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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, FEBRUARY 21, 1908.

NO. 8.



During the Approaching Lenten Season

## Robinson's Patent Barley

is a most desirable food—Its healthful properties and the benefit to your customers should make it a leader.

Write for sample and prices.

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



## “Every One Handles Your Syrups”

Writes a customer—“We want it” because our trade calls for “Crown Brand”  
You Can Sell More

## “Crown Brand Table Syrup”

now than at any other time of the year—Every jobber sells it—Insist on getting Crown Brand—

PUT UP IN TINS		
2-lb. tins—cases 2 doz.	Also in Brls., 1/2 Brls.	
5 " " " 1 " "	Kegs and Pails	
10 " " " 1/2 " "		
20 " " " 1/4 " "		

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858  
Works, CARDINAL, Ont.

53 Front St. East, TORONTO, Ont.

164 St. James St., MONTREAL.

THE CANADIAN GROCER

**LEA'S**

**The Pickle with the  
Home-Made  
Flavor**

PACKED BY

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

SIMCOE,

ONTARIO

## Remember This Important Fact

---

¶ The makers of Cox's Gelatine believe that "Honesty is the Best Policy." It has paid them handsomely to conduct their business along that line—at its inception the founders laid down stringent rules for its safe progress. And they have never deviated from these rules.

# COX'S Gelatine

¶ No chemicals of any sort or nature enter into the manufacture of this world famous product. It is as pure as it is possible for a Gelatine to be. And whether you buy it in the shredded or powdered form it is always the same. Remember "Cox's" for its absolute purity.

---

*ARTHUR P. TIPPET & CO., Agents*

*8 PLACE ROYALE,  
Montreal*

*84 VICTORIA STREET,  
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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Manufacturers' and General Commission Agents for  
**ALBERTA and SASKATCHEWAN**  
Agencies Solicited  
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Agent: "Royal Crown" Skinless Codfish.  
Representing Morris & Co., Chicago. Pork, Fish, Oils, Beans, Peas and Produce.

**FOR SALE**

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

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Phone Bell Main 3938.  
**CHAUSSE & CIE.**  
Wholesale Manufacturers of  
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Write for prices and particulars  
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MOOSE JAW  
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Large track warehouse accommodation.  
Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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Correspondence Solicited

**THE MOOSE JAW FRUIT AND PRODUCE CO.**  
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Manufacturer's Agents and Wholesale Commission Merchants  
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Tel. 359 Box 793 MOOSE JAW, SASK

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

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**G. C. WARREN**  
Box 1036, - REGINA  
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

**TORONTO.**

"If you have any SUN DRIED APPLES to offer, Write or phone us, as we will pay highest price."

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

"EXCELSIOR"  
**MAPLE SYRUP**  
COMPOUND  
Wine Quarts. In Stock.  
**Anderson, Powis & Co.**  
Agents  
15 Wellington Street East, Toronto

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

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

**W. G. Patrick & Co.**  
Manufacturers' Agents  
and Importers  
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**Many Good Lines Lie Dormant**  
On Grocers' Shelves  
**Keep Yours on the Move**  
by appointing a  
**Working Resident Salesman and Advertiser**  
JNO. J. WATT  
Manufacturers' Agent  
Good References TORONTO, ONT.  
Special Attention to Advertising

(Continued on page 4.)



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In Stock.  
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CHEESE CO.  
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page 4.)

We have an especially good proposition on

Wm. P. Hartley's **—AINTREE—  
LIVERPOOL  
—ENGLAND—**

# Jams, Jellies and Marmalades—

For Import Orders—

Write us now or  
see our travellers  
for 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

Manufacturers' Agents—Continued.

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

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

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

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

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

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Correspondence Solicited

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Correspondence Solicited Highest References

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

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

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

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

This space \$15 per year  
  
**TOOTH'S EXTRACT OF MEAT CO.,**  
12 Duke Street, London Bridge, S.E.  
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

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

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

...ESTABLISHED 1849...

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Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World  
Executive Offices: Nos. 246 and 248 Broadway, New York City, U.S.A.

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- WINNIPEG, MAN.

FRAS. G. IRVING, Gen. Man. Western Canada, Toronto.

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

**BASKETS**

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

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

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

**TEA;**

**Its History and Mystery**

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

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

**CONTENTS**

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
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Mailed to any address on receipt of  
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**COMMON SENSE**

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

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

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

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# Did You Get Any?

## WHAT?

# Simcoe } Chicken Chicken Soup

THE CANADIAN GROCER



Ask Your Wholesale Grocer for his  
**SPECIAL PRICE**

**ACT  
QUICK**



## This Is The Question

for you to ask of yourself: "Am I handling a brand of canned goods that will keep customers?" You can answer this question with a positive affirmative if you handle

# OLD HOMESTEAD BRAND

The quality of Old Homestead Brand is always the same—the very acme of excellence. By utilizing only the very highest grade of full-flavored fruits and vegetables, and by the employment of only up-to-date, sanitary canning methods, we are able to state with all truth that every can of Old Homestead Brand is absolutely reliable in quality. When you sell a can of Old Homestead Brand, you can positively rely on that customer being completely satisfied with her purchase. Old Homestead Brand is so deliciously appetizing that it creates new customers all along, while keeping the old ones without fail.

ASK YOUR JOBBER FOR OLD  
HOMESTEAD BRAND THE BRAND  
WHICH KEEPS YOUR CUSTOMERS

The Old Homestead Canning Co.  
PICTON, - ONTARIO

THE CANADIAN GROCER

## Satisfaction Is The Silent Salesman

If you were to serve 133,000 new people in one year, you would have good solid proof that your goods had merit, wouldn't you? And when you know that this is just what was achieved in 1907 by

# "SALADA"

you have the best kind of proof that "SALADA" is a real trade-winner, a tea that does credit to your recommendation, that brings new customers and gives them satisfaction.

Thousands of grocers have made "SALADA" the foundation of a large and profitable tea-trade.

The same opportunity is still open to you.

"SALADA" Tea Co., Toronto and Montreal

Brown Label "SALADA" will now cost the consumer 30c. per pound instead of 25c. as formerly, the profit to the retailer being exactly the same per pound as before.

"CAMP"  
COUNSELS.

The finest coffee stock  
you can possibly get hold of is

# 'Camp' COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS  
Coffee Specialists, GLASGOW.

Agents—  
**Rose & Laflamme**  
Montreal



## KENTUCKY REFINING CO.,

INCORPORATED

### LOUISVILLE, KY., U.S.A.

#### PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and Stearines manufactured by the Kentucky Refining Company of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under No. 11744.

Manufacturers and Refiners of the following High Class

#### COTTON SEED PRODUCTS :

- NONPAREIL—Bakers' Oil, Choice Salad Oil.
- SUNBURST—Prime Salad Oil.
- SUM YEL—Cooking Oil.
- APEX—Prime Summer Cooking Oil.
- DELMONICO—Choice Summer Yellow Cooking Oil.
- WHITE DAISY—Packers' Oil.
- EXCELSIOR—Soap Makers' Oil, Miners' Oil.
- SNOWFLAKE—A choice summer deodorized oil.
- RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality STEARINE.

STOCK CARRIED IN MONTREAL.

Prices furnished on application to


## J. M. BRAYLEY,

MANAGER MONTREAL BRANCH

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MONTREAL

Phone Main 6785



**Y. & S.  
SCUDDER  
M. & R.** } **STICK LICORICE**

**ACME PELLETS  
M. & R. WAFERS  
LOZENGES, ETC.,**  
and a complete line of  
**Hard and Soft Licorice Specialties**  
Price Lists and Illustrated Catalogue on request.

**National Licorice Co.**  
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Toronto Depot, 120 Church Street,  
R. S. MOINDOE, Agent.

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

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

**Molasses**      **Molasses**

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

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

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

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

**Golden Sling Syrup—**  
Also supplied in the same style packages as Gingerbread Molasses.

**Agents**

C. E. Paradis.	Quebec.	William Forbes,	Ottawa.
C. DeCarteret,	Kingston.	Geo. Mueson & Co.,	Toronto.
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Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
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**Dominion Molasses Co.,**  
LIMITED  
Halifax, - Nova Scotia



**ECONOMY**

is successfully combined  
with high quality in

**PATERSON'S  
WORCESTER  
SAUCE**

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

ROSE & LAFLAMME,  
Agents, Montreal and Toronto.




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Fresh  
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selected

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Their  
delici-  
ous  
flavor  
appeals  
to  
every-  
body

**You should have them in stock**

Agents :  
ROSE & LAFLAMME, - MONTREAL

# TIME IS MONEY

If you knew what

## 1c. a Word

will do in the way of getting you into touch with just the people, business or other things you want, you would use

### Our Condensed Ad Dept.

An ad. like this

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

costs only

## 25c.

If this is not what you want you may have something to say under

*Business Chances.*

*Agencies Wanted.*

*Store to Rent.*

*Scale, Counter or Show Case for Sale, or*

*Wanted to Buy.*

**Try it to suit your case!**

**1**  
CENT  
A  
WORD

**1**  
CENT  
A  
WORD

# USE WANT ADS

## We Believe

we have the finest values in

# COFFEES

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

## W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

# Redpath

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

Manufactured by

## THE CANADA SUGAR REFINING CO.

LIMITED

Montreal

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



## Symington's

### "Edinburgh"

## Coffee Essence

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

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

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

## Thos. Symington & Co.

EDINBURGH

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

Agents for Quebec—  
Messrs. F. L. Benedict & Co., Montreal.

I OFFER

## For Prompt Shipment

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

PARTICULARS AND PRICES FROM

### ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL



## CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.

Sold by all Sale Dealers

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

# GREIG'S

Spices                      Coffees                      Cocoanut  
Jelly Powders                      Baking Powder  
Flavoring Extracts

Flaked Wheat, Rolled Oats, Buckwheat Flour, Graham Flour,  
Wholewheat Flour, Gluten Flour, Wheat Kernels

THE VERY BEST GOODS AND THE VERY BEST SERVICE

Prompt Shipment and Satisfaction always assured.

WRITE, PHONE OR WIRE

The Robert Greig Co., Limited, White Swan Mills, Toronto

## Satisfactory Profits

can only be made by handling really satisfactory goods. And that is why every profit-hunting grocer should be handling our

## Pure Cider Vinegar

It is a delight to the dainty and economical housekeeper.

We have other "purity" lines that you can handle with great profit to yourself and the utmost satisfaction to your customers, such as our *Pure Fruit Jams* and *Whole Tomato Catsup*. Write us to-day for prices.

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

BELLEVILLE, - ONTARIO



**PRIDE  
OF  
CANADA**



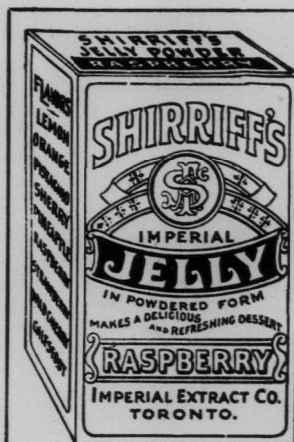
## IT PAYS

Our arrangements for securing pure sap of the maple tree ensure our obtaining nothing else for our high-class line of Maple Syrup and Maple Sugar. We require a guarantee from each farmer from whom we buy that this is what he is selling us.

This is your protection.

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

Waterloo, - Quebec



## Very Popular and Profitable!

The reason for the undoubted popularity of

# SHIRRIFF'S JELLY POWDERS

is the fact that they do make real, full-flavored, sparkling Jelly, which is well calculated to appeal to dainty and economical housewives.

WRITE FOR PRICES TO-DAY!

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



The soap question is worth consideration from the standpoint of economy.

Selling inferior soap costs you many a dissatisfied customer.

Why not win permanent customers by selling soap of worth?

NAPTHO SOAP always pleases because it does more work than any soap on the market.

Can be used in either HOT or COLD water.

At the price quoted to the trade NAPTHO is the best value of any SOAP on the market, and it is impossible for a manufacturer to produce a better article at any price.

Washes everything washable in either HOT or COLD water.

**The Welcome Soap Co.**

Limited

St John,

N.B.

Stock "the Best."

# KIT

## COFFEE

**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. Duan, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey 108 Princess Street.



# JAPAN TEA IMPORT BUSINESS

I shall be leaving for Japan very shortly and would therefore be very glad to receive standard samples from my **WHOLESALE TEA FRIENDS** who have not already favored me with same.

**SHAW T. NISHIMURA, Sole Agent,**

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

**55 St. Francois Xavier Street, Montreal**

Nakamura's Tea Firing Dept.

Fuji Company

“O.K.”  
REGISTERED.

England's Foremost Fruit Sauce

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

Muscatele,	from Malaga	Raisins,	from Valencia
Cane Sugar,	from West Indies	Mangoes,	from West Indies
Oranges,	from Seville	Ginger,	from Jamaica
Red Peppers,	from Zanzibar	Capeloums,	from Zanzibar
Nutmegs,	from Penang	Mace,	from Penang
Cloves,	from Penang	Cinnamon,	from Ceylon
Tomato Puree,	from Italy	Carlice,	from Italy
Shallots,	from Channel Islands	Soy,	from India
	Virgin Malt Vinegar	Lemons,	from Messina

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

*Gerry Mason & Co. Ltd.*

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6265

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



THE CANADIAN GROCER

# FISH

All Kinds in Store.

Order Now.

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

### QUAKER SALMON

TRADE MARK



SONS

ESTABLISHED 1834.

Our instructions to the British Columbia Packers' Association, when we decided to offer to the trade **Quaker Salmon**, were: "Pack absolutely the best salmon obtainable. Use every precaution to ensure retention of original quality. Make the package the most attractive on the market."

When **Quaker Salmon** was shipped, they wrote us: "As instructed, we gave our best attention to selection and packing of this brand, and the shipments represent highest grade of Sockeye Salmon packed on the Frazer and Skeena rivers. We feel sure that you will feel pleased with the quality and general condition of these goods."

We are pleased. **You** will be, when your order is filled.

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

### Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

ESTABLISHED 1834

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

## Our Matches

"Laurier" and "Togo" brands are lines that hold your customers' good opinions and trade.

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

Write for Particulars.

### The Improved Match Co.

Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.

# LENT LENT LENT

We have in store a complete stock of Fresh, Frozen, Salted and Canned Fish of every description. Viz:

Fresh Haddock  
Fresh Herrings  
Fresh Cod

Dore and Pike  
B. C. Salmon  
Halibut, Etc.

Green Cod  
Salt Eel  
Boneless Cod

Finnan Haddie  
Labrador Herrings  
Skinless Cod, Etc.

**T. A. Bourque & Co.,** WHOLESALE GROCERS, **Sherbrooke, P.Q.**

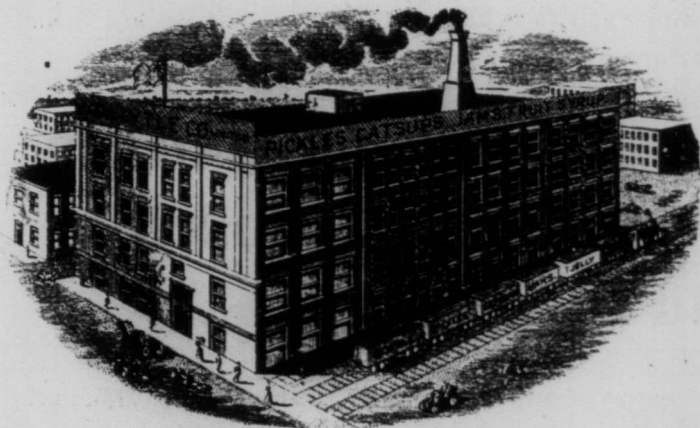
# E.D.S. Brand Jams and Jellies Are the Acme of Purity



The delicious flavor of E.D.S. Brand is obtained by the exclusive use of pure, well-grown ripe fruit, grown in our own orchards. We have government documents which prove that E.D.S. Brand is really the **PUREST SOLD IN CANADA.**

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.



OUR NEW OFFICE AND FACTORY

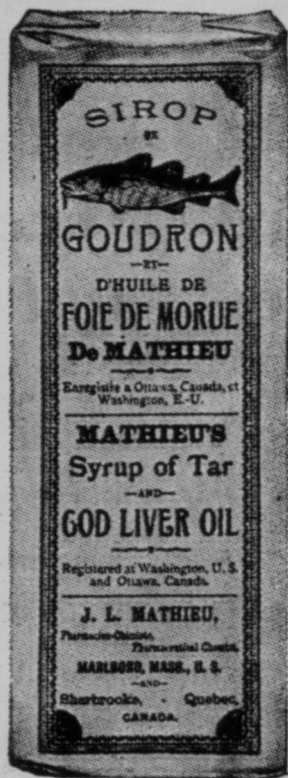
# THE T. A. LYTLE CO.,

LIMITED

STERLING ROAD

TORONTO, - - CANADA

PHONE PARK 378



WHY YOU SHOULD SELL  
**MATHIEU'S  
SYRUP**

of Tar and Cod Liver Oil

**Reason No. 2**

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customers' hands.

Mathieu's Nervine Powders is another good seller. Both are necessities in your business.

Mail that order to-day.

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

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

E. NICHOLSON

30 DES.  
ABC. 4<sup>th</sup> & 5<sup>th</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901

D. H. BAIN

CABLE ADDRESS  
NICHOLSON, WINNIPEG  
CALGARY  
EDMONTON

EDMONTON

WINNIPEG

CALGARY

**Nicholson & Bain**  
WHOLESALE  
COMMISSION MERCHANTS  
AND BROKERS.

BANNATYNE AVE. EAST  
TRANSFER TRACK

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

*Winnipeg, Man.*

# Rolled Oats and Oat Feed

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

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

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

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

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

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

# NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

# NEW IN CANADA

Long Established in the United States

## JELL-O The Dainty Dessert

—Also—

## JELL-O ICE CREAM POWDER

For making Ice Cream.

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

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

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

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

JELL-O, 2 Doz. case \$2.25

Retails 2 for 25c.

JELL-O, I.C.P. 2 Doz. case 2.50

Retails 15c. per pkg.

## CURRANTS

"SOMERSET"  
BRAND

Finest Quality

Thos. Bell, Sons & Co.

MONTREAL

Representing

D. S. Parthenopulo,

PATRAS

Thos. Bell, Sons & Co.

