beardwood Agency**  
313 New York Life Bldg.  
MONTREAL

**AND WE WILL GET THE MONEY FOR YOU.**

**Queen City Water  
White Oil**

**GIVES PERFECT LIGHT**

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

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



The scientific methods involved in making

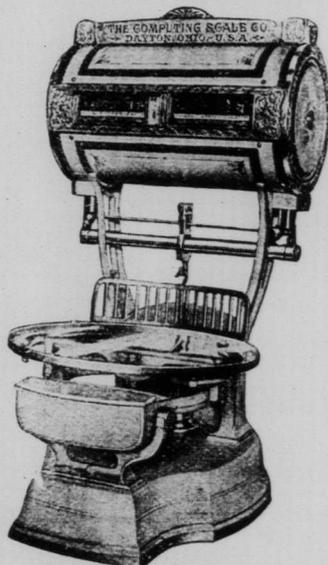
# BOECKH'S Celebrated BRUSHES

is the secret of their superiority.

United Factories, Limited, Toronto, Ontario

## 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.

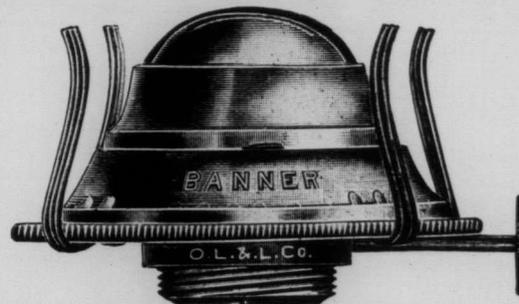
*The Dayton*

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

*Pays for itself*

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

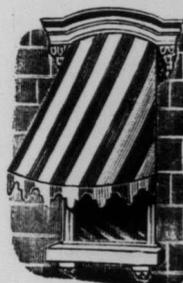
## Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

## 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

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 17, 1918.

Baking Powder.

Table listing various baking powder brands like Diamond, Imperial, and Magic, with prices per case and per doz.

Table for Magic Baking Powder listing sizes (6 doz, 4 doz, etc.) and prices.

Table for Royal Baking Powder listing sizes (Dime, 1 lb, etc.) and prices.

Table for Cleveland's Baking Powder listing sizes (Dime, 1 lb, etc.) and prices.

Table for Crown Brand baking powder listing sizes (1 lb, 2 doz, etc.) and prices.

Table for White Swan Baking Powder listing sizes (1 lb, 3 doz, etc.) and prices.

Table for Blue baking powder listing sizes (1 lb, 2 doz, etc.) and prices.

Table for Brooms listing various sizes and prices.

Table for Cereals listing various types like Wheat, Corn, etc. and prices.

Table for The Robert Greig Co. products like White Swan Breakfast Food, King's Food, etc.

White Swan Wheat Kernels, per doz. \$1.40. White Swan Flaked Rice, per doz. \$1. White Swan Flaked Peas, per doz. \$1.

Chocolates and Cocoas.

Table for Chocolates and Cocoas listing brands like Perfection, London Pearl, etc. and prices.

Advertisement for Cowan's Cocoa featuring an image of the product box and descriptive text.

Royal Navy's 1/2 lb. 12 lb. boxes per lb. 0.33. Diamond 7/8 12 lb. boxes, per lb. 0.24.

Ingredients for cake.

Table listing ingredients like chocolate, vanilla wafers, ginger, etc. and prices.

Agents, C. E. Colson & Son, Montreal. In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0.35.

Smaller quantities \$0.37. BEESDORF'S COCOA. A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

JOHN P. MOTT & CO.'S. R. S. McInnes, Agent, Toronto. Arthur M. Loucks, Ottawa. J. A. Taylor, Montreal. Jos. E. Huxley, Winnipeg. R. J. Bedington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.C.

Advertisement for Mott's Diamond Chocolate featuring an image of the product box.

Table for Mott's breakfast cocoa and other chocolate products listing prices.

Table for Walter Baker & Co. products like Premium No. 1 chocolate, Breakfast cocoa, etc.

Cocoanut.

Table for Canadian Cocoanut Co. products listing various packages and prices.

Table for Condensed Milk listing various brands like Jersey Cream, Reindeer, etc. and prices.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED. "Jersey" brand evaporated cream per case (4 doz.) \$4.55. "Reindeer" brand per case (4 doz.) \$5.60.

Advertisement for Jersey Cream and Reindeer Condensed Milk featuring images of the product cans.

Coffees.

Table for Coffees listing various brands like Club House, Nectar, etc. and prices.

THE ROBERT GREIG CO., LTD. White Swan Blend.

Advertisement for Mokka & Java Coffee featuring an image of the product box.