MONTREAL



## GOLDENETTE TABLE SYRUP

There is a large trade to be done in table syrup, if you have the right kind. Goldenette is a favorite everywhere. Repeat sales come quick and fast—and there is a fair profit on each sale. Let us talk to you about it. We pay freight on 5 case lots up to 40c. per cwt.

Do not order less.

IMPERIAL SYRUP CO.

MONTREAL

THE CANADIAN GROCER

# Diamond Blend Coffee

Because of the actual merits of this Coffee ; because of the care exercised in blending it ; because of its price and its manner of winning new customers daily—for these reasons "Diamond E." has succeeded in attaining a place at the head of the market where it stands unchallenged leader!

ARE YOU SELLING IT ?

## 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. Ozo 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

### Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.  
Commercial Classification and Description.  
Adulteration and Detection.  
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

**MACLEAN PUBLISHING  
COMPANY**

Technical Book Department  
10 Front St. East, - TORONTO



### **ABSORBINE**

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Ailays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle, delivered with full directions. Book 5-C, free.

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

**W. F. YOUNG, P.D.F.**, 204 Monmouth St., Springfield, Mass  
Canadian Agents: LYMAN BONS & CO., 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 Rasp-  
berries, Blackberries, Sour Cherries, Blue-  
berries, Beets, Rhubarb, Etc.

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

Write for Samples

SANITARY CAN COMPANY, LTD.  
NIAGARA FALLS, - ONTARIO

# ACME CANS

MADE OF

**EXTRA COATED TIN PLATE**

These cans are receiving the strong approbation of packers everywhere, because they are without doubt the most satisfactory made.

A sample will convince you more than words. If you have never used our **Extra Coated Tin Plate** cans, give them a trial.

**ACME CAN WORKS**  
*Montreal*

# HIGH GRADE EMBOSSED CAN LABELS

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

Write for Samples and Prices.

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

Ten Cans a Second  
Six Hundred a Minute  
Thirty-six Thousand an Hour  
Three Hundred and Sixty Thousand  
in the working day

is the capacity of our new plant for making pack-  
ages for the canning trade.

All sizes and all styles—hole and cap or open  
top—cans of plain tinplates or lacquered (en-  
amelled) inside.

In point of quality our goods have been the  
Canadian Standard for twenty years.

**The Norton Manufacturing Co.**  
HAMILTON

THE CANADIAN GROCER

# BROOMS

We are offering **the best** values in brooms. Our travellers will show you samples.  
**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers, **TORONTO**

The Best Shoe Polish Is



## 2 in 1

It gives your customers' shoes a lasting gloss without any hard, laborious rubbing. And while it shines, it preserves the shoe leather. A pair of shoes will last the wearer much longer if he uses 2 in 1. These facts—which have been amply proved—make 2 in 1 the most profitable shoe polish for you to handle.

ARE YOU PUSHING IT ?

### The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

GET

# Balmoral

scotch

# MARMALADE

ABSOLUTELY PURE  
THE BEST THAT  
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO  
**J.W. WINDSOR**  
MONTREAL

SOLE AGENTS FOR CANADA

### Three Good Things For Shippers

of Groceries, Canned Goods, Liquors, etc.

**WARMINTON'S CLUTCH NAILS**

for strengthening and repairing boxes.

**WARMINTON'S PAIL HOOKS**

for Candy Pails, Lard Pails, etc.

**WARMINTON'S STRAPPING**

for binding cases.

Save you more in a month than will pay you for a year's supply.

Prices on application.

**J. N. WARMINTON**

Patented Shipping Specialties

207 St. James St., - Montreal, Canada

Dealers are requested to write for special free deal.



SURPRISINGLY SUSTAINING

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

# DRIED FRUITS AND NUTS

The trade will find it profitable to buy now; our prices are low and our stock of **Dried Fruits** and **Nuts** is complete. Examine our stock and send us your orders which we will fill satisfactorily.

## Currants

1-2 c's Cleaned Currants, loose.  
1-4 c's Cleaned Currants, loose.  
Barrels Filiatras Currants, uncleaned.  
1-2 c's Filiatras Currants, uncleaned.  
Cleaned Currants, 1-lb. pkgs., c's 36's.

## Valencia Raisins

Palares, fine, O.S. c's, 28 lbs.  
Palares, selected, c's 28 lbs.  
Aranda, F.O.S., c's, 28 lbs.  
Trenor, selected, c's, 28 lbs.  
Trenor, 4 Crown Layers, c's, 28 lbs.

## Seeded Raisins

Griffin & Skelly Brand, 1-lb. pkgs., c's, 36's.  
Winner Brand, 1-lb. pkgs., c's, 36's.  
Gold Brand, 12-oz. pkgs., c's, 45's.

## Loose Muscatel

Bevan Malaga, 3 Crown, box 22 lbs.

## Sultana Raisins

Sultana Raisins, loose, box about 25 lbs.

## Table Raisins

Empress Clusters, box 22 lbs.  
Empress Clusters, 1-4 box 5 1-2 lbs.  
Princess Clusters, box 22 lbs.  
Princess Clusters, 1-4 box, 5 1-2 lbs.  
Duchess Clusters, box 22 lbs.  
Duchess Clusters, 1-4 box 5 1-2 lbs.  
Duchess Clusters, 1-lb. pkgs., box 20 lbs.

## Peels

Morton Orange Peels, box 7 lbs.  
Morton Lemon Peels, box 7 lbs.  
Morton Citron Peels, box 7 lbs.

## Prunes

Griffin & Skelly Brand, 50-60, box 25 lbs.  
Griffin & Skelly Brand, 60-70, box 25 lbs.  
Griffin & Skelly Brand, 70-80, box 25 lbs.  
Webbfoot Brand, 30-40, box 25 lbs.  
Webbfoot Brand, 40-50, box 25 lbs.  
Webbfoot Brand, 50-60, box 25 lbs.  
Webbfoot Brand, 60-70, box 25 lbs.  
Webbfoot Brand, 70-80, box 25 lbs.  
Webbfoot Brand, 80-90, box 25 lbs.  
Webbfoot Brand, 90-100, box 25 lbs.

## Evaporated Fruits

Apples, c's, 50 lbs.  
Griffin & Skelly Peaches, box 25 lbs.  
Griffin & Skelly Pears, box 25 lbs.  
Griffin & Skelly Apricots, box 25 lbs.

## Dates

Hallowee, loose, c's, about 60 lbs.  
Excelsior, 1-lb. pkgs., c's, 36's.

## Figs

3 Crown, square box, about 10 lbs.  
4 Crown, square box, about 10 lbs.  
6 Crown, square box, about 10 lbs.  
5 Crown umbrella box, about 12 lbs.  
Figs in bags, about 30 lbs.

## Nuts

Tarragona Nuts, bag about 100 lbs.  
Filbert Nuts, bag about 120 lbs.  
Pecan Nuts, btl. about 150 lbs.  
Brazil Nuts, bag about 150 lbs.

## Peanuts

Coon Brand, green and roasted.  
"G" Brand, green and roasted.  
Sun Brand, green and roasted.  
Bon Ton Brand, green and roasted.

## Shelled Almonds

Britz Brand, 3 Crown, box 28 lbs.

## Shelled Walnuts

No. 1 Shelled Walnuts, c's, 55 lbs.

## Fish

Our quotations for **Salted and Canned Fish** are in favor of the buyers. We carry a complete assortment in barrels and half-barrels of **Labrador Herrings**, **Nova Scotia Cod Fish No. 1 and No. 2**, **Sea Red Trout** in 100-lb. kegs. Also, **Clams**, **Oysters**, **Lobsters**, **Mackerel**, **Salmon**, **Trout**, **Finnan Haddies**, **Shrimps**, **Herrings**, **Sardines** in cans, of the best brands.

## Vinegar

Our prices defy competition. We are booking orders for immediate delivery or as soon as the weather will permit. Our brands of vinegar comprise: French, 118 grains; English, 100 grains; Spanish, 90 grains; Italian, 80 grains. They are all praised for their superior quality. We also carry all other well known brands of vinegar.

Do not forget that we pay the freight on all 200 lbs. lots of teas or over, also on wines in original packages.

For all information, quotations, etc., write, phone or wire at our expense.

**LAPORTE, MARTIN & CO. Ltd.**  
Wholesale Grocers, Wines, Liquors and Vinegars **MONTREAL**



# The Syrup Season Is On!

We Lead With

## Red Label Imperial Maple Syrup

The experience of years, the use of the purest raw products, and skill, enable us to refine a maple syrup which meets all the trade requirements of quality, price and customer-winning merits.



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

In all comparisons there is always one by which all others are compared. In the syrup world this one is **Imperial Maple Syrup**. Merit acknowledged the best.

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

LOOK AT OUR PRICES :

Quart Bottles,	12 to Case	\$2.40
Pint Tin, Wine Measure,	48 "	5.20
¼ Gal. " " "	24 "	4.80
½ " " " "	12 "	4.80
1 " " " "	6 "	4.50
5 " " Imperial "	1 "	4.00

Begin now to stock only standard brands, when guaranteed by people who do as they advertise. Order at once, from your jobber, a 5-case lot—for direct shipment to your store—and save freight. We prepay up to 40c. per cwt.

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

### Imperial Syrup Co., Montreal

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

The best crop of corn grown will contain some that is not good enough for

# "PANSY" BROOMS

Sorting the corn is one of the most important branches of the broom-making business.

THE MAKING OF "PANSY" BROOMS.



West end of sorting room

We would like your Spring order for brooms.

Write for quotations.

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

Office and Warehouse :  
92 Adelaide St. W.

Toronto, Ont.

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

**QUAKER  
CANNED  
GOODS**

Packed by

**The Bloomfield Packing Co.**

**at Bloomfield, Ont.**



## Essex Canned Goods

easily rank first for quality and satisfaction. We tap the heart of Ontario's famous farming region, and the best that grows comes to us naturally and logically. We offer a ready market to any grower whose product comes up to our standard, and have every modern facility for doing things right. Grocers who want the better class of trade will find Essex goods well worth while. We don't know how to put up an inferior article. Each season's output is better than the last and the success of one year is never a high enough mark for the next.

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

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

## Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dity and fly-specked.

Seems as if **every successful** retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED

Windsor, - Ontario

**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

# Carpet Tacks



Are a staple article in daily demand in the Hardware, Grocery and General Store.

We have them in all makes at prices which yield a liberal profit.

All sizes, blued and tinned.

Samples and prices on request.

**BAZIN MFG. CO.,**  
94 Arago Street, QUEBEC

## We Offer This Week

600 Boxes Eleme Raisins, 28-lb. Boxes, Crop 1906, in perfect condition at

**4c. per lb.**

**SUBJECT TO  
PREVIOUS SALE**

This is a chance. Repeat orders are coming in. Don't hesitate to send your order in promptly.

**S. J. CARTER & CO.**  
WHOLESALE GROCERS

58 MCGILL ST., MONTREAL

# A PROPOSITION TO YOU!

We want to make a good proposition to you—to show you how it is possible to make a good profit on our lines of *TOILET SOAPS*.

You will be interested in learning what we have to say. Drop us a line before turning over to the next page.

*It's to your interest.*

**SAVONS FRANCAIS**

**G. PAGUELO, Manager**

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

**MONTREAL**

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

**Tartan**  
**BRAND**  
SIGN OF PURITY

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

# "Tartan" Strawberry Beets

FINE FOR SALADS.

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

Special va'ue in Shelled Walnuts, Bordeaux and Cherbertes,  
perfect halves and broken.

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

## BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

**"Keep up with the Twins"**



**"Keep up with the Twins"**

Handle . . . .

# GOLD DUST WASHING POWDER

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

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

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

# William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

**Teas**  
**Coffees**  
**Raisins**  
**Currants**  
**Prunes**

All at bottom prices and quality guaranteed.

Write for quotations.

# GREENBANK LYE

THE BEST DISINFECTANT

Packed in Metallic Tins Only

Case 4 doz. 1/4-lb. tins	- - -	\$0 45 doz.
Case 4 doz. 1/2-lb. tins	- - -	70 doz.
Case 4 doz. 1-lb. tins	- - -	1 30 doz.
Case 8 25-lb. tins (loose)	- - -	04 lb.

TERMS—NET 30 DAYS

Special Price to Jobbers

# L. Chaput, Fils & Cie.

MONTREAL

Wholesale Canadian Agents



YOU desire to stock articles which will bring you GOOD PROFIT and secure QUICK SALES; you wish at same time to obtain the good-will of your customers and get a reputation for selling ONLY THE BEST.

# HOLBROOK'S Worcestershire SAUCE

Is just the sauce you want to fill these requirements. Its value as an appetiser is unequalled, no matter how much higher the price of its competitors, and its popularity in every part of the world proves its excellence.

HOLBROOKS WORCESTERSHIRE SAUCE

Made and bottled in England.

FOR

PARTICULARS  
 AND TERMS  
 WRITE

**HOLBROOKS  
 LIMITED**

25 Front St. E.,  
 TORONTO

CANADIAN  
 MANAGER  
 H. Gilbert Nobbs

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



# HONEY

Absolutely Pure White Honey.

**This Line is Scarce**

We have a full stock of Barrels, 60, 10, 5 and 2 lb. tins  
at attractive prices.

**JAMES TURNER & CO.**

LIMITED

Hamilton, Ont.

## \$500.00 IN PRIZES

offered in

# ST. GEORGE'S Baking Powder Limerick Contest



Every dealer should take advantage of this great Limerick Contest to sell more St. George's. We send—all charges prepaid—large Limerick hangers to put on the windows and display inside the store—so you can get the full benefit of all this advertising. Write for as many of these hangers as you can use.

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



# A Page About Ourselves

A Personal Chat With Our Subscribers About Matters of Mutual Interest—Some New Features, Developments and Improvements—What They Say About The Grocer.

It seems wise occasionally for the editor to take his readers into his confidence regarding what they may expect in the future, what plans are being formed for their benefit, what steps have been taken toward improvement, what new features are being introduced. Accordingly, we are presenting herewith some of the matters coming under these heads which should be of particular interest to every reader of this paper.

Continuing the authoritative character of its articles on matters of trade interest, an attempt will be made to make the paper brighter, as regards both illustration and editorial matter, than it has ever been before. The Grocer has had a steady march of progress and improvement during its twenty-one years of life and this must be continued. One of the means contemplated as leading to this end is an enlargement of the space devoted to editorial matter. This will permit considerable attention being paid to one or two departments which we would like to strengthen.

Improvements, too, are being continually made in the mechanical department of The MacLean Publishing Co., proprietors of The Grocer, with a view to improving the typographical appearance and arrangement of the paper.

A few months ago many enlargements were made necessary in this department, both in the form of new machinery and in an increase in the staff of workmen, the change being largely due to the agreement entered into between the employing printers and the journeymen, the new arrangement providing for a shortening of the workday from nine hours to eight hours, as well as allowing an increase in wages on a sliding scale basis covering a period of several years. This, taken in conjunction with the steady advance in the price of printing paper, machinery, type, ink, etc., has made a heavy increase in the cost of production. Wages of printers, for instance, have increased from \$11 a few years ago to from \$15 upwards at present, while with the shorter workday not only is a larger mechanical staff necessary, but special men must be employed to keep the machinery in full operation.

While referring to the mechanical department, it might be said that the MacLean Publishing Company has adopted a new system in force in no other office in Canada, and in but few in America. Every year a large portion of the type, borders, etc., is thrown out and the most modern type faces take their place. This has made necessary the recent cancellation of the type book in use by many advertisers in this paper. Only a short time ago a large purchase

was made of new series of type specially adapted for advertising purposes, and the introduction of this has made a very evident improvement in The Grocer's advertising pages.

An entirely new feature, which will be instituted next month and continue regularly throughout the year, will be a special monthly article descriptive of some Canadian who has made a striking success in the grocery business including something of his personal history, as much as can be secured of the business methods which have brought him success, and, in most cases, illustrations of his business premises. We believe these articles will be helpful as well as interesting to our readers generally.

New correspondents are being continually added to our staff and it is our intention to develop this already well organized department till every section of Canada is represented. Last week, for instance, our columns contained a letter from Brantford, where we have secured one of the city's brightest young men to write for us regularly. New ideas are being continually brought out in this department, such for instance, as the hint to sell oranges by the peck, which has been taken up in many towns, and that concerning the loaning of orange slicers to stimulate the sale of marmalade oranges, which appeared last week, and is commented on favorably by one or two correspondents this week. These new ideas are continually cropping up and are of inestimable value to any enterprising grocer.

One grocer, in talking of the various good points of the paper the other day, said that it was worth more than the paper cost him to read the advertisements alone. That seems rather a new way of looking at it, but a note this week from our Guelph correspondent seems to bring out something of the same idea. And this paragraph ought to be of particular interest to our advertisers. He writes as follows: "It was quite a treat to see H. Walker & Son's bright advertisement in The Grocer this week, and as one Guelph grocer put it, 'That is what makes a retailer feel like pushing that line of goods when he sees his wholesaler behind him backing him up with a good live ad.'"

While speaking of advertising, we would like to mention a department which we believe could be made use of with advantage by the retailer, as well as the wholesaler and the agent, a good

deal more extensively than at present. That is our condensed ad. department. We have arranged this for the convenience particularly of the retailers, and the rates have been kept at a low basis to encourage them. This department is bringing particularly satisfactory results to those who are using it. If you want a clerk or are hunting for some slightly used store fittings, or want to dispose of some article, try a small "Want Ad." in this department for two or three issues. It will be almost sure to put you in touch with a party with whom you can advantageously do business.

The international character and influence outside Canada, not only of The Canadian Grocer, but also of the other MacLean trade newspapers, is illustrated readily in the recent visit to Canada of J. Meredith McKim, the MacLean Publishing Co.'s representative in London, Eng. Mr. McKim has just returned after a visit of some week's duration, during which he familiarized himself with the present aspects of Canadian business. The MacLean Co.'s English and foreign offices are unique, in that, with the single exception of the Toronto Globe, they are the only ones maintained by a Canadian publishing house. For eleven years Mr. McKim has been in charge of the London office, where now a staff of four represents the MacLean papers. Mr. McKim joined the MacLean staff as a boy, and has now one of the company's most important assignments. His father and uncle were both members of the 13th Hussars in the Crimean War, and detailed to membership in the famous "Light Brigade," his father being assigned to the personal staff of Lord Raglan.

The window dressing and advertising competitions carried on recently attracted a good deal of interesting comment. We realize that these subjects are of vital interest to grocers generally and intend to pay considerable attention to both of them during the year. And you can help us in this in a way which will be mutually beneficial. When you have a window of groceries, candy, fruit or crockery that you are particularly proud of, have a fair-sized photograph taken and send it in to us. We'll be glad to reproduce it and to give you full credit for it, at least, as much as you deserve. We'll be glad also to receive ads. for criticism under our advertising specialist. This department seems to have been of considerable benefit in the past and we want it to be of service to you.

## AN ATTRACTIVE CROCKERY WINDOW

Effective Scheme of Decoration From Colborne, Ont.—An Illustration of What Can Be Done Under Difficulties—How the Window Was Made.

It is not only in the larger towns that good specimens of window dressing are found. Here's a crockery window from the little town of Colborne, Ont., that for artistic arrangement and practical selling power compares very favorably with anything that has come to our attention. The window was dressed by Arthur E. Prince for Bradd Bros., grocers and crockery dealers, and shows considerable ingenuity. Ordinarily the windows of the store are open. Mr. Prince has built up a pleasing background and furthermore has added a roof, enclosing the display. He has also

explained by Mr. Prince himself, as follows:

"The background of the display was light blue, over which white bunting was puffed. The background extended about two-thirds of the distance to the ceiling. The top was puffed in larger puffs than the back, and in each puff there was a ball of blue paper. At the side there were four rows of puffs which slanted from the top down to the first shelf. The shelves were covered with blue paper and the stepped platform was covered first with blue paper and then with white bunting."



An Attractive Crockery Window in a Colborne, Ont., Grocery Store.

made good advantage of the shelves at the side of the window.

The arrangement of the china is well worked out indeed, the display being just irregular enough to take away any of the tendency to stiffness which is so likely to be evident in a small window of this kind. The step arrangement is an effective form of display and the fact that each piece of china bears a price ticket is another fact calculated to catch the eye of the passer-by.

How the window was built and the puffed background effect obtained are

### AMENDMENT TO CRIMINAL CODE. Member for Montreal Introduces Bill of Importance to Retailers.

From our special Ottawa correspondent.

Ottawa, Feb. 19.—Mr. Gervais, M.P. for Montreal, has introduced a bill to the House to amend section 498 of the Criminal Code in a manner which will be acceptable to the retail trade of the country. The section as it stands today in the statute, reads as follows:

498. Every one is guilty of an indictable offence and liable to a penalty not

exceeding four thousand dollars and not less than two hundred dollars, or to two years' imprisonment, or, if a corporation, is liable to a penalty not exceeding ten thousand dollars, and not less than one thousand dollars, who conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat or transportation company—

(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

(b) to restrain or injure trade or commerce in relation to any such article or commodity; or,

(c) to unduly prevent, limit, or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the price thereof; or,

(d) to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity or in the price of insurance upon person or property.

2. Nothing in this section shall be construed to apply to combinations of workmen or employes for their own reasonable protection as such workmen or employes.

Mr. Gervais' amendment is to add the following words to sub-section (2):—"or to retail or wholesale merchants or employers for their own reasonable protection as such retail or wholesale merchants or employers." An additional sub-section places the onus of any prosecution on the Attorney-General of the province, and it is in these words: "No prosecution shall be commenced under this section without the fiat of the Attorney-General for the province in which the charge is laid."

The member for St. James' division of Montreal, has been led to submit this important amendment to the House by reason of what he regards as the unfair prosecutions which have taken place in certain Ontario cities, notably Hamilton and London. He regards it as unjust that one section of the community, workmen or employes, shall be permitted to combine for their own protection, while the retail merchants of Canada are debarred from this privilege under the existing law. Mr. Gervais holds strong views as to the responsibility of the Government in trade matters. Instead of bringing respectable merchants before the courts, the Montreal representative holds that the Government should assume the responsibility of protecting the consumer against trade restrictions. Thus, assuming that a Retail Grocers' Association or a Retail Hardware Association were abnormally or unfairly to increase prices on one or more commodities, then the Government could meet the situation by temporarily reducing the customs duty upon such articles. In this way Mr. Gervais would remove the stigma of criminality from retail merchants and at the same time protect the householder from extortionate prices.

Richard Lewis, representing G. F. Sutton, Sons & Co., London, Eng., who is touring Canada with a view to opening up business here, called at the Toronto office of The Grocer on Saturday.

# 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.

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PACKAGE TEA CHANGES.

The Grocer received with considerable satisfaction this week the news that the leading package tea houses, with a few exceptions, have removed their twenty-five cent package from the market. This is a matter we have been strongly advocating for some months as being in the interests of the retailer and ultimately also, to the consumer, and we naturally feel that we can take considerable credit for the change which has just been made.

The larger packers freely admit that with the exceedingly high prices which have prevailed in all grades of common teas for a year or more they have been losing money in putting up a satisfactory package to sell wholesale at 20 cents. And with the record advances in these teas during the last few months the problem became a very serious one and it was seen that the business could not be carried on for any length of time on this losing basis. There were two lines of action possible. The packers must either increase the cost of their package to the retailer or raise the price to the consumer. It was realized that the retailer's profit would be anything but satisfactory if the wholesale price was raised, so the latter course was adopted and the twenty-five cent package was discontinued in favor of one at thirty cents. The change, if it makes any difference at all, should benefit the retailer. The wholesale prices on the thirty cent packages are twenty-four and twenty-five cents, so that his profit is practically the same,

or at the former price, greater, than it was on the old basis. On the other hand also, the consumer will doubtless receive a better grade of tea in the thirty cent package. The consumer, if he only could be brought to believe it, really gets better all-round value, as he uses tea approaching the higher grades and should be educated to that standpoint. The abolition of the twenty-five cent package is a step in this direction and should be satisfactory to the retailer generally.

A PICNIC AT LONDON.

Considerable interest is being taken in several sections in Ontario in the suggestion, mentioned recently in our columns, that a union picnic of Western Ontario grocers should be held at London some time during the coming summer. The suggestion is a good one, and though February seems perhaps a peculiar time to talk about summer picnics the present is really the time when the matter should be considered.

As a site for a gathering of Western Ontario grocers, London is ideal. The excellent railway facilities would permit of the attendance of members of the trade from an exceedingly large section. Last year the London grocers picnicked in Toronto. Why shouldn't Toronto grocers picnic in London? The cities more closely situated would no doubt send along a good-sized quota and merchants in Sarnia, Windsor and other border towns could go and return without difficulty. Beside convenient location London has an abundance of natural attractions in her parks and beauty spots which deserve the acquaintance of the citizens of other towns and perhaps best of all, the city has a large and active retail grocers' association which would be perfectly capable and willing to handle a gathering such as is proposed.

MORE COMPLAINTS OF EXPORTS.

Canada's exports are certainly receiving heavy thumps from foreign markets in different parts of the world these days. And the matter is one which has assumed a very serious aspect. Last week we noted complaints from Japan in regard to shipments of Canadian butter. This week, even more discouraging reports have come in from the commercial agents and others, as is noted at greater length on another page, regarding Canadian apples in England.

Viewed from the standpoint of local dealers, these reports are to some small extent, exaggerated. They all agree,

however, that there is a good deal of truth in the statements.

Undoubtedly these matters mean a great blow to Canadian trade. And, coming at a time when our export trade in these commodities is assuming a good deal of importance, the blow will be doubly harmful. It only needs a few such instances to cripple vitally our export business.

These matters must be investigated immediately. It is true that the peculiar conditions prevailing in the apple packing industry in Canada last season would seem to provide a reason for some of the conditions complained of but this should not be accepted as an excuse in this case. The fact that some Canadian dealers are disreputable enough to injure the whole Canadian export trade in the hope of a small amount of personal gain is exceedingly regrettable. The conditions complained of in regard to apples seem to point to the fact that the Fruit Marks Act is being toyed with.

It would seem an easy matter to trace these questionable shipments back to the Canadian firms who are responsible for them and to deal with these as the case justifies.

LINES OF SUGAR DECLINED.

The St. Lawrence sugar refinery reduced refined granulated and yellow sugar by ten cents per hundredweight early in the week. Other refiners have maintained their prices, claiming the decline of ten cents on refined in New York did not warrant a reduction here. The general opinion among jobbers seems to be that the St. Lawrence Co. has a surplus of stock which they would like to clear out, and that the decline is only of a temporary nature.

CHANGES IN AUSTRALIAN TARIFF

The Canadian Trade Commissioner in Australia, J. S. Larke, in a recent report, states that the new Australian tariff will be on the average five per cent. higher than the old, but on no one line will it be so high as to be practically prohibitive. On most lines the effect of the preference granted to Great Britain is of more value than the additions to the tariff. If Canada secures the advantage of this preference, its position will be materially improved over that which it occupied under the old tariff on many lines of goods which Australia must continue to import. The greatest impediment to Canadian trade in Australia will be hereafter, as it has been in past years, the inability of Canadian manufacturers to fill the orders that they might otherwise obtain.

## THE SITUATION IN THE WEST

The Grain Exchange Charter Question—Wheat Markets Slumped But Recovering  
—Good Conditions in the Grocery Trade.

By our Special Winnipeg Correspondent.

The situation in the West has developed many features of interest during the past two weeks but the question of the amendments to the Grain Exchange charter continues to be paramount in grain circles at least. The gravity of the situation has increased rather than diminished. The agricultural committee have passed the bill in its most confiscatory form and have recommended it to the legislature in that form in spite of the representations made by counsel for the Grain Exchange. The Grain Exchange has filed a formal protest to the legislature against the passing of the bill, but it is not expected that this will have any effect in deterring the passage, which has apparently been determined upon by the Premier, Hon. R. P. Roblin.

To what extent the well ordered and well established grain markets will be disturbed and destroyed it is too early to determine, but, although there are differences of opinion on some passages of the bill and their effect, there seems to be but one opinion, outside of the Provincial Minister, pledged to it, and the little coterie of grain growers that have fathered the bill, and that is that it is unquestionably the most vicious piece of legislation that has ever been brought before a Canadian Parliament, and so far from accomplishing the end desired by its authors will have the effect of upsetting the entire grain trade, both domestic and export, possibly for years to come.

The wheat market has in common with world markets, suffered a very serious slump in the past ten days, but now shows signs of recovery and a return to normal conditions. It is worthy of note that the Winnipeg market was the slowest to break and has been the first to show recovery to any material extent. The receipts of wheat for inspection have been growing smaller daily for some time, and the receipts at country elevators still smaller, indeed the amount now in farmers' hands must be small indeed, and apart from any good wheat that may have been reserved for seed, is generally of low grade. When the slump reached good proportions there was a considerable revival of export trade, which has been very dull since the heavy Argentine shipments have begun to come in. The inquiry was for No. 1 and 2 Northern or else for low grades. The usual mid-winter dullness which is always a feature of the early part of February, is passing and generally more active conditions are looked for as the season advances. In spite of the heavy weekly all-rail shipments, stocks are accumulating at the lake fronts, very much in

excess of any previous year. Of course, during the entire season, there has never been a week when it has not been easy to carry wheat from interior points to the lakes, owing to the very open season.

The distribution of seed grain is being watched with keen interest by business men as well as farmers, for on the early seeding of a large area with good seed depends largely whether the year 1907 was as disastrous to mercantile interests as was at first anticipated. There is no question, that although conditions have not proved as bad as many anticipated, a backward spring with slow seeding and a scarcity of seed calculated to produce a vigorous crop would be very prejudicial and would precipitate many failures that are now being staved off. Recently there have been quite a number of rather material failures in Winnipeg though none of a character to occasion any very widespread loss. The tightening of things has been noticed, most especially in furniture lines, and one very large concern that did a heavy credit business in these lines has gone under and a receiver has been appointed. The period of rapid expansion through which the city has been passing, the very high rents, and the consequent renting of larger houses and putting in of new furniture and renting rooms that has been carried on to a surprising degree, has been very largely done on the instalment plan. Many of the people with roomers are finding their rooms vacated or have been obliged to accept very much lower rents and in turn have not been able to keep up payments on furniture, so that this in a measure accounts for this branch of trade feeling the squeeze severely. Grocers, especially wholesale grocers, and dealers in heavy and necessary clothing, report conditions better than they expected to find them when the winter season opened. They claim that the fact that people have had to spend so much less on fuel than usual has left more money to invest in food and clothing, whatever the reason the fact remains that accounts of this character have been very well met.

The real estate situation shows very decided improvement in the past two weeks, though the inquiry is almost entirely for inside properties and some fairly good deals have changed hands. It is noticeable that the best investors at the present time are English capitalists. There have been premature reports about local factories being bought by Old Country concerns and these have been strenuously denied by present holders but there no manner of doubt

that important negotiations looking to transfers of this kind have been going on all winter and though some of them may fall through others will be carried to completion and very considerable expansion in local manufacturers may be looked for in this way.

The lumber and wood men have rejoiced greatly over the recent snow falls that have assisted materially in forwarding matters in the busy season. The cut of the winter has been a heavy one and there is now a good prospect that it will be gotten out without too much expense and trouble.—H.

### TORONTO FRUIT MEN BOWL.

The Toronto Fruit Market on its busiest day looked tame compared with the lively scenes witnessed at the Toronto Bowling Club last Thursday evening, when the wholesale fruit men participated in their first tenpin tournament. A quiet fruit man is a rare article, so that the dullest imagination can picture pretty well what an animated lot of beings congregated that evening.

The games started sharply at eight o'clock, and then the fun began. The different participants were graded into three classes, A, B, and C, according to their estimated ability. Before the tournament was over the presence of some leading lights was in evidence. Chas. Kimpton was master of ceremonies, having for his assistants in directing the combat Messrs. Oke, Langskill and Stringer.

Class C, or the green fruit of the bunch in the tenpin game, was given the right of way and commenced doing all sorts of unusual things with the pins. Many fruitless attempts to dislodge the pins caused rounds of fun. After Class C had finished rolling, Class B and Class A started, the former being composed of bowlers of this year's standing, while the latter contained the so-called professionals of the bunch. Some splendid scoring was done by Class A.

At the conclusion of the games Chas. Kimpton ascended the throne and distributed the prizes of the evening to the winners. The prizes were won as follows:

Class A—Special prize for single high game, gold stick pin, presented by T. F. Ryan, won by Ted Oke, score 189.

For two high games: Total  
First prize, cut glass—J. Langskill 321  
Second prize, cuff links—T. Vance.. 317  
Third prize, umbrella—W. B. Stringer..... 306

Fourth prize, necktie—N. Peters. . 280  
Fifth prize, braces—E. Provan..... 279

Class B, single high game, fountain pen, R. Bain, 163.

Two high games: Total  
First, cut glass berry bowl, F. C.

Matthews..... 301  
Second, watch fob—R. Powers. . . 271  
Third, cuff links—F. Kimpton . . . 277  
Fourth, umbrella—H. Peters . . . 274  
Fifth, umbrella—W. H. Despard . . . 273  
Sixth, braces—R. Husband . . . . 248  
Seventh, braces—Cam. Husband . . 251  
Eighth, necktie—Geo. Stewart . . . 245  
Ninth, necktie—Geo. Everist . . . . 243  
Tenth, shaving mug—Geo. Oleott . 242

In Class C sixteen prizes were handed out, including cut glass berry bowls, watch fobs, cuff links, braces, neckties, shaving mugs, etc.

# Unsatisfactory Apple Shipments

Trade Commissioners in England and Newfoundland Complain of Past Season's Shipments—What a Liverpool Dealer Thinks—The Position of Local Shippers.

The past season seems to have been a very unsatisfactory one for Canadian apple shippers and judging from reports which are coming in from various sources a good many dealers seem to have been trying to make up for losses in Canada by using questionable methods in their export business. The following paragraphs give undeniable evidence of the unsatisfactory condition of a good many of last year's shipments of apples.

## English Commissioner's Report.

In the current report of the Department of Trade and Commerce, J. B. Jackson, in a letter from Leeds, dated Jan. 22, 1908, speaking of Canadian apples on the British market says:

"The closing weeks of the apple season are now near at hand, and it is with much regret that I have to report that Canadian apples have not maintained their well-known reputation on the British market this season. Indeed, speaking from a knowledge of the principal markets in this district which include such important distributing centres as Leeds, Hull, Newcastle-on-Tyne and Sheffield, very many complaints have been made against the packing and grading in fact, the shipments this season are looked upon by the best judges in the trade as not only inferior in quality to those received for many years, but that the grading and packing has scarcely ever been worse.

## Faulty Packing and Grading.

"Various complaints have reached this office from the leading houses in the trade, which, after being fully investigated, all point to the one regrettable fact, viz.: that the Fruit Marks Act has not been complied with. Different kinds of apples appear to have been indiscriminately packed together without any due regard to the grading. Especially does this apply to No. 2s., which has caused the merchants to go to the trouble and expense of having the apples repacked before they could be successfully disposed of to the retail trade. It must be remembered that packing of this kind is equally as disastrous in its effects to the merchant on this side as it is to the exporter in Canada. When the customers purchase a barrel of apples, which judging from the surface appearance, are of good sound quality throughout, but find, on investigation further, that this applies to the top layers only, then not only does this seriously injure the trade of the merchant, but, in the same way, materially lowers the reputation of Canadian fruit in his own estimation.

## Cases of Complaints.

"An idea of the sort of grievances which have been found can be gathered

from the following: A consignment of apples which were marked as No. 1 'Kings' and sold as such at auction to local merchants for 17s. per barrel, were, when opened, found to be inferior 'St. Lawrence,' and the purchasers eventually disposed of them for 5s. per barrel. Similar cases could also be quoted. Barrels, for instance marked as No. 1 'Spy,' turned out to contain No. 2 'Snows,' and No. 2 'Baldwins' were packed in barrels marked No. 2 'Spy,' and so on. It is also said that many barrels marked No. 1, were not entitled to that mark as the fruit was grubby and small. The complaint as to the smallness of the fruit by the way, is almost general in this district indeed, on account of this, many No. 1's have only, with difficulty, been disposed of at a price which good No. 2's have obtained in past seasons.

"The following paragraph, however, which appeared in the 'British Fruit Grower' of January 9, 1908, is commended to the notice of fruit circles in Canada, coming as it does, from one of the recognized organs of the fruit trade in this country:

"During the present season for Canadian and Nova Scotian apples our market representative has on two or three occasions called attention in his notes to the grading of these apples, the marks on the barrels (owing to the small size of the fruit in the crop) not representing the character of apples which had come to be associated with No. 1 and No. 2 grades in previous seasons. As the season has advanced the grievance felt by buyers has been accentuated by a distinct falling off in the actual grading of the apples, the first grade varying considerably in size of fruit, and in some cases the contents of the barrels should, in the opinion of some of the best judges in the trade, have been marked No. 3 instead of No. 1, and in a few instances No. 2 were found to be superior to the best mark.