Cafe des Epiceurs—1-lb. fancy glass jars, per doz. \$3.50. Cafe l'Aromatique—1-lb. amber glass jars, per doz. \$4.

Table for Thomas Wood & Co. products like "Gilt Edge" tins, etc.

Advertisement for Canadian Souvenir 1 lb. fancy lithographed canisters.

Cheese.

Table for Imperial cheese listing various sizes and prices.

Imperial holder—Large size, doz. 13 00. Med. size " 17 00. Small size " 12 00.



Roquefort—Large size, doz. 1 40. Small size, " 2 40.

Confections.

Table for Confections listing various items like Cream Bars, Milk Chocolate Sticks, etc. and prices.

These prices are F. O. B. Toronto. COUPON BOOKS—Allison's. For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books. Un- Covers and num bered Coupons number ed

Table for Allison's Coupon Pass Book listing various book sizes and prices.

Wholesale Agent, The Davison & Hay Limited, Toronto.

Cleaner.

Advertisement for Brunwick's Easybright Cleaner featuring an image of the product bottle.

Extract of Beef. LAFORTE, MARTIN & CIE, LTD. "Vita" Pasteurized Extract of Beef. Per case. Bottles 1-oz., case of 2 doz. \$3.20.

THOMAS J. LIPTON. Prices on application.

Advertisement for Jell-O Ice Cream Powder featuring an image of the product box.

Assorted Case, Contains 2 doz. \$2.50. Chocolate (Straight) Contains 2 doz. \$2.50. Vanilla (Straight) Contains 2 doz. \$2.50. Strawberry (Straight) Contains 2 doz. \$2.50. Lemon (Straight) Contains 2 doz. \$2.50. Unflavored (Straight) Contains 2 doz. \$2.50.

Infants' Food.

Table for Infants' Food listing various products and prices.

Flavoring Extracts.

Table for Flavoring Extracts listing various flavors and prices.

THOMAS WOOD & CO. "Gilt Edge" in 1 lb. tins. \$0.33. "Gilt Edge" in 2 lb. tins. \$0.32.

Canadian Souvenir 1 lb. fancy lithographed canisters 0.3

Jams and Jellies. RATGER'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & Laflamme, Montreal and Toronto.

S

rio

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l. Orders

TON, ONT.

NING?

ing when s are not ble, well sunshine the same y bought. and finest it purpose pply you, ivers, etc.

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er

Montreal

Another Store-keeper Sued for Damages

**RISING SUN**  **SUN**  
**SUN** **&** **PASTE**  
**STOVE POLISH**  **STOVE POLISH**  
**IN CAKES** **IN TINS**

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. — is seeking to recover in the courts \$15,000 from Mr. C. G. — who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

**"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**



INGERSOLL, CANADA—FACTORY

**AN EASY ONE.**

Added to our splendid assortment of **GOLD MEDALS.**

**ST. CHARLES EVAPORATED CREAM**

given Highest Award at World's Fair, St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

**St. Charles Condensing Co.**

1-lb. glass jar  
 Prices on a  
 Compound 1  
 12-oz. glass jar  
 3-lb. tins, 2 lb  
 5 and 7 lb. th  
 grate...  
 7 and 14-lb.  
 30-lb. wood p  
 Compound P  
 12-oz. glass jar  
 3-lb. tins, 2 d  
 7 and 14-lb. v



Assorted Co  
 Assorted Co  
 Lemon  
 Orange  
 Raspberry  
 Strawberry  
 Chocolate  
 Cherry  
 Peach  
 Weight, 5 lbs  
 THE BODE  
 White Seal  
 1 doz. in  
 counter.  
 doz. 80c.





# THE A1 SAUCE

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

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

For particulars and prices write our Agent

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

**BRAND & CO., LONDON - ENG.**

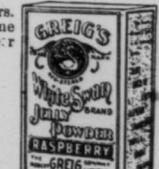
Purveyors to H.M. the King, Mayfair Works, Vauxhall,

LIMITED

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  
1-lb. tins, 2 doz. in case, per lb. 0 07 1/2  
5 and 7-lb. tin pails, 8 and 9 pails in  
crate, per lb. 0 07 1/2  
7 and 14-lb. wood pails, per lb. 0 07 1/2  
30-lb. wood pails, per lb. 0 07 1/2  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
1-lb. tins, 2 doz. in case, per lb. 0 07 1/2  
7 and 14-lb. wood pails, 6 pails in crate  
per lb. 0 07 1/2  
30-lb. wood pails, per lb. 0 07 1/2  
Home Made Jams—absolutely pure—  
1-lb. glass jars (16-oz. gem) 2 doz. in  
case, per doz. \$1 80 2 90  
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 13  
Jelly Powders  
GENESEE PURE FOOD CO.