"It seems to us that, following the excessively dry season and the consequent all-round smaller size of the fruits, the Nova Scotia growers have failed to realize that the No. 1 grade of other seasons was not to be found, and that, in fact, there should have been none or very few of No. 1 marked. The 'large' apples of 1907 should have been packed as second grade. This explanation will, of course, not cover the instances where No. 2 and No. 1 have come mixed indiscriminately in one barrel. Some of the Nova Scotia fruit growers are as blind to their own interests as are their brothers on this side, and nothing short of coercion will ever make them pack fair and square. Nova Scotia has had a good name for square dealing in the past, but we would remind our

friends on the other side that to be 'ill deemed is to be half hanged.' There is one point to which the growers may not be altogether to blame. Much of the fruit in Ontario and Nova Scotia is bought on the trees by Yankee and other packers, and it is quite within the possibilities that these gentlemen are responsible for some of the slipshod work. Such a thing as 'stove piping' the barrels of fruit in packing is not unknown to these Yankee gentlemen.

"The only redeeming feature to the whole disagreeable business is that the shipments sent into this district by some of the reputable apple shippers of Ontario have been all right in packing and grading, taking into account the average size of the Canadian apple of this year—but even these did not realize the prices which should have been obtained owing to the false, fraudulent and slipshod methods of those who were responsible for the actual packing of the majority of the fruit.

"Canadian apples are to-day a poor second in this market to American apples, which have this year been better packed and graded than ever before."

## Similar Reports From Newfoundland.

Somewhat similar reports are coming also from Newfoundland. In the same department report E. D. Arnaud, the resident commercial agent, writing from St. John's under date of January 30, says:

"My attention has again been called during the past season of apple imports to the unsatisfactory way in which several barrels sent here from Nova Scotia have been packed, and from a personal knowledge of the matter I am satisfied that the regulations laid down in the Fruit Marks Act were not observed, and that the complaints of the retailers here were well founded.

"It will be instructive to read what a local trade journal has recently had to say on the subject:

"There is supposed to be a very rigid inspection of Canadian apples for export, but, notwithstanding, there is a crop of complaints again this year against the goods sent out. In England there is a vigorous kicking by retail fruit and grocery men, against the faulty nature of the Dominion Government inspection of apples, and St. John's grocers are making similar complaints. Many barrels of apples arriving here, branded No. 1 are, really only second grade, and second grade apples are merely 'windfalls.' Mr. Arnaud, the Canadian Commissioner, made strong representations on this subject to the Dominion Government last year, but though the lines of inspection were tightened, there is still much to complain of. Individual dealers have also

sent complaints to Canada, but the Dominion shippers always seem to make a plausible excuse, and wriggle clear of the complaints."

"When asked the other day why he didn't repudiate orders, and send inferior stuff back, one of the largest dealers in the city said: 'Under all the circumstances, it would never pay us to do so, and we must only grin and bear a situation which we cannot change. We order apples to reach us just when we want them in our trade, and if we don't accept what we get we will have no apples to supply our customers. In the case of unsound apples, if we make complaint, the shippers will say that the goods were all right when they left their hands, and they must have deteriorated on the voyage. There is no way to disprove this contention and rather than make a noise from which no benefit can come, St. John's dealers make the best of a bad bargain by sorting and picking, try to get their own money out of the lot. And even if a case be made out against the shippers, the latter will shift the blame over on the shoulders of the inspectors or growers, and that is the last word to be said on the subject.'"

#### An English Importer Speaks.

Added to this, the following letter from Liverpool, dated Feb. 8, from one of the largest firms of apple importers in England, shows how serious the matter really is:

"Editor, The Canadian Grocer.

"Dear Sir,—I have just received a copy of your valued paper, issued on January 24 last, and note with interest an article under the title, "Heavy Losses in Apples," to which I feel compelled to reply.

"You state in your article that ruinous prices are ruling on this side, resulting in heavy losses to speculators, and this would, of course, lead to inquiries as to the cause. I have every reason to know that the crop of Canadian apples this season was exceptionally large, and there is no doubt, to my mind, that it was underestimated, with the result that growers held out for high prices, and that the apple speculators both in England and America swallowed the bait.

"I maintain that if the apples had been properly graded and branded the result would have been profitable to speculators in spite of the heavy arrivals.

"The Liverpool market handles, as you are aware, an enormous quantity of apples, and to instance the variations in prices, the following figures, which are from the sale catalogue of last Wednesday will suffice, the apples in question being all branded No. 1, and ex "Welshman" at Liverpool, February 5 and 7:

"Spies made as high as 21s; Baldwins as high as 19s; Ben Davis, 14s; and again, Spies made as low as 15s; Baldwins as low as 15s 6d, and Ben Davis, 13s.

"You will see that there is a difference in the prices of Spies of 6s, and yet, I repeat, that they were all branded 'No. 1.' The same variations exist in the case of Baldwins and Ben Davis. In the event of these prices being doubted, I may say that they can easily be verified, but the instances go to support the statement that Canadian apples have never been so badly and unfairly packed as this year.

"There is no doubt in my mind that the Canadian Government will no longer close their eyes to the fact that the 'Fruit Marks Act' is being played with, and some strong measures will have to be adopted in the near future if this industry is going to maintain its high place in the commerce of the world. The heavy crop is no excuse for false packing, because the demand was quite up to the supply, and the market for the best known brands, fairly packed, has been steady all the season.

"Some Canadian apple growers were recently in Liverpool and they could scarcely believe their eyes at some of the barrels they saw opened for their inspection.

"In conclusion, it is to be hoped that such steps will be taken by the government, supported by the press, to bring about a more desirable state of affairs, and thus prevent the recurrence of a season which buyers here are likely to remember.

(Signed) W. A. CROUCH."

#### The Canadian Viewpoint.

With a view to finding out how the matter was viewed by Canadian shippers, several leading dealers in Toronto were seen. It is generally conceded by them that there has been a lot of unscrupulous packing. As one shipper tritely put it, "Some of the packers have been rotten." But while there are good grounds for many of the complaints, it is manifestly unfair to denounce unparingly the whole trade. In the fruit industry there are men, certainly, who seem to have no compunction as to how they grade and pack apples. But while this is so, there are a great many more who are perfectly honest and conscientious about their grading. One Canadian firm, out of shipments aggregating 60,000 barrels, has had practically no complaints about its apples.

Several exporters have pointed out that much of the trouble has arisen from the poor quality of apples this year. They were small and grubby, due to the late spring and cold autumn. The result was that the best apples branded as "No. 1's," were below the standard of other years. It is candidly admitted that apples have been packed as No. 1 which other years would be branded as No. 2, but which, considering this season's crop, were entitled to be graded as the best. This would go to show that circumstances, rather than fraud, had something to do with the unsatisfactory grading. The Dominion inspectors have been very active this year in investigating the apples business and enforcing the Fruit Marks Act. Several packers have been found guilty of questionable practices, but this has by no means been the general rule.

It is maintained again that market conditions have had a great deal to do with the complaints. The Canadian crop was exceptionally large, contrary to general expectations. "If the crop had been half what it is, there would have been little complaint about the grading," said one leading exporter. When the market broke and prices fell, it is alleged that English receivers endeavored to break their contracts and to do so used the argument of low quality and poor grading. One large consignor says that the excuses made by English receivers for the low prices obtained "bore

every evidence of being made out of whole cloth." These are but samples of the arguments used in explanation of the charges of fraudulent grading and packing.

Another argument heard was the fact that large receiving points, like Liverpool, have at their disposal an inspector who has wide enough latitude to check the importation of illegally packed apples. It is contended that English buyers have thus the machinery at hand to stop these questionable practices. Should the inspector discover cases where the Fruit Marks Act is being tampered with all he has to do is report the offenders to the Dominion Government, which, thereby, becomes responsible for their prosecution. Exporters claim that this would help very materially to put an end to the dishonest methods of Canadian packers. While this fact may be true, it is not this that must be looked to for a remedy. The matter must be looked after here in Canada where the trouble originates.

#### HOW TO SELL ORANGES.

"Oranges by the peck." This—which was suggested in The Grocer recently—was the attractive feature of an advertisement of a local grocer during the past week, and in connection with the retailing of the golden fruit was certainly an innovation here. Care was taken to emphasize the fact that the oranges had been purchased in extensive quantities and that this plan had been devised for a quick disposal. It was also stated in the advertisement that the oranges were "large, juicy and sweet," and it is needless to say that the grocer did a brisk trade in oranges. The price was quoted at 35 cents, and lovers of oranges who have always been in the habit of buying them by the dozen recognized the opportunity as a snap of snaps, and the majority of those who wanted oranges bought them by the peck. While the merchant is not disposed to discuss profits, one thing is certain that he will not have many oranges of this particular kind on hand very long, and it is a certainty that he has been benefitted in other respects. The incident illustrates the advantages of originality in advertising and how "specials" from week to week can be made to attract new customers and add to the permanency of trade provided merit and honesty are not lacking. "Specials" have been the leverage by which the trade of the departmental stores has been built up—they are kept up from day to day, never allowing public interest to wane—and why can't they be used with a proportionate degree of success by the smaller merchants?—Woodstock Correspondent.

#### FINAL MATCH POSTPONED.

Lack of ice caused the postponement of the final game in the Toronto Wholesalers' Hockey League till this evening, when, if 'Varsity rink's surface is in satisfactory condition, the T. Kinnear Co. and Jas. Lumbers Co.'s teams will line up for what promises to be a strenuous struggle. The fact that both teams are on the same terms and that this match decides the ownership of the cup, which has been in possession of the Brokers' team since last year.

# \*Grocery News from Coast to Coast

What is Doing in the Trade in Canadian Cities and Towns—Outlook Generally Considered Bright for Good Business in the Spring.

## CHATHAM.

Tasty window dressing is steadily and swiftly advancing in favor among Maple City grocers. A stroll down King street any day will emphasize this fact. The groceries of the Maple City certainly never presented a higher average of effectiveness and tastiness in the matter of window display than they do this week. A few months ago "any old thing to fill up" seemed the general rule, with a few notable exceptions. To-day there is scarcely a window, even on unobtrusive side streets, where an effort is not noticeable to attract attention and custom from the passer-by. Just what has wrought the change is a little hard to fathom; but there certainly has been a distinct advance. Doubtless, The Canadian Grocer, which the progressive grocers of the city read regularly, had a large share to do with it.

Last week the Palmer Baking Company, of which J. R. Palmer, formerly of Tilbury, is the head, took over the city bread route of E. A. Mounter. The new proprietors are featuring a Table Queen loaf, in place of the Butternut bread, the rights of which they did not acquire. The Palmer Bakery is in many respects a model establishment. Thorough cleanliness is aimed at throughout, and the various departments, baking room, engine room, flour room and packing room, are so arranged that all are directly under the eye of the "man at the desk." A notable innovation is the use of gas for the ovens, as well as for light. The company has a large wholesale business, and with a present capacity of over 6,000 loaves daily, looks forward to enlarging in the near future.

An important change has just taken place in the management of the Chatham, Wallaceburg & Lake Erie electric railway, whereby D. A. Gordon, M.P. of Wallaceburg, becomes manager, in succession to Geo. J. Fielder, resigned. Mr. Gordon is general manager of the Wallaceburg Sugar Company, uncrowned king of Wallaceburg, and one of the big men of the west.

Assessors Gonne and French state that they expect to place an increase of \$100,000 on Chatham's assessment this year, judging from the increases in the wards so far assessed.

W. C. Crawford's "Big Store," at Tilbury, has inaugurated a tremendous campaign for business in the shape of a prize contest sale. The sale lasts during the month of February, and the prizes range from a grand piano downward. Each purchaser of one dollar's

\*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

worth of goods receives a numbered coupon, and the lucky numbers draw the prizes. This applies only to cash sales; though customers with accounts who settle before Feb. 29 are entitled to one coupon for every three dollars paid. The contest is being largely advertised in the various local papers in the vicinity of Tilbury. A helpful feature of the circular literature issued is a list of articles which can be purchased for the sum of \$1.

Frye & Connelly, the new Wallaceburg bakery firm, started their route this week. Mr. Frye is well known in the restaurant business, while Mr. Connelly comes well recommended.

Jaspersen's tobacco warehouse at Leamington was destroyed by fire early last week. The damage was \$7,000, partly insured. About a dozen hands are thrown out of employment.

## BARRIE.

Buying and storing apples for spring trade has been a losing venture with a great many merchants of the town. Several of the larger merchants who bought heavily in the fall and paid a high price, are now offering their holdings at from fifty to one dollar a barrel less than they paid for them and picked over stock at that. The trouble arose over the heavy rot which has occurred this winter. In the fall buyers paid as high as \$3.50 a barrel for No. 1 Spys, but the average price paid was \$3.

A week ago butter and eggs sold here at thirty-five cents all round and this week they are selling at twenty-five cents. The cause of this is the terrible storms of the previous two weeks. The farmers in this district have actually been snowbound for two and in some cases three weeks and are now flocking to town with their held-back produce and hence the great drop in the prices.

The Canadian Shredded Wheat Company made a hit with their shredded wheat banquet, which was held in one of the leading churches here this week. Needless to say, their demonstrations will not fade from the people's minds for some time. This is an excellent way of advertising and other firms might fall into line with advantage.

A terrible accident happened this week whereby an old man was killed. While walking along Dunlop Street a great piece of frozen snow and

ice fell from the roof of one of the buildings, crushing his skull and almost killing him instantly. Other merchants and men in general are now looking at, and attending to their roofs. Merchants of other towns take notice of this before it comes home to you.

We are pleased to note the number of farmers throughout the surrounding country who have telephones in their homes, they are all beginning to see the conveniences of these instruments, both with their neighbors and storekeepers in town and country.

James Mills, Shanty Bay, is giving up business and is selling out his stock privately.

## GUELPH.

Spring is here, so said one of Bobbie Willar's neat signs in Geo. Willar's grocery store window this week, and it certainly looked like it. This was one of the most attractive windows we have had in Guelph this year, and Mr. Willar had it very neatly dressed indeed. There were choice big juicy strawberries, nice and ripe in boxes, large bunches of white, crisp celery tied with pink and red ribbon, ripe tomatoes, green lettuce, mushrooms, new beets, carrots, turnips, radish and cauliflowers, which after the long cold days we have had looked very tempting and was greatly admired by the ladies, even if the prices were a shade too high for some of them.

The market Saturday was the poorest attended here for years and the prices were pretty stiff, more so than was really necessary, as the few fine days during the week had brought in enough produce to put the grocers on easy street, as nearly all the stores were overstocked with butter and eggs. Some stores advertised on Saturday 25 cents a dozen for eggs, and butter 25 cents a pound, while those few on the market got 35 cents. The roads were impassible but will be all right again by the beginning of the week.

The talk of removing the winter fair from Guelph to Toronto Junction has caused quite a little excitement among the merchants and our city council. But they all got busy and you may be pretty sure it will stay at home here where it was born and raised, right near the O.A.C., where they have got the experts who make the show the success it is.

INGERSOLL.

When will we get cheaper butter? This is the question that is agitating the mind of every householder at the present time. Of the commodities of daily consumption there is none in which the purchaser seems to get so little for his money as in a pound of butter. For weeks past first quality butter has been retailing here at 35 cents per pound. When this high-water mark was first reached the prediction was made that it would be only temporary, but it would really appear to have assumed a permanent nature. The assurance was given in the leading papers some time ago that to relieve the butter famine large consignments of foreign butter would be brought in, but if any of these have arrived, they certainly have not been noticed here. Very little of the dairy product is being marketed, while a large proportion of the creamery butter is brought in. There is probably nothing that would cause greater delight to the average family than to be able to buy good butter once more for twenty-five cents, or less, per pound.

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The past week was a splendid one in business circles. The mild weather which followed the blizzards of the preceding week was an incentive for people to turn out again. The country people, especially, were quick to take advantage of the improved condition of the roads, and they made frequent trips to town, both with produce and for supplies. Poultry is not being marketed in very large quantities, but the farmers have been bringing in their wood and grain, and everyone knows that when the farmers come to town trade is always better.

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C. C. L. Wilson, manager of the Ingersoll Packing Co., who was recently nominated by the Liberals of South Oxford as their standard-bearer for the next provincial election, has declined the nomination, owing to business responsibilities. Mr. Wilson's nomination was unanimous and the enthusiasm and harmony which prevailed at the meeting were striking tributes to his executive ability and far-reaching popularity.

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The Ingersoll board of trade has reorganized for the present year and a period of unprecedented activity is anticipated. At the reorganization meeting there was a splendid rally of representative citizens, a feature which indicates that a lively interest is being taken in the work of the board. Much important work in the direction of industrial expansion can be accomplished by a live board of trade, and Ingersoll is one of the towns in Ontario that has vim and push and is anxious to become bigger and better in every respect. There are many encouraging signs at the present time and every effort will be made to gain one or more substantial industries during the year. Business men, above all others, should know the advantages of a larger number of industries, and not only here, but everywhere, they should join in the movement to build up their respective towns.

It is an old saying "that the poor are always with us" the truth of which cannot be questioned. But Ingersoll has been fortunate this year in comparison with other places. Speaking at the

board of trade meeting last week, J. A. Coulter, president and manager of the John Morrow Screw Co., Limited, stated that he believed there was less poverty and fewer men idle in Ingersoll than in any other town in the province. He gave it as his opinion that there were not over fifty men out of employment here. This is certainly very gratifying to the merchants—in fact, everyone—when it is considered that in many places, some of them no larger than Ingersoll, hundreds have been out of work for months.

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H. D. McCarty, grocer, who served as chairman of the board of education very acceptably last year, has retired from that body. Mr. McCarty was a valued member of the board for several years and has always evinced a keen interest in educational matters as well as civic affairs generally. On the eve of his retirement he banquetted his colleagues at Brooks Bros.' parlors, and a delightful social period was spent.

KINGSTON.

Our street cars were tied up for a week and some of our influential citizens waited on the City Council asking them to do the part they were responsible for, clean the snow off the streets and the company would, according to agreement, clean the tracks. A thousand of the unemployed got to work and made the snow fly. The greatest sufferers by the late snow storms were the poor delivery horses and woe betide the driver who acts cruelly to his horse if he is brought up before Magistrate Farrell.

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Our Chinamen had their New Year's big time and they enjoyed themselves. They paid up all their debts and filled up on roast chicken, mushrooms, wine, fruits and candies.

It would be a good thing if a lot of Canadian people would follow their example and pay up. If a Chinaman sells out his laundry and owes you a bill his successor will pay it up cheerfully.

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Mr. Draffin, representing The Geo. Matthews Co., of Peterboro, reports big sales of smoked meats and lard bacon this week. He is introducing a good bacon cutter at a reasonable price. Mr. Draffin is very popular with the trade here.

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Kenneth H. Munroe, of the Jacob Bisquit Co., is taking an extended tour of Europe, combining business and pleasure. His last card came from Inverness. He will have a lot to say when he comes back. I expect to see two columns in The Grocer from his pen. This would save him a lot of lectures for all his friends will expect a private discourse about his narrow escapes, etc.

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Many of our grocers and their employees got valentines, generally one centers and with pretty rough hits in the form of poetry.

Mr. Thiekson, of Kilgour Bros., Toronto, bagged a lot of orders here last week. He is popular and one of the kind of gripmen who get acquainted at once. He was a grocer behind the counter once, that's why. They make the best travelers.

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Albert Glover has been laid up with quincy for some time. Albert never liked being choked off. He is well liked by the trade and we hope to see him around soon again.

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The McLaren Cheese Co. are demonstrating in the store of Ridden & Dyde, dispensing jelly and peanut butter. The demand for peanut butter has increased since they put the price down to 10 and 15 cents. The number of jelly powders is increasing and will soon catch up to the baking powders.

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The fact of wholesalers selling to consumers is a great injustice to the retailer and retailers should boycott such. It is penny wise and pound foolish for, although retailers may keep quiet, they have sense enough to hold their orders for the straight wholesaler. I know of a wholesaler here who refused a large order from one of our hotels.

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J. Gilbert has secured the contract for supplying the Industrial Home for the Aged for the year 1908, beginning March 1st. Jas. Crawford had it last year.

LONDON.

Trade, both wholesale and retail, continues quiet, bad roads affecting both. Teas are still advancing and sugars, coffees and other staples are firm. Travelers in on Saturday spoke most optimistically of the outlook, and are confident that as soon as the weather settles down and the roads improve, business will begin to hum. The same spirit of cheerfulness prevails in retail circles.

The rapid advance in the price of teas during the past couple of months is causing some uneasiness among the trade, as it is now apparently only a short time before the 25-cent goods will disappear from the market and the 30-cent line will be the lowest-priced obtainable. One dealer stated to day that he had only enough 25-cent tea to last him another week and that after that he would be compelled to raise the price. There will still be a 25-cent tea, but the grocers believe that there will be very little of its used on account of the poor quality. Two reasons for the advance are given. One is that Russia formerly obtained most of its tea from Japan, but is now getting it from Ceylon, which is the source of most of the tea consumed here. The other reason is that India tea growers have found the rubber plant a much more profitable crop and are consequently diminishing their tea plantations and going more into rubber growing. The advance is four to five cents on Ceylon teas and about three cents on Japans and will affect the cheaper goods much more than the more expensive, because much larger quantities of the cheaper qualities are consumed.



The aldermen of London are moving in the direction of having the law so amended that bakers will be compelled to make bread of the weight of two and four pounds to the loaf. The Toronto council has been approached on the subject, and until it has been heard from no definite action will be taken. Local bakers meanwhile are up in arms over the suggestion and declare they will fight such a proposal to the death.

George Peters, the well known baker and confectioner, of Dundas and Richmond Streets, is dead, at the age of 78 years. He was one of the city's oldest business men, and leaves an estate valued at \$25,000.

A downward tendency in the price of butter is noticeable, first-class creamery being sold on the market last week at 25 cents a pound.

The committee having charge of the arrangements for the grocers' banquet on the 27th inst. reports everything going on nicely. Already some seventy-five acceptances of invitations have been received and a big attendance is assured. The musical programme will be a feature, and among the expected speakers are the local members of the commons and legislature and the mayor.

John Bloomfield, formerly in the grocery business on Dundas Street, has purchased the McFie store and stock on the corner of King and Ridout Streets.

**SASKATOON.**

About two months ago the restaurant belonging to W. H. Gains was wiped out by fire. This week Mr. Gains opened new premises on Twentieth Street, with lunch counter and grill room, and is now ready to wait on the hungry as before. Mr. Gains has shown much enterprise in thus starting up so soon as it is said that in the recent fire he lost every cent he had.

The Hub cigar store has been fitted with a fine row of wall casings specially made for the handling of tobaccos, cigars and cigarettes. The new fittings are twenty feet in length, with glass front compartments and sliding doors, which may be removed for cleaning purposes. One feature of the arrangement is a small panel which slips below the different tiers and is fitted with a heavy removable felt pad, which by being kept damp allows a well regulated moisture to rise up through the case. Fred Mackinnon is the proprietor and the new arrangement is a vast improvement to the store.

Very little can be said regarding the grocery business this week, but the usual trade is being done at the stores, which is in keeping with the season of the year.

Some discussion is taking place just now in Prince Albert regarding the size of loaf which the bakers should make. The regulation size has been two pounds but the city council is preparing a by-law to make the size one and one-half pounds. The new by-law has been given

its first reading, but the matter has been laid over in the meantime. A motion was passed that all the bakers in the city be notified to appear at the next meeting of the council to discuss the subject.

The Prince Albert board of trade has been granted \$3,500 from the city for the purpose of carrying on its work during the present year. Much good work has been done in the past and this year it is hoped to push the advertising campaign still further.

The annual meeting has been held of the shareholders of the Farmers' Milling & Elevator Co., Ltd. R. S. Cook, president of the company, presided, and the balance sheet showed a profit of \$3,763. The meeting was well attended and the shareholders were satisfied with the good showing the mill had made since it was put in operation less than a year ago.

**VANCOUVER.**

As far as features go in the local situation this week the scarcity of onions may be mentioned. These are difficult to get even at good prices and all that is available is Oregon stock, which retails at about five cents per pound. It will be another month at least, and more likely about a month and a half before the Australian onions arrive on the market and by that time the price will be stiff.

Local eggs are moving well, and as pointed out last week the continuation of the mild weather will mean a depreciation in eastern glycerine stock. This winter has been a mild one, and the Pacific coast spring is at hand, so it is not probable that there will be anything much of a cold spell. Locals sell at from 35 to 37½ wholesale, while eastern bring about 25 cents.

Hams and bacon are easy, and there are no changes in butter. There is no shortage of potatoes at present, though the Ashcroft, which is the favorite, go at from \$28 to \$30 per ton. Many of the lower mainland farmers have stocks of locals on hand, and at the market at New Westminster about \$18 per ton was the price asked.

In the potato line, word comes from Dawson that the native article is beginning to loom up on the market there. Large amounts of potatoes have been shipped from Vancouver in past years, but with heavy freight charges, the people in the Yukon have tried to grow what they can. It has been estimated that fifteen per cent. of all the freight going into Dawson comprises potatoes, but according to the outlook this figure will be considerably reduced in the next few years. The Yukon people are favoring local spuds, with the result that gardeners are beginning to plant. One Dawson man will lay out twenty acres this spring in potatoes, and others, seeing the possibility of a good market, are planning large acreages. Some of the Dawson grocers are selling nothing but native potatoes this winter, and are meeting with success.

Up in the Yukon is where eggs are gold nuggets this time of year. Outside eggs have stiffened slightly, but advices do not say what the price is. It may be judged, however, when it is stated that

after ranch eggs have taken a drop they were down to the low price of two dollars and a half a dozen, retailing in some of the restaurants at 75c. for two eggs.

Once in a while one hears of the benefits enjoyed by those south of the boundary line in comparison with those who live in Canadian territory. That the trusts make the consumer contribute liberally to their millions, which go to some European in a marriage trade, is shown by the statement of a visitor here. He comes from a small town near Spokane, Eastern Washington, and says that the people pay \$2 a can for Eocene oil, and \$1.75 for Pearl. After paying a heavy duty, Eocene sells here for \$1.75 and Pearl for \$1.65. There, 12½ lbs. of sugar are given for a dollar, while here it is about 17 lbs. These, he said, are examples of the prices paid for staples controlled by combinations.

California vegetables are coming in freely, and the shipment which arrived this week by train is in very fine shape. The quality is much better by far than by boat, though in the latter instance the freight is much cheaper. Prices are high, cauliflowers bringing 25c. retail, radishes 10c. per bunch, and so on, but green goods are pretty nice this time of year and like the farmer in the joke, we must have them.

Apples are held in good quality and fair stocks at rather high prices. As a consequence there have been some importations from Eastern Washington. A couple of carloads have arrived lately, and it is possible to get a good cooking apple at from \$1.25 to \$1.50 per box. Good table brands can be had in locals and Wenatchee at about \$2.

It is peculiar to note the varying success of creameries in different parts of the province. While the Victoria Creamery Association, on Vancouver Island, reported an excellent year at its annual meeting of a week ago, there is the complaint from Armstrong, in the Okanagan Valley that the creamery there is not accorded sufficient patronage in the summer, with the result that now, when butter is in great demand at good prices, the creamery has none to offer. Early last fall, the Armstrong creamery shareholders decided to close the plant, but a few of the directors got active and kept it in operation during the winter under lease. It is expected that a more general interest will be taken in the institution during the coming summer.

Organization business has been completed by the Enderby Fruit and Produce Association, in the Okanagan. It is the intention of the association to form a part of the B. C. Fruit and Produce Association, having its central office at Revelstoke. With good, responsible men in charge, this should prove a boon to the farmers and fruit growers in the vicinity of Enderby.

The last weekly auction held in connection with the market at New Westminster, was the best for several weeks. A number of fine dairy cows went under the hammer, and brought reasonable prices.

## NEW CANADIAN FACTORY

Large American Can Company Attracted by Growth of Canning Industry—  
Establishing a Modern Building and Equipment at Niagara Falls.

A peculiar feature has arisen in connection with the hop-growing business in Washington state, but it is hardly expected that it will have any effect on the business in British Columbia. In this province a considerable acreage is in hops at Agassiz and Chilliwack. So many prohibition enactments are before the National Congress that over 1,000 individual telegrams have been received by the Brewers' Association, protesting that the passing of these will seriously menace the hop-growing on the Pacific coast. Most of the hops grown in British Columbia are marketed in England, though at times some are sold in the United States, the growers being principally men from San Francisco.

### MONTREAL.

In following up the suggestion made by a Point St. Charles grocer recently in regard to forming an English-speaking section of the Retail Grocers' Association, several calls were made upon the retail grocery trade in this connection, and in nearly every case the matter was received in a most favorable manner.

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The idea is to hold meetings whereat the English language would be used, and to work in perfect harmony with the present association. As it is at present the business of the Retail Grocers' Association is carried on solely in the French language, and, as a consequence, the English speaking grocers, many of whom are not conversant with the French language, do not attend the meetings and thus are handicapped in the knowledge of what is going on. It is the general opinion that if an English section was formed it would be to the betterment of both sections. One would keep the other posted on their respective proceedings.

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Business in Montreal this week has been brisk, despite the general high prices which rule. Butter is at a premium owing to the bad condition of the country roads, the farmers being unable to reach the markets. Eggs also are at a high price. Fresh laid, which are scarce, are quoted as high as 45c. a dozen.

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The general high cost of living is being keenly felt by the working class. High class grocers report business as being as good as ever among the higher class of trade, although the payments are slower than usual. This is in consequence of the recent stringency in the money market, the big merchant or broker having felt the effect of the panic, are inclined to let their debts run on for a little, reserving as much cash as possible for their business, knowing that the stringency was to be only temporary.

The middle classes have not been affected to any extent as there has been steady employment for the office man and others fitting a like sphere, right through.

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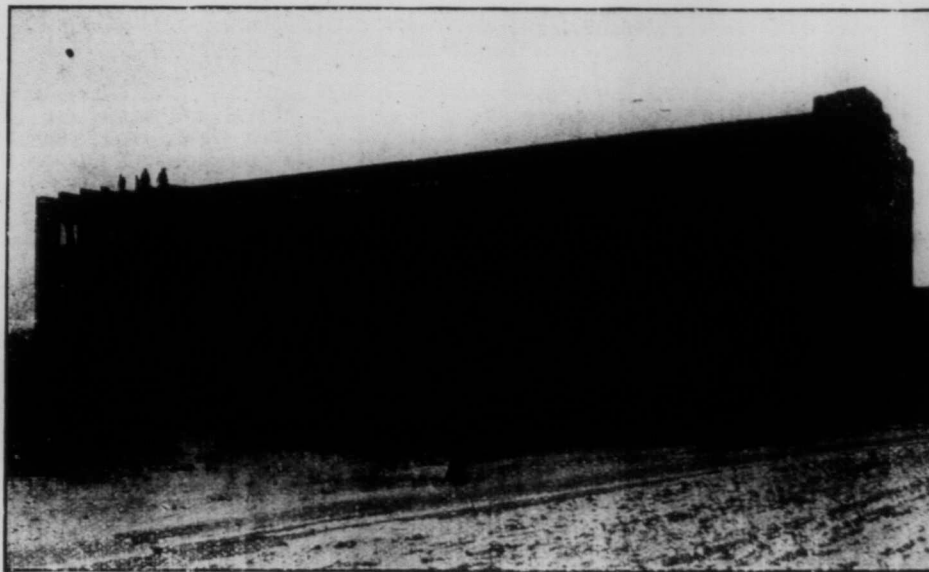
Wm. Dobie and G. H. Macfarlane, of the E. W. Gillett Co., Toronto, were in Montreal last week for a few days, on business.

One of the most evident proofs of the remarkable growth of the Canadian canning industry is seen in the fact that recently a large American company, the Sanitary Can Co., of New York, has been attracted by prospects of business here, have established a Canadian branch of their company and are completing a modern factory and equipment at Niagara Falls.

This company has had a remarkable growth in the United States during the last few years. A daily capacity of 15,000 cans has grown until its capacity in 1907 was about 600,000 cans. The original plant at Fairport, N.Y., has grown to be one of the finest can plants in America. This plant has its own machine shop, generates its own power

the Sanitary Can Company of the United States.

The Sanitary can differs from the cap-hole can in that the entire end of the can is open for filling, and that the can is sealed without the use of solder or acid. The can, after filling, is sealed by making a perfectly air-tight package, which is not only more sanitary, but at the same time more attractive than the can sealed with solder. The advantage of the Sanitary can lies in the fact that goods can be more easily and more carefully filled through the open end than through the cap-hole with its sharp edge, which will necessarily result in the crushing and tearing of goods forced through it. This is particularly the case in the packing of tomatoes. To-



New Factory of the Sanitary Can Co., of Canada, at Niagara Falls, Ont.

for heating and lighting, is equipped throughout with sprinkler system, has its own private telephone exchange, large can and tin plate warehouses, and is thoroughly equipped with modern appliances for making up-to-date cans. The plant at Indianapolis, Indiana, is of reinforced concrete construction, and is admitted to be one of the finest manufacturing plants in the city of Indianapolis. The factory at Bridgeton, N.J., is of cement block construction, and is modern in every respect.

The plant of the Canadian branch of this company is located at Niagara Falls, Ontario, and is now nearing completion. The manufacturing building is built of brick, three storeys in height, with dimensions of 60x175 feet. This plant will be operated by electric power, and will be complete in every detail. The admirable location of this plant in the centre of the fruit and vegetable district of Canada, together with the fine shipping facilities afforded by its location on the Michigan Central Railway, will assure packers of prompt shipment of cans when needed. This plant will be managed by James S. Carmer, who has been connected with

tomatoes packed in the Sanitary can can be packed whole, and will open whole, the fruit not having been torn to pieces by being forced through a cap-hole. Syrup goods such as pears, peaches, etc., packed in this way are not only packed whole, but when the can is opened, no black specks are seen, because of syrup having been scorched by hot capping steels; the fact that the Sanitary can is sealed without the use of heat will account for this.

The Sanitary enamel-lined can is used for the packing of red fruits and goods of strong acidity. It is a well-known fact that when goods of color are packed in tin, there is a chemical action takes place between the acid of the fruit and the tin, resulting in a bleaching out of contents of can. The enamelling of the Sanitary enamel-lined can prevents goods from coming in direct contact with tin, and this action cannot take place. Strawberries, raspberries, beets, red cherries, etc., packed in the Sanitary enamel-lined can, have the same natural color and flavor as the fresh fruit. There has been no chemical action and consequently no bleaching.



THE CANADIAN GROCER

Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50½
Gals., standard	6 77½	6 77½
Gals., solid pack	8 77½	8 77½
Lawtonberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gals., pie, peeled	7 55	7 52½
Gals., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 85	2 82½
3's, pie	1 50	1 47½
Gals., pie, peeled	4 55	4 52½
Gals., pie, not peeled	3 80	3 77½
2's, light syrup's	1 4½	1 42½
3's, " "	1 97½	1 94½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gals. standard	3 85	3 82½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 89½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gals. standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gals. standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's, " "	2 55	2 52½
Gals. standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's, " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½
VEGETABLE		
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	1 12½	1 10
2's, whole, " "	1 02½	1 00
3's, sliced, " "	1 3½	1 32½
3's, whole, " "	1 2½	1 22½
Beans—		
2's, golden wax	0 95	0 92½
3's, " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 19	1 16½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gals., on cob	4 92½	4 89½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Paranips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½

Pumpkins, 3's	0 97½	0 95
Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

ONTARIO MARKETS.

POINTERS—

Sugar—St. Lawrence declined 10c.  
Tobacco—Advanced.  
Package Teas—Advanced.  
Teas—Continue strong.  
Collections—Fair.

Toronto, Feb. 20, 1908.

Reports from wholesalers continue to be encouraging, and the majority report this week's business as substantially better than the transactions of the last fortnight. The financial side, too, while not altogether satisfactory, is more encouraging.

The event of the week has been the change made by the tea packing houses in their 25 and 30-cent lines of package teas. New wholesale prices are 24 and 25 cents on packages to retail at 30 cents. The advance was not a surprise, as it was well-known that the tea packing houses had been losing money on their 25-cent packages for some time, but it was not just known when the change would take place. The great advance on common teas during the last year has made this move necessary, and it is rather a cause for comment that it has not occurred before this. The abolition of the 25-cent package tea has been advocated for some time by The Grocer, and we feel that we can justly take considerable credit for the matter just consummated.

The other notable incidents of the week are the decline in St. Lawrence sugar and the advance in several lines of McDonald's tobaccos.

TEA—The opinion is expressed by some houses that the recent advance in package teas will have a beneficial effect on the sale of bulk teas for some time, at least. It cannot be said, however, that this is general.

Reports from the primary and British markets point to a continuance of and even a strengthening of the present high prices. A report from a reliable London house, dated Feb. 6th, says of the present situation:

"Owing to the two million increase in China imports last month, the stocks and bond show a decrease of only two millions on those of 1907. It may well be doubted, however, if these arrivals of China are likely to have much influence on the course of the market, for the teas are mostly of a very common description, and of a type which the public have previously refused to accept in their blends, as may be gathered from the low bids which have been offered by the trade. The details of total clearances given by the Brokers' Association, showing a deficiency of one million lbs., do not agree with the cus-

toms daily entries, which are fully equal to last year, so that the official figures when issued should disclose a more favorable position.

COFFEE—Local trade is fairly good, at steady prices.

SUGAR—A drop of 10c in St. Lawrence granulated is noted since last report. The general opinion seems to be that this is a result of overstock and is only temporary. Other lines are steady.

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

SYRUPS AND MOLASSES—Business continues quiet at prevailing prices. Some houses report a brisk demand for goldenette, which, for 2's, is quoted at \$1.30, but other lines are quiet.

RICE AND TAPIOCA—Only an ordinary staple business is being done on low stocks, tapioca, particularly, being scarce. Recent cables from primary markets report that shipments of new crop Patna rice will be on a very high basis, even threepence above last year's high prices being mentioned. This will place this variety on what is perhaps a record basis.

SPICES—Only a fair amount of business is passing at steady prices.

BEANS—Prices are on an even basis with last week's quotations, though the market is less steady, and there seems to be an easier tendency evident.

Beans, hand picked, per bush	1 75	1 95
" prime No. 1	1 80	1 80
" Lima, per lb.	0 07½	

EVAPORATED APPLES—A fair amount of business is being done on a steady market.

Evaporated apples..... 0 08½

HIDES AND WOOL—The market is in very unsatisfactory condition again, in sympathy with American flurries. The quality of receipts is not encouraging and little business is passing.

RETAIL GROCERS MEET.

Toronto Association Discussed Matters of Trade Interest on Monday Evening.

The Toronto Retail Grocers' Association held their regular monthly meeting on Monday evening in their rooms in the Temple Building.

The feature of the meeting was the presentation to retiring president Ben. Snow of a very handsome cabinet of cutlery. President Fred Thorn made the presentation in his usual graceful manner and Mr. Snow replied in a characteristic way which expressed his heartfelt appreciation of the remembrance.

Reports from the association's "At Home" on the evening of the 12th were very satisfactory and showed the function to have been a success financially as well as socially.

Several matters of trade interest were discussed during the evening, one of them the change made in package teas by the packing houses. Several present expressed themselves as against the change and announced their intention of pushing bulk teas in opposition to the package.

The matter of securing new members for the association and of generally strengthening it was also discussed.

# A Snap in Canned Goods

Have you ever tasted Wethey's Laurel Plums? They are a treat—the syrup is heavy, **real heavy**—just like home and the flavor is delicious.

We want to introduce **Laurel Canned Goods** into every store. We want every grocer to be acquainted with our quality.

As a means of introduction we offer a limited quantity of **Lombard Plums**, heavy syrup, 2's, at **\$1.10** per doz.

Now is your chance. Every can is guaranteed. Does this attract you? Then act quickly.

You can sort up your order with any of the following lines at **cleaning up prices** :

SPINACH, 2's, per doz.....	\$1.25
SQUASH, 3's, per doz.....	.90
PUMPKIN, 3's, per doz.....	.80
WHOLE YELLOW PEACHES, 3's, per doz.....	2.40
WHOLE WHITE PEACHES, 3's, per doz.....	2.30
DAMSON PLUMS, H. S., 2's, per doz.....	1.10
LOMBARD PLUMS, standard gallons, per doz.....	2.75
WHITE CHERRIES, H. S., not pitted, per doz....	1.45

All the above F.O.B. Factory.

**ARE YOU INTERESTED? NOW IS THE TIME TO BUY.**

Tell us who your wholesaler is.

## J. H. WETHEY LIMITED

St. Catharines, - Ontario

## You Can Afford

to carry in stock none but the best groceries, fresh and of the highest quality. It would endanger your good name as a merchant to do otherwise. For the same strong reason you should fill your racks with none but

## STAUNTON WALL PAPERS

They are the standard by which all others are measured—the papers which stand for quality unexcelled in the home-decorator's mind. Be prepared to supply the Spring demand.

If you find the call for certain patterns running ahead of the stock provided, write us—we'll likely be able to replenish your racks from our surplus. Or if you have delayed laying in your Spring supply a postal card request will bring samples prepaid.

**STAUNTONS, Limited**  
929 YONGE STREET, TORONTO.

The Only Perfect Fruit Jar



## SCHRAM AUTOMATIC SEALER

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

Keeps fruit in perfect condition.  
No rough edges to cut or injure hands.  
No separate rubber rings to bother with.  
When you buy a dozen jars you get twelve perfect jars ready for use,  
Does not break in Sealing,  
Does not break in Opening.

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

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

For sale by leading jobbers (801)

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

*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.



**If You Don't Know Them**

drop us a line and find out how good

**Shino Stove Enamel and Simplex Shoe Polish**

are, and how much more money you can make by handling them. Address

**Edward Hawes & Co.**

109 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

## Choicest Cured Meats AT RIGHT PRICES

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

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

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

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

**HAMS** "Star Brand," made from well fed, well selected hogs. Mild cured and of delicious flavor.

**BACON** English Breakfast Bacon as cured by us is the finest on the market.

**LARD** Put up in 3, 5, 10, 20 and 60-pound pails; also in 1-lb. cartons.

**These goods are all put up under Government Inspection and are sure to please you.**

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

## DRAWING THE DOLLARS

from your customers' pockets into your till is a much easier matter when you endeavor to give the best value in return. And in the matter of

## HAM and BACON



is, without the slightest question, really good value. The taste of it will convince your customer of this fact without any argument on your part.

**BETTER SEND FOR OUR PRICES.  
WE HAVE NO RETAIL STORES**

**THE MONTREAL PACKING CO.**  
Limited  
MONTREAL, : P.Q.

## Ryan Brand Provisions

are inspected by the government inspector, and are always declared perfectly pure and wholesome. And every grocer who handles Ryan Brand Provisions is able to declare that they are popular and profitable. When you order a shipment of Ryan Brand—big or little—that shipment reaches you in good time. When you order Ryan Brand you get the best provisions delivered quick.

*Prices Gladly Sent to You!*

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

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# Dairy Produce and Provisions

General Dullness Characterizes Markets—Cheese is Firm and Butter Advancing—Hams and Lard Are Easier in Tone.

## CHEESE AND BUTTER BULLETIN

Firm markets rule again this week in cheese, but there is not as much activity in the article as there was a week ago. Prices continue about the same, dealers asking around 13c to 13½c, with some willing to take ¼c less than the lowest, and others who will not part with holdings unless they make the even ¼c.

In the Old Country there has not been any material change in this market. Our prices have for some time been rather too high to greatly interest those in a position to buy on the other side, and it is apparent that they are awaiting a decline in quotations cabled by Canadian firms.

Business, however, is not quite at a standstill, for there are always some sales being made, small though they may be in the majority of instances. Holders have succeeded in getting a good price for what thus passed out of their hands. Getting it down to a fine point, holders are not very keen to dispose of what they have in store, and many of them do not care to offer anything large. They are quite content to sell in small lots so as to scatter the small supply they have over as large an area of customers as possible.

Whether stocks of cheese will last out until the new make is a question which none can decide. There are some houses who have fairly large lots in store, but it is impossible to obtain from everybody information as to the size of these holdings—which is not otherwise than could be expected—and consequently one cannot more than guess at what stocks in Montreal amount to this month. It is quite evident from the position taken by sellers that stocks are very considerably below last year.

Receipts of cheese last week amounted to 125 boxes, against 44 boxes previous week and 137 boxes same week last year. Total receipts for the season amount to 2,053,760 boxes, against 2,349,407 boxes same period 1906-07.

During the past week there has been more or less excitement in the butter market, due to the firmness that has characterized it. Prices are still very high and all things point to their maintenance, for the time being at least, which is rather paradoxical, considering the time of year it is. Those who expected prices to drop about this season were disappointed.

Dealers are asking 31c for finest fall creamery, though they will take less money. Current receipts range all the way from 28½c to 30c, according to quality, quantity, and other such considerations. Dairy is quoted 26c to 27c.

Reports which have reached here from the other side would indicate almost a famine in butter there. It has been known all along that they were none too well supplied, but it was also generally thought that the amount of New Zealand butter going into England was such as would keep them going for the

time being at least. It is now apparent that this was all that was accomplished by the New Zealand article. Stocks did not accumulate at all, and with a market almost bare it is not surprising that prices should be very firm, with an advancing tendency, rather than a declining, as is usual at this season.

Many Canadian dealers had lots of New Zealand cheese on the water coming to Canada. They expected to bring it in here and sell it on a 30c market, which they could do, but seeing the state of affairs in the United Kingdom they did not think again of bringing the shipment through to Canada, but placed it on the Old Country market

## THE PROVISION SITUATION

Conditions prevalent in the Canadian hog markets are slightly more encouraging this week than at last reports. Shipments to the British market were not so abnormally large last week as for the two weeks previous, and though it is still in a very weak condition it has recovered to some slight extent. Formerly the British market was swamped with Danish and American hogs. This week, consequent on considerably lighter deliveries, it is open for at least light shipments from other markets. Last week's Danish "killings" aggregated 36,000, which is fully ten thousand less than the previous week. American deliveries, while large, were also not equal to the previous week.

Business is still prevailingly quiet among Canadian packers. The storms which blocked the roads so as to practically cripple deliveries for two weeks has left effects which are not yet overcome, and the supply of hogs sent in has been comparatively light. Prices, too, are not particularly encouraging for many deliveries. They are on practically the same basis as last week, viz., for fed and watered stock, \$4.90, and for hogs at factory, \$5.30 to \$5.40, according to distance. The next week will likely see some change in the situation.

Conditions in the American markets are summed up in the following weekly report of the New York Journal of Commerce:

Liquidation has been the order of the day in hog products, the past week as well as in grain, more in sympathy with wheat than with corn, as the latter has been held up by a bull pool, and values of which have not been re-adjusted to after-panic conditions and the general depression in trade, both at home and abroad, which has reduced the consumption of wheat and hog products to a point that packers have abandoned their early crop ideas that 4c. hogs and products were necessarily

and disposed of it at good profit. Some quantities of New Zealand, Siberian and Irish factory which was held in Montreal was also reshipped to England and there sold at sufficient profit to pay freight both ways, carrying charges and a profit.

Dairy is as scarce as ever. Local trade is brisk enough and dealers would experience not the slightest trouble in disposing of all their holdings in one day if they desired to clean out, but they are wary and will not sell except in small lots.

Receipts of butter last week were 1,076 packages, against 225 packages previous week and 1,732 packages same week a year ago. Total receipts amount to 411,658 packages, against 606,748 packages.

too cheap to continue the balance of the year. The heavy increase of stocks during January of 100,000,000 pounds, and the continued enormous receipts of hogs and the plentiful supply back in the country, have now convinced them that there will be no reaction in prices before the summer months, by which time it is feared stocks will have become burdensome instead of so light as to cause a recovery in prices before another packing season. This and the indisposition of the trade to buy beyond immediate wants and of exporters to take beyond after-panic purchases for forward shipment, have made the spot markets weaker than the future, with increasing pressure to sell all these products.

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—Dullness characterizes the market for provisions this week. Hams are slightly easier, as will be seen from quotations. Lard is easy. Some orders for Easter are being booked, but they are few in number.

Lard, pure, tierces	0 11½	0 12
" " "	0 11	0 12½
" " "	0 12	0 12½
" " "	0 12	0 12
" " "	0 12	0 12½
" " "	0 12	0 12½
Lard, compound, tierces, per lb.	0 08½	0 10
" " "	0 08	0 11
" " "	0 08	0 10
" " "	0 08½	0 09½
" " "	0 09	0 11
" " "	0 09½	0 11½
" " "	0 09½	0 11½
Wood, net; tin packages, gross weight—		
Canadian short out mess pork	21 00	22 50
Canadian short out clear	20 50	22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per hbl.	13 00	14 50

BUTTER—The butter market is very firm, owing to short supplies. A slight advance over last week's prices is noticeable. There is scarcely any creamery, and very few fresh rolls coming in,



and a butter famine is likely to occur in a couple of weeks at the present rate. New York and Great Britain prices are so high that there can be no importations from these places, in fact, some quantity has been exported to England.

Creamery, fall make, boxes	0 31	0 32
Creamery, winter make, boxes	0 30	0 31
Dairy, tubs	0 25	
Fresh large rolls	0 2½	0 2½

EGGS—Owing to scarcity of new laid eggs in the Canadian market, American eggs are being supplied, and these are

being sold at fair prices under good demand. Pickled eggs are in good request also at 21c to 22c; cold storage are exhausted.

New laid	0 25	0 30
Pickled	0 21	0 22

CHEESE—The local cheese market is firm. There is a better Old Country inquiry. Stocks held here are light, and better prices are anticipated. This week's quotations are 64s 6d to 65s.

Cheese, old	0 14½	0 16
" new, large	0 14	0 14½
" twins	0 14½	0 15

HONEY—The honey market is practically unchanged since last week, being firm, with a fair demand.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—Fresh killed poultry is very scarce. Cold storage stocks are very low. Demand continues good, and fairly high prices are anticipated during the spring season.

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

TORONTO.

PROVISIONS—Business is fair on the market. The demand, while not sharp, is considered satisfactory for this time of the year. Backs are scarce. An easier feeling is noticeable in lard, a drop all around of ¼c being registered. Otherwise prices remain materially the same.

Long clear bacon, per lb.	0 10	0 10½
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 10½	0 11
Small hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 13½	0 14
Large hams, per lb.	0 13	0 13½
Shoulder hams, per lb.	0 10	0 11
Backs, plain, per lb.	0 16	0 16½
" pea meal	0 16	0 16½
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 11	0 11½
" tubs	0 11	0 11½
" pails	0 11½	0 12
" compounds, per lb.	0 11	0 12
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	6 00
" front quarters	4 00	5 00
" choice carcasses	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08
Lamb	0 08	0 09
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—Prices have been advanced 1c on creamery prints, and 2c on solids. The market is extremely firm on account of the strong British demand, and the shortage of stocks here. Choice dairy prints are short, with the result that prices have advanced a point.

	Per lb.
Creamery prints	0 31 0 34
Creamery solids	0 31
Dairy prints, choice	0 27 0 28
" ordinary	0 23 0 25
" tubs, choice	0 22 0 24
" tubs, ordinary	0 20 0 22
Baker's butter	0 20 0 21

EGGS—Prices are slightly lower than last week. New laid dropped 4c and 5c, but prices have revived and are now selling around 34c. The market is very fluctuating. Deliveries at present are light. A stiff market may be expected. Selects are lower.

Eggs, candled	0 22	0 23
" selects	0 26	0 27
" lined	0 21	
" new laid	0 33	0 34

CHEESE—While the market is firm, no material changes are noticeable. The stocks are getting low and this fact sustains the prices.

Cheese, large	0 13	0 13½
" twins	0 13½	0 14

HONEY—Nothing new has happened. Dullness prevails.

Honey, strained, 90 lb tins	0 12	0 13
" 10 lb tins	0 12½	0 13½
" 5 lb tins	0 13	
" in the comb, per doz.	2 50	3 00
Buckwheat honey, per lb.	0 18	0 19
" in comb, per doz.	1 25	1 80

POULTRY — The market has been quiet. Deliveries have been small. Demand is just fair. Prices rule firm at old quotations. Good turkeys bring as high as 20c.

Live Weight.	
Spring chickens, per lb.	0 10
Old fowl	0 07
Ducks	0 08
Geese	0 08
Turkeys	0 10 0 12
Dressed weight.	
Spring chickens, per lb.	0 10 0 12
Old fowl	0 07 0 08
Ducks	0 12 0 14
Geese	0 12 0 13
Turkeys	0 17 0 18
Squabs, per doz.	2 50

BUSINESS IMPROVING IN OSHAWA

C. H. Crysedale, of Oshawa, was in Toronto this week one of his periodical business trips. Busy man and all that Mr. Crysedale is he has for some years found time to pay a good deal of attention to municipal matters in his town. He says that business is beginning to improve in Oshawa and the outlook is brighter on account of the fact that some of the large manufacturing industries there which were running on short time have increased the number of days on which their factories are running. In fact, most of them are now running on full time. During the last year or two a number of immigrants have settled in the town and during the winter some 65 families have had to be looked after. The way in which the town looks after them is somewhat unique. Several of the most prominent citizens donated substantial sums of money and this, instead of being used for charitable purposes, was utilized for paying the men for work they did. For example, the town got in a lot of stone and had this broken, remuneration for which came in the shape of provisions and household necessities in general, which were bought with the money which had been subscribed by private citizens. Then some of the water works mains were paid for in this way, so that instead of being a burden to the town these indigent people were really utilized for furthering the interests of the town. There are about half a dozen families which have proved so worthless that they are to be deported.

MOVING TO NEW WAREHOUSE.

The fine new warehouses and offices of the F. T. James Co., wholesale fish merchants, Toronto, are rapidly being finished. During the past week some of the stock has been removed from their present premises on Colborne St. to the new headquarters at the corner of Church and Colborne. The renovations and improvements are being pushed forward as quickly as possible in anticipation of a big Lenten business.

The GRAY, YOUNG & SPARLING CO., Limited  
**SALT MANUFACTURERS**  
 Granted the highest awards in competition with other makes.  
**WINGHAM ESTABLISHED 1871**

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

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

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

**ORDER NOW**  
**Butter**  
**Tubs**  
**Boxes and Paper**  
 Best Goods, Prompt Shipment  
 Prices Right  
**WALTER WOODS & CO.**  
 Hamilton and Winnipeg

### Jobbers Don't Know

We do not think that jobbers half appreciate how hard it is for a retailer to sell any Pork and Beans except Clark's, and how a retailer who does not handle them is apt to lose trade. If they did they would give up other lines and confine their energies to our celebrated goods.

Clark's Pork and Beans are as necessary to a well assorted stock as sugar or tea, and whatever else may be neglected, keep up your supply of "Clark's."

Your Customers Want Them

- Clark's Pork and Beans plain
- Clark's Pork and Beans with Chili Sauce
- Clark's Pork and Beans with Tomato Sauce.

**Wm. Clark, Montreal**  
Manufacturer

## O'MARA'S BACON

I stock only  
**Pork and Pork Products**


I don't sell Eggs or Cheese, Butter or Poultry.


I make the best  
**Bacon, Lard, Hams,  
Sausages and  
Cooked Meats**

So I don't need any "Side Lines."


**JOSEPH O'MARA**

Pork Packer PALMERSTON, ONTARIO






Hot Water  
Only



Required  
for




REINDEER condensed COFFEE

A CUP OF COFFEE

A SPLENDID SELLER

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

By  
Royal Warrant  
Purveyors



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. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	308 Ross Avenue	WINNIPEG
A. C. URQUHART & CO.	338 Hastings Street West	VANCOUVER

and from all wholesale houses  
throughout Canada

PERSONALS.

Jack Morris, of the office staff of the Mooney Biscuit Co., Stratford, was in Toronto for a couple of days last week.

J. A. Herreboudt, Canadian agent for Chocolats Meurisse, was in Quebec the latter part of last week. He reports business good in the Ancient City.

R. Smeall, representing D. S. Perrin & Co., the biscuit manufacturers, of London, has returned from a successful trip through the Eastern Townships.

J. Hewitt, Canadian representative of the Shredded Wheat Co., who has been seriously ill for several weeks, is around attending to business again this week.

Fred Rose, formerly traveler for T. H. Estabrooks, has joined the traveling staff of the Cudahy Packing Co. and will utilize some of his energy in pushing the sale of Old Dutch Cleanser.

F. Abel Turcotte, lately with Turcotte, Freres & Co., wholesale grocers, of Quebec, was in Toronto this week, booking new business. Mr. Turcotte is establishing himself as a manufacturer's agent in Quebec, and was securing several lines from local houses.



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.

CANADA: No better Country

MOTT'S: No better Chocolate

---

## Canadians Love Good Cheer

The special favorites with the Canadian housewife are

# Mott's

"Diamond" and "Elite" brands of

# Chocolate

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

For Sale by every Jobber.

## John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

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

## Pleasing the People

is giving them the best value for their money. And we are convinced—and so are a large number of dealers—that when it comes to flour, there is none so absolutely satisfactory to the consumer as

# BUDA

"The Flour of Quality"

Order a car lot to-day. This is a blended flour of the highest quality. If you send in the first order from your locality we will give you sole control of Buda for your locality.

## J. B. HARTY

PICTOU, N.S.

# THE FLOUR AND CEREAL MARKETS

**Wheat Depressed Through Reports From Argentine But Government Purchases Have Steadying Effects—Impassable Roads Affect Deliveries.**

Prices in Canadian cereal markets continue fairly steady, though the general feeling is rather different than at last reports.

The wheat markets, for instance, have been depressed for some days, principally as a result of the reports of large crops and shipments from the Argentine Republic.

The appearance of the government in the grain markets as a buyer on a large scale has however kept the markets steady in the face of rather violent fluctuations on the Chicago exchange. It is estimated that government aid will be needed in the purchase of 1,400,000 bushels of wheat, 1,650,000 bushels of oats, and 300,000 bushels of barley. The announcement that the government would buy at least this much grain was not the only bullish factor developed by the appeal to Ottawa, for the official representations made to the Minister of the Interior placed on record statements concerning the failure of the crop in extensive areas which had not been widely realized before. The restrictions placed upon the grades of seed grain which can be used in the west are apt to make the task of procuring a sufficient quantity an expensive operation, and the sum appropriated, \$2,850,000, will not be too large. So much depends upon the next crop that the government will no doubt receive valuable support from the grain dealers and exporters, and the expedition with which the situation has been handled will redound to the credit of both the federal and new provincial administrations. It is unfortunate that the great falling off in the Ontario oat crop will probably make it necessary for the government's agents to go into foreign markets to complete their requirements for seed oats.

The cereal markets continue fairly brisk though deliveries of supplies from country points have been very small on account of the almost impassable condition of the roads. Considerable shipping business is being done locally.

## MONTREAL.

**FLOUR**—Flour is in good demand at present, but considerable trouble in shipping is being experienced, owing to unsettled weather conditions. Prices are unchanged.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 30
Extra.....	4 00 4 10
Royal Household.....	6 25
Glenora.....	5 65
Manitoba spring wheat patents.....	6 25
" strong bakers.....	5 55
Five Roses.....	6 10

**FEED**—The feed market remains firm and demand fair. Prices have not changed since last week.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 21
Granulated ".....	3 20
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 85 1 75
Rolled oats, 90-lb. bags.....	2 90 3 07 1/2
" 80-lb. bags.....	2 75 2 87 1/2
" bbls.....	6 10 6 35

**ROLLED OATS**—The market for rolled oats remains unchanged since last week.

Ontario bran.....	22 00 79 60
Ontario shorts.....	24 00 00 00
Manitoba shorts.....	23 00 24 00
" bran.....	22 00 23 65
Moullie, milled.....	26 00 31 00
" straight grained.....	27 00 33 3 1/2
Feed flour.....	1 50 1 20

## TORONTO.

**FLOUR**—The local market is somewhat demoralized this week and has sagged to some extent as a result of the reports of large crops and shipments from the Argentine. Prices have not changed, but the tendency is lower.

### Manitoba Wheat.

60 per cent. patents.....	5 40 5 60
85 ".....	5 15 5 20
Strong bakers.....	5 10 5 15

### Winter Wheat.

Straight roller.....	4 90 5 10
Patents.....	5 20 5 4 1/2
Blended.....	5 25 5 30

**CEREALS**—Business is fairly brisk and considerable shipping trade is being done with country points. The impassable condition of the country roads has affected the deliveries of oats which for some days have been practically nil. Prices are unchanged.

Rolled wheat in barrels, 100 lbs.....	1 85 3 0
Rolled oats, in wood, per bbl.....	6 55
" in bags, per bag 90 lbs.....	3 00 3 25
Oatmeal, standard and granulated, per bbl.....	6 40
" in bags, 98 lbs.....	2 90 3 25

## TRADE NOTES.

H. C. Buchner, Tillsonburg, Ont., has sold his grocery to H. & N. Stilwell.

Leon Fontanel, Montreal, has just returned from a successful business trip to Europe.

D. Sinclair & Son, Makarok, Man., has been succeeded in the general store business by M. Evans.

The general store of the Dominion City Trading Co., Dominion City, Man., has been destroyed by fire.

K. Morrison, Saltcoats, Sask., who has been in the confectionery business, has sold to W. Parkinson.

John Grass, Ridgeway, Ont., has taken over the grocery and crockery business of O'Connor Bros.

Stilwell Bros., Tillsonburg, Ont., have purchased the grocery business lately carried on by H. C. Buchner.

Stewart, Lessard & Co. is the name of a new firm which has started in the hay and grain business in Montreal. They are located at 1384 St. Lawrence boulevard, and handle all kinds of flour, feed, hay and grain.

L. Fontanel & Co., Montreal, are sending out to the trade a very neat calendar for 1908. Retailers desiring one will be favored with it, on writing, mentioning The Canadian Grocer, to show that they are in the trade.

V. Monette & Co. is the name of a new concern which has started business at 781 Notre Dame St. East, Montreal. Mr. Monette, who will sell pickles, cat-sup, mustard, jam, paper in rolls, packages, and paper bags, has had an experience in the grocery manufacturing business for 14 years. During three of these he traveled in the Dominion.

## You Are the Grocer

we want to convince. We want you to realize that you can make more sales of

# Mooney's Perfection Cream Sodas

than of any other brand. You can do so because Perfection Sodas have that delicious and lasting crispness which delights the dainty and economical housewife. It's in the mixing, baking and packing, and by the use of strictly high-grade materials that we attain Perfection.



**The Mooney Biscuit & Candy Company, LIMITED**  
STRATFORD, - CANADA



A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

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

## CO-OPERATIVE BILL DELAYED

Will Probably Not Be Brought Up At This Session—Strong Opposition Has Developed Among Retail Merchants.

From our Special Ottawa Correspondent

Ottawa, Feb. 19.—A curious situation of affairs has developed in connection with the business of the House, one which led to a vigorous protest on the part of certain members last week. Your readers are doubtless well aware that facilities are provided in the rules of both Houses for the passage of private bill legislation. Of course, it is expected that the notices and petitions are regular in the first place, and are presented within the time called for by the rules, and after that it is generally plain sailing.

Of public bills there are two classes, those which proceed from the Government others which are presented by private members. It is with regard to the latter that difficulty has arisen.

Under the rules adopted a year ago, Thursdays, after the first four weeks of the session, are automatically absorbed by the Government for its business. It so happens that Thursday is the only day in the week upon which public bills in the hands of private members have precedence, and as Thursday is now a Government day it has not been possible for Mr. Monk to reach his bill respecting co-operation. It may be that the Thursday order of business heretofore existing may be adopted for Monday, because Parliament can change its order of business as often as it pleases, but in the event of such a change not being

made, the co-operation measure is now effectively killed for the session.

I asked Mr. Lemieux this week if he were prepared to implement his promise of last session to take over Mr. Monk's bill as a government measure. Mr. Lemieux stated that he was as warm a supporter as ever of the principle of co-operation, but so far he had not found an over-whelming demand for it. On the contrary, he realized that there was a very strong feeling against it on the part of the retail merchants of the country, especially with regard to the provision which would make it so easy for a co-operative society to become incorporated. Personally, he was not desirous of forcing his views respecting co-operation on the people of Canada unless they wanted the measure, and therefore, for the present at any rate, it would be left an open question whether or not the Government should take hold of Mr. Monk's bill or introduce a somewhat different one.

From the statement of the Minister it would appear that it is now up to the retail merchants to make their influence felt if they desire to block this legislation, or at any rate to minimize it to such an extent that the retail trade of the country will not be injured. In the meantime Mackenzie King, Deputy Minister of Labor, is gathering the latest statistics and reports of co-operative

societies in different parts of the world for the use of parliament should the measure be taken up at this or some other session.

F. D. Monk, M.P., in expressing his thanks for a copy of The Canadian Grocer containing the article on co-operation says:

"I think the co-operative companies you mention in the article as having failed were as a rule, only co-operative in name; they were, in reality, either firms or joint stock companies, but they differed absolutely in principle from real co-operative societies. The underlying principle of co-operation lies in the fact that the society can only deal with its own members and this is no doubt the reason why co-operative societies, real ones, have never gone into bankruptcy." Mr. Monk, it may be mentioned, is as keen upon the subject as ever, and if the rules of the House will permit, will press his measure this session no matter whether the Government decides to deal with the subject or not.

### HINTS TO BUYERS.

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

Find out how your stock of dried fruits and nuts stands. Laporte, Martin & Co., Montreal, handle the best of brands in all these lines and their stock enables them to satisfy all demands at special prices. The firm quotes very low prices for vinegar for immediate or future delivery. Special and all popular brands at a bargain.—Advt.

Some special offers in canned goods are made by the J. H. Wetthey Co., of St. Catharines, in a new full-page advertisement in this issue.—Advt.

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

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

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

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

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

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

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

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY

WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD



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

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

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

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

## MEURISSE CHOCOLATES

You are not getting all the profits coming to you if your stock does not include MEURISSE CHOCOLATES, the finest line of imported confectionery. Have given universal satisfaction and will win new trade for you.

Send your orders for

**ORANGE CHOCOLATE CREAM BARS**  
to **CHOCOLATS MEURISSE**

**J. A. HERREBOUDT, Manager**  
22 Lemoine St., - MONTREAL

Also Mathewson's Sons, Montreal: T. E. Charest, St. Gabriel St., Quebec, and W. C. Scott, 76 Queen St., Ottawa.



When you buy coconut see that you get **White Moss**, the product which leads the market, the outcome of years of experimenting. The name **White Moss** is the purity and excellence guarantee to you and your customers.

**The Canadian Coconut Co.** 619-619 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.

## Cowan's Cocoa and Chocolate



is absolutely pure

The best cocoa for you to sell is Cowan's, simply because it is the purest and healthiest on the market, and has a most delicious flavor. The profit is good and the sales continuous.

**The Cowan Co., Ltd.**

## FRUITS, VEGETABLES AND FISH

Business Opening Up Better in Fruits —Potatoes Have An Easier Feeling  
—Anticipated Big Business in Fish During Lent.

### No Old Stock WHY?

Our sales of California Navels being very large, have been able to close out ready for next arrival. Do not forget that

### Golden Flower and Rose Brands

are the best. Also offering very fine Extra Choice, we know they will please

Messina and California Lemons  
Grape Fruit, Pineapples, California Celery, Nuts, Figs, Dates, etc.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St., TORONTO

## "Golden Flower"

oranges melt in your mouth, and create a deliciousness that tickles your palate. It's a treat to eat

## "Golden Flower"

TRY 'EM  
McWILLIAM & EVERIST  
HAVE 'EM

**The Redlands Golden Orange Association**  
Redlands - California

There has been a much better feeling in the fruit market. The mild weather has brightened matters up considerably and a return to normal conditions will soon result. Oranges have been fairly active, though no advances have occurred. Bitter oranges are in good demand for marmalade purposes. An easier feeling is noticeable in lemons. Apples are firmer. Grape fruit is higher and good stuff is rather scarce. Cranberries are dull and short in quantity. The expected tumble in potatoes has happened, a decline of 5 cents for both Delawares and Ontarios being the feature of the market. The market has taken a weak turn and is decidedly easy. A fair demand is reported for domestic vegetables, fine samples of imported lettuce, tomatoes, strawberries and such lines are in evidence. They are not moving freely. Nor can they be expected to at such prices.

An unusually heavy run on fish is being looked forward to during the Lenten season. Prices, while exceedingly firm, are not quotably higher. Circumstances will in all probability cause a more or less general use. Grave fears are being entertained with regard to the available supplies of fish. A shortage seems likely, and it is expected that Boston will have to be drawn upon for supplies of haddocks and cod for a time.

#### MONTREAL.

**GREEN FRUITS**—Business in green fruits has been a shade better this week and a firmer tone is evident. Valencia oranges have advanced in price, being as high as \$3.50 per case. Other lines are in fair demand at the old quotations. Bitter oranges are in good request for marmalade making.

Bananas, fine stalk.....	2 00
" " jumbos.....	2 25
Cocoanuts, new, per bag.....	4 50
Lemons.....	2 25 2 50
Navel oranges.....	2 75 3 25
Florida oranges, box.....	3 00 3 00
Porto Rico oranges, box.....	2 50
Jamaica oranges, bbl.....	4 00
Valencia oranges.....	3 25 3 50
Tangerines, half-box.....	3 00
Pineapples, case.....	4 50
Grape fruit, box.....	3 00 4 50
Almeria Grapes, keg.....	4 00 5 00
Cape Cod cranberries, bbl.....	11 00
Nova Scotia cranberries, bbl.....	6 00 7 00
Kumquat qt.....	0 25
Strawberries qt.....	0 55
Apples Jameuse, bbl.....	4 00 5 00
" other fall varieties, bbl.....	2 00 5 00
Bitter oranges.....	2 50 2 75

**VEGETABLES**—Business has improved slightly this week. A firmer tone in the market is evident. Mushrooms, green beans, egg plant, Florida tomatoes and sweet potatoes have all been advanced in price, while Boston lettuce is reduced. Other lines are unchanged.

Parsley, per doz bunches.....	0 35
American parsley, large bunches, doz.....	0 75
Sage, per doz.....	0 50
Savory, per doz.....	0 80
Cabbage, bbl.....	0 75 1 00
Turnips, bag.....	0 65 0 75
Celery, doz.....	0 25 1 00
California celery, crate.....	5 50
Water cress, large bunches, per doz.....	0 75
Spinach, bbl.....	4 00
Green peppers, crate.....	3 50
Boston hot house cucumbers, doz.....	2 50

Potatoes, per bag.....	1 00 1 15
Sweet Potatoes, basket.....	3 50
Beets bag.....	0 75 0 80
Carrots, bag.....	0 60 0 65
Tomatoes, Florida, crate.....	5 50
Tomatoes, hot house, per lb.....	0 35
Spanish onions, small crates.....	0 75 1 00
" " large crates.....	2 25
Canadian onions, lb.....	0 01 0 11 1/2
Boston lettuce, hot house, per doz.....	0 75
No. 1 salt eels, lb.....	0 07 0 03
Radishes, doz.....	0 60
Bermuda parsley, crate.....	3 50
Mushrooms, per lb.....	0 85
Horse radish, per lb.....	0 12
Peas, green, basket.....	7 00
Egg plant, doz.....	2 00 3 00
Green peas, basket.....	5 00 5 50
California cauliflowers, per crate.....	4 00

**FISH**—Business continues very brisk in fish this week. Owing to the constant demand for fresh fish, a shortness is feared for the Lent season. It is expected that for the first two weeks of Lent it will be necessary to get supplies of haddock and cod from Boston, which will mean a much firmer market for these lines, but after that there is likely to be a new supply, and this, it is hoped, will relieve the situation. There are no boiled lobsters on the market. Some lines of pickled fish are off the market also.

#### Fresh and Frozen Fish.

Haddock, per lb.....	0 04 0 15
Halibut, per lb.....	0 04 0 09
Mackerel.....	0 09
Dore.....	0 07 0 08
Grass pike, lb.....	0 04 0 15
Cod fish, l.....	0 04 1/2
Steak cod, lb.....	0 05 1/2
Whitefish lb.....	0 08 0 07 1/2
B.C. salmon, lb.....	0 08 0 09
Qualla Salmon, lb.....	0 07 0 08
No. 1 Smel a, lb.....	0 07 1/2
New tomcods, bbl.....	2 35 2 00
Sea herring, bbl.....	1 60 1 75
Smoked and Salted—	
Haddies, box a, per lb.....	0 07 0 08
Kipperd Herring, 50 in box.....	1 10
Smoked herring, per small box.....	0 16
Yarmouth Bloaters, per box.....	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases.....	5 25
Boneless cod, 20 lb. boxes.....	0 04 0 09
Boneless fish, 20-lb. boxes, blocks.....	0 05 0 05 1/2
Boneless fish, 25-lb., boxes, per lb.....	0 05
Oysters and Lobsters—	
Standards, bulk, per imp. gal.....	1 50
Selects bulk, gal.....	1 70
Paper pails, 100, pint size.....	1 10
" " " " 100, quart size.....	1 50
Live lobsters, lb.....	0 20
Pickled fish—	
No. 1 Labrador herring, per bbl.....	5 50
" " " " per half bbl.....	3 00
No. 1 Nova Scotia, per bbl.....	5 00
" " " " per half-bbl.....	2 75
No. 1 Haddock, bbl.....	6 50
No. 1 Mackerel, 20-lb. kits.....	1 75
Green cod, per bbl.....	6 00
Me-tium " " " ".....	7 50
Large " " " ".....	8 00
Labrador Salmon, 1-bbls.....	8 50

#### TORONTO.

**GREEN FRUITS**—There has been a healthier tone to the market this week due to the milder weather. Demand is opening up again satisfactorily and should soon recover its normal character. Oranges have been a shade more active. Prices are not materially changed. Floridas are getting low. Bitter oranges have been quite strong in demand for marmalade purposes. A slightly easier feeling is found in lemons. Grape fruit remains high. Cranberries are quiet, stocks being contracted. Apples are much firmer and are recovering from their demoralization. Bananas are dull and unchanged.

Oranges, Florida's, new.....	2 01
" " " " " " " ".....	2 75 3 25
" " " " " " " ".....	4 50 5 00
" " " " " " " ".....	1 50
" " " " " " " ".....	1 75 2 00
Oranges, bitter.....	2 50 2 50
Lemons, California, 240, 300, 360, 420.....	3 00 3 00
" " " " " " " ".....	2 50 2 75

Grape fruit, 54's 80's, 96's.....	5 50	6 00
Apples, No. 1 winter fruit.....	2 50	3 50
No. 2.....	2 00	2 50
Bananas, Jamaica firsts, per bunch.....	1 65	1 75
Bananas, jumbo bunches.....	2 00	2 25
Quinces, per basket.....	0 50	0 60
Cranberries per bbl.....	7 00	10 00
Almeria grapes, per keg.....	5 50	6 00
Tangerines.....	3 00	4 00

VEGETABLES—As predicted last week, the potato market has taken an easy turn. Prices have declined 5 cents and a further slump is practically assured. More favorable weather conditions have opened up supplies. Turnips are reported scarce. Parsnips are more plentiful. Many lines of fancy imported stuff are on the market, but are decidedly slow. Some extra fine lots of cucumbers, carrots, strawberries and lettuce are in evidence. Some changes in prices are noticeable.

New Brunswick Delawares, per bag.....	1 10	1 50
New potatoes, Canadian, per bbl.....	1 05	1 20
Sweet potatoes (Jersey), per bbl.....	3 00	4 00
Onions, Spanish, per case.....	2 40	2 50
per bag.....	1 00	1 20
Green onions, per doz.....	0 75	
Beets, per box.....	0 90	0 95
Cabbage, per doz.....	0 40	0 60
Carrots, Canadian, per bag.....	0 60	0 70
Carrots, new, per doz. bunches.....	1 00	
Turnips, per bag.....	0 35	0 40
Parsnips, per bag.....	0 85	0 95
Cauliflower, per doz.....	0 50	1 50
Parsley, per doz.....	0 35	0 40
Celery, Canadian, per doz.....	0 35	0 40
California, per doz.....	0 75	
Lettuce, imported.....	1 15	
Cucumbers imported, per doz.....	2 50	
Tomatoes, imported, per crate.....	4 50	
Strawberries, per box.....	0 65	
Mushrooms, per lb.....	0 65	
Pineapples, per crate.....	5 50	

FISH—Business is slowly recovering its normal proportions. The effects of the recent snowstorms are still felt in outside points, country roads being in many cases impassable. With the approach of Lent, however, a firmer feeling is noticeable in the market. Prices have not advanced any but the sharp demand that is assured in a short time will likely stiffen prices. Supplies are satisfactory at present, but there are fears of a marked shortage in finnan haddie, cod and a few other lines.

Perch, large, per lb.....	0 07	0 08
Blue pickerel, per lb.....	0 06	0 08
White fish, Georgian Bay, per lb.....	0 12	
Whitefish, winter caught, per lb.....	0 10	
Haddock, frozen, per lb.....	0 07	0 08
Holland herring.....	0 90	0 95
Herring, medium, per lb.....	0 07	0 08
Jumbo, per lb.....	0 10	
British Columbia salmon, per lb.....	0 12	
Qualla, per lb.....	0 09	
Trou, fresh, per lb.....	0 09	
Ciscoes, per basket.....	1 00	
Labrador herring, fresh, per 100.....	2 40	
Halibut, fresh caught.....	0 09	
Shredded cod, per lb.....	0 08	
Shredded cod, per doz.....	0 90	
Halifax fish cakes, case.....	2 40	
Acadia tablets, per case.....	4 80	
Live lobsters.....	0 20	0 35
Bluefina, small white, per lb.....	0 07	
Mackerel mediums, each.....	0 12	
large.....	0 25	
Finnan Haddie, per lb.....	0 08	
Flounders, per lb.....	0 14	
Boaters, Yarmouth, per box.....	1 10	

TRADE NOTES.

Soper & Livingston, general merchants, of Alvinston, Ont., have assigned.

Batham & Girvin, general merchants, of Govan Station, Sask., have dissolved partnership.

A new high-class grocery store has been opened at 390 Logan Ave., Winnipeg, by J. Brown and Arthur Bertrand. Mr. Brown is a recent arrival in Winnipeg from Glasgow, Scotland, where he had a long experience in the grocery and provision business. Mr. Bertrand was formerly with the Hudson's Bay Co., in their grocery department, and later with F. E. Weldon Co., Winnipeg. His experience with these two firms taught him the wisdom of handling high-class goods. The new firm states that it intends to specialize in goods of western manufacture.

# Home Guard Brand In Marmalade Oranges

Means exactly the same as **Home Guard** in Lemons. These two lines are packed by the same man only the **Home Guard** Marmalades make their debut in Canada this season, due here to-morrow. If you want the best buy **Home Guard**.

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

## NOTE

In arrivals after the next couple of weeks, watch out for the (Fancy) brands of lemons—the ones that melt in the box — that's the time of year you find "**St. Nicholas**" cheap at any price.

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

# "GOLDEN ORANGE" Brand NAVEL ORANGES

Grown and Packed at

**Arlington Heights, California**

Stand unrivalled and alone, for **Quality** and **Appearance**. Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

**HUGH WALKER & SON**

**Guelph, Ont.**

**Established 1861**

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



# "BRONCO" Brand Navel Oranges

As much difference in ORANGES as in Diamonds only to get the "pure quill" you don't have to pay but very little more than for the poor kind.

Poor economy to sell your trade poor oranges.

**Buy the Best  
California Pride**

*Juicy, Sweet, Delicious*

**White & Co.**  
Limited  
Toronto

Sole Agents "Bronco Brand" on the market  
for over 12 years

## JUST RECEIVED

Canned Mackerel, 1-lb. tins, talls and flats,  
No. 1 and Large Green Cod,  
No. 1 Labrador Herring,  
No. 1 Newfoundland Herring,  
No. 1 Gaspe Herring,  
Large Frozen Newfoundland Herring,  
Frozen Tomcods, Frozen Flounders.

Choice Stock. Quality Guaranteed.  
Attractive Prices.

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

Highest price paid for  
**DRIED APPLES**

**O. E. ROBINSON & CO.**  
Established 1886  
Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

## CUBAN ORANGES

We still have a few left and will sell at the old price, \$2.00 per box.

*Consignments Butter, Eggs and Poultry Solicited.*

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

## WAREHOUSE ON WHARVES?

**Montreal Dealers Surprised—Say Such a Building is Unnecessary.**

Members of the Montreal Produce Association were greatly surprised when shown an extract from the report of the Dairy and Cold Storage Commission, just brought down in parliament, recommending the erection of a large storage warehouse on the wharves at Montreal. It was an entirely new point to all of them, and several declared without reservation that it was needless for there was already sufficient excellent cold storage accommodation in Montreal, and that the carrying out of this recommendation would be like carrying coals to Newcastle. They were at a loss to know whence the agitation had come. A. A. Ayer, president of the association, further declared that a large warehouse was an impracticability; that no railway could carry to it, delivering to the different consignees of whom there might be four or five for each carload, some hundred or hundred and fifty carloads a day. This amount was not excessive for a flush day and it had to be handled box by box. Warehouses in different centres were necessary. There were now six cold storage establishments in the city, three semi-private, and three public, and none of these were full last year. Four would not be taxed to their capacity. "I don't believe that one case of butter or cheese was damaged last year when being transferred from the warehouse to the

vessel, or from the railway to the warehouse," he said. "When cheese or butter is properly cooled it is several hours before it is affected by the heat."

## TRADE NOTES.

F. P. Watson, grocer of Victoria, B.C., has assigned.

Mrs. G. A. Padget, Ottawa, is going out of the grocery business.

C. O. Dupius, grocer, of Montreal, has made an assignment.

Pierre Godreau, grocer, of St. Johns, Que., has made an assignment.

Houle & Fortier, Plessisville, Que., are starting a general store business.

P. Campbell & Co., grocers, of Montreal, have sold to K. Harrison.

P. Parenteau, general merchant, of St. Jean Baptiste, Man., has assigned.

The assets of A. Langlois, general merchant of Peice, Que., have been sold.

U. Senecal, general merchant, of St. Eugene de Grantham, Que., has assigned.

The assets of F. Alteen, general merchant, of Latchford, Ont., have been sold.

The Cockburn Mercantile Co., Sturgeon Falls, Ont., has gone into liquidation.

C. H. Gill & Co., general merchants, of Trail, B.C., have made an assignment.

The general store of Thos. Dessantis, Sherkston, Ont., was destroyed by fire last week.

E. Freedman, general merchant, of Teulan, Man., has been succeeded by J. J. Bond.

R. Anderson, Vermillion Bay, Ont., has sold his general store business to M. Greenbat.

Ladell & Butcher, Camrose, Alta., have taken over the general store business of Ernest Roaper.

Powell Bros., Carleton Place, Ont., have taken over the grocery business of Alex. Sibbett.

D. A. Squires, Clearwater, Man., has taken over the general store business of W. J. Currie.

Beam & Kraft, general merchants, of Ridgeway, Ont., have dissolved partnership, F. C. Beam continuing the business.

## SHIP TO US

We pay the highest market price for

## DRIED APPLES

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

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

## JOHN E. CASSIDY

Highest Quality Oysters  
WHOLESALE

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

## TO LET

### MODERN PRODUCE STORES

Our new warehouse at 672 and 690 Main Street, St. John, has four ground floor stores which are offered for rental. Location, practically centre of city of 50,000 people; three minutes from Union Station; two hundred feet from street car transfer, two lines of which pass the doors. Specially designed for fruits, meats, fish or dairy goods. Each equipped with cork-insulated cooling chamber connected to our machines. Steel finished, hardwood floors, plate fronts, electric lights, office space and toilet rooms. Rentals include light and refrigeration. Will let singly or all to one party. Possession at once. For terms, write or call on

**The New Brunswick Cold Storage Co.**  
Limited

St. John, N.B.

# DUFF'S CHOICE

## NO. 1 LABRADOR HERRING

Mild cured. All new packed. Fully Guaranteed.  
 Sold in barrels, ½-bbls. and 20 lb. pails. Special  
 prices on 5-bbl. lots or over.

Packed by the makers of the celebrated  
 HALIFAX, ACADIA and BLUENOSE  
 BRANDS of Prepared Boneless Codfish.



ATLANTIC FISH COMPANIES LTD

Nova Scotia.

A. H. BRITAIN & CO.

Sales Agents

MONTREAL

Buy  
 Brunswick  
 Brand  
 Canned  
 Goods



- ¼ Oil Sardines (Sanitary)
- ¼ Oil Sardines (Hand Made)
- ¼ Mustard Sardines (Sanitary)
- ¼ Tomato Sardines (Hand)
- ¾ Mustard Sardines (Sanitary)
- 1-lb. Clams
- 1-lb. Scallops
- Herring in Tomato Sauce
- Kipper Herring
- Finnan Haddies
- Fresh Herring

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

**Surprising Sale**

## Marmalade Oranges

Did you read in the last issue of *The Grocer* of the success of a Guelph retailer in selling marmalade oranges?

This is the season. He has the right idea, which is worth emulating. Look it up.

**We have the  
 Marmalade Oranges**

Choicest variety. Direct shipment to us. Prices lowest market.

*Send in Your Order.*

**The Montreal Fruit Exchange**

195 McGill St., Montreal

J. F. McLEAN, Proprietor

OUR LEADER

# Frozen Sea Herring

Choicest, Bright Fish. Large Ones, Too.

Our supply of Cod, Haddock, Halibut, Pickerel, Salmon, Whitefish, Smelts, Pike, is complete. Send for our price list. It will interest you, particularly as Lent is rapidly approaching.

ALL KINDS OF FISH IN SEASON  
CANADA'S LARGEST FISH AND OYSTER DEPOT

P. O. Box 639.  
FIVE  
LONG  
DISTANCE  
TELEPHONES

## LEONARD BROS.

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

MONTREAL

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

# SPECIAL!

## SALT FISH IN BARRELS

No 1 Labrador Herrings,	\$5.25 per 200-lb. bbl.
“ “ “	3.00 per 100-lb. keg.
No. 1 Trout	6.25 per 100-lb. bbl.

These prices are for this week only.

A Full Line of All Kinds Fish

# The F. T. James Co., Limited

Toronto

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This is  
**OYSTER**

**Weather**

The kind you have been asking for.  
Now is the time to reap your  
harvest in the Oyster business.

Buy the best  
**H. C. ROWE & CO'S**  
"Long Island Native"  
**OYSTERS**

Handled exclusively by

**White & Co., Ltd.**

Toronto and Hamilton  
Orders filled on short notice no  
disappointments.

**CONDENSED OR "WANT"  
ADVERTISEMENTS.**

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

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

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

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

**Yearly Contract Rates.**

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

**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.

**BUSINESS CHANCES.**

**GENERAL** store with stock, direct line Grand Trunk  
railway survey, point of heaviest construction  
work; genuine proposition for energetic young man,  
and worthy of investigation. For particulars address  
Box 179, CANADIAN GROCER, Toronto. (9)

**WANTED.**

**WANTED**—Responsible salesman selling to retail  
grocers to handle sideline paying an A1 com-  
mission; no sample to carry; circulars only.  
Address Box 178, CANADIAN GROCER, Toronto. (8)

**ARTICLES FOR SALE.**

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

**SITUATIONS WANTED.**

**YOUNG** man with several years' experience in city  
grain office wants position in country store with  
chance to learn business, Box 17, CANADIAN  
GROCER, Union Bank Building, Winnipeg. (9)

**JAMS, JELLIES, CANNED GOODS, ETC.**—Up-  
to-date factory superintendent open for engage-  
ment; best references; correspondence invited.  
I. W., CANADIAN GROCER office, Toronto. (7)

**TEA SALESMAN**—I am now open for engagement  
as above or as assistant to produce broker; would  
consider partnership proposition; excellent refer-  
ences and well known. Jas. J. Pickup, 83 Shuter St.,  
Toronto. (8)

**A SUCCESSFUL** advertising and specialty salesman  
in grocery lines, favorably known to the whole-  
sale and retail trade throughout Ontario is open  
for engagement. Box 180, CANADIAN GROCER,  
Toronto. (9)

**AGENTS WANTED.**

**SARDINE AGENCY**—Large Norwegian packers of  
sardines want energetic agents in the different  
parts of Canada. Applications marked "Quality"  
to the CANADIAN GROCER, Toronto. (8)

**AGENCY WANTED.**

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

**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.

**TRAVELERS WANTED.**

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

**FOR SALE**

**FOR SALE**—Prosperous business, that pays every  
week in the year, established six years, best busi-  
ness corner in town. Open to good man at in-  
voice price plus freight. Stock carried, \$2000.00,  
rent \$35.00 per month. Apply Robinson &  
Greenwood, New Liskeard, Ont.

**NEW FRUIT JAR FACTORY.**

**Large American Firm Will Manufacture  
An Improved Jar Here.**

The Schram Automatic Sealer Co.,  
of St. Louis, Mo., whose fruit jars  
have made such an impression upon  
the dealers and housekeepers of the  
United States, has opened up business  
in Canada. A new company under Can-  
adian charter, with associated Can-  
adian capitalists, was formed last week  
and will be known as the Schram  
Automatic Sealer Co., of Canada,  
Limited. A. L. Schram, vice-president,  
Leo. A. D. Drey, manager, and D.  
Sommers, president of the Canadian  
company, have been in Canada for  
some time past, looking for a suitable  
site for the manufacture of the sealer  
caps, and Waterloo, Ont., was select-  
ed. The officials of the company have  
also been looking around for suitable  
sites for the location of a glass plant  
and as several desirable ones were in-  
spected, it is expected that the selec-  
tion will shortly be announced.

It is welcome news to learn that an-  
other United States industry has de-  
cided to open up a branch manufactory  
in Canada. The Schram Co.'s success  
across the border has been simply phe-  
nomenal, the first year's sales amount-  
ing to over 400 cars. The introduction  
into the Canadian market promises  
equally good results as the first call  
upon the trade brought in orders for  
76 carloads. "The U.S. plant at Hills-  
boro, Ill., employing 250 hands, is the  
only fruit jar plant in operation in  
the United States," said Mr. Drey,  
"and unlike other plants, we carried  
over no stock. As the glass manufac-  
ture is limited to the cold seasons, we  
are forced to operate day and night to  
our utmost capacity. We cannot manu-  
facture during the hot weather. The  
capacity of our Hillsboro plant is 114  
jars a minute, and 120 caps, which  
means 14,400,000 jars in the 10 months  
we operate the plant. During July and  
August we shut down for repairs and  
on account of the heat. After our Can-  
adian plant is in full operation the  
Canadian company intends exploiting  
the English, German and French mar-  
kets."

The Schram Automatic Sealer Co.,  
of Canada, Limited, claim advantages  
over other fruit jars and these are  
clearly set out in their advertisement  
in another part of this issue. That the  
jar will be a welcome one to Canadian  
housekeepers and consequently a profit-  
able line for the dealer to handle,  
should be borne