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  
Weights 5 lbs. 1 or case; freight rate 2nd class  
THE ROBERT GREGG  
White Swan, 15 flavors.  
1 doz. in handsome  
counter-top carton, p.r.  
doz. \$9.



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 09 1/2  
1-bbls. ... 0 09 1/2  
Tubs, 60 lbs. 0 09 1/2  
30-lb. Pails, 1 85  
20-lb. tins, 1 85  
Cases 3-lb. 0 10 1/2  
" 5-lb. 0 10 1/2  
" 10-lb. 0 10



**Licorice**  
NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper, per lb. \$0 40  
Fancy boxes (36 or 50 sticks) per box 1 35  
" Ringed " 5-lb. boxes, per lb. 0 40  
" Acme " pellets, 5-lb. cans, per can 3 00  
" (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans, per can 2 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, ...

**Lye (Concentrated).**  
GILLET'S PERFUMED. Per case.  
1 case of 4 doz. \$3 50  
3 cases of 4 doz. \$3 50  
5 cases of more \$ 40

**Marmalade.**  
J. W. WINDSOR, MONTREAL



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 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

T. UPTON & CO.  
12-oz. glass jars, 2 doz. case, per doz. \$ 1 00  
Home-made, in 1-lb. glass jars, 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case,  
per doz. 1 75

**SHIRRIFF BRAND**  
"Imperial Scotch"—  
1-lb. glass, doz. 1 55  
2-lb. " " 2 80  
4-lb. tins, " 4 65  
7-lb. " " 7 35  
"Shredded"—  
1-lb. glass, doz. 1 90  
2-lb. " " 3 10  
7-lb. tins, " 8 25



THOMAS J. LIPTON  
Prices on application.  
**Mince Meat.**  
Wetley's condensed, per gross net ... \$12 00  
per case of doz. net ..... 3 00

**Mustard.**  
COLEMAN'S OR KEEN'S,  
D.R.F., 1-lb. tins, per doz. \$ 1 40  
" 2-lb. tins, " " 2 50  
" 3-lb. tins, " " 5 00  
Durham 4-lb. jar, per jar. 0 75  
" 1-lb. jar, " " 0 25  
F. D. 1-lb. tins, per doz. 0 85  
" 2-lb. tins, " " 1 40

**Olive Oil.**  
LAPORTE, MARTIN & CIE, LTD  
Minerva Brand—  
Minerva, qts. 1 1/2's ... \$5 75  
" pta. 2 1/2's ..... 6 50  
" " pta. 2 1/2's ..... 35

**Sauces.**  
PATERSON'S WORCESTER SAUCE.  
Agents, Rose & Ladham, Montreal and  
Toronto.  
1-pint bottles, 3 & 5 doz., per doz. 0 90  
Pint " 3 doz. 1 75  
THOMAS J. LIPTON  
Prices on application.

**Soda.**  
COW BRAND.



Case of 1-lb. contain-  
ing 60 packages pe-  
box, \$3 00.  
Case of 1-lb. (con-  
taining 120 pkgs.  
per box, \$3 00.  
Case of 1-lb. and 1-  
lb. (containing 50  
1-lb. and 50 1-lb.  
pkgs.) per box, \$3 00.  
Case of 50 pkgs. containing 96 pkgs., per  
box, \$3

**Soap and Washing Powders**  
A. F. TIPPET & CO., Agents.  
Maysop soap, colors, per gross \$10 80  
" black, " " 15 80  
Oriole soap, " " 10 80  
Gloriola soap, " " 13 00  
Straw hat pollah, " " 18 90

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EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—  
No. 1 White or blue, 4-lb. carton, \$ 0 07  
No. 1 " " 2-lb. " 0 07  
Canada laundry, " " 0 06  
Silver gloss, 5-lb. draw-lid boxes, 0 08  
Silver gloss, 5-lb. tin canisters, 0 08  
Edward's silver gloss, 1-lb. pkg., 0 08  
Kegs silver gloss, large crystal, 0 08  
Benson's satin, 1-lb. cartons, 0 08  
No. 1 white, tins, and kegs, 0 06 1/2  
Canada White Gloss, 1-lb. pkgs., 0 06 1/2  
Benson's enamel, per box 1 50 to 3 00  
Culinary Starch—  
Benson & Co.'s Prepared Corn, 0 07 1/2  
Canada Pure Corn, 0 06 1/2  
Rice Starch—  
Edwardsbury No. 1 white, 1-lb. car. 0 10  
" " 1 " or blue, 0 04  
4 lb. lumps, 0 04  
BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.  
Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb., 0 04  
Finest Quality White Laundry—  
2-lb. Canisters, cases of 48 lb., 0 04 1/2  
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Kegs, 100 lb., 0 07





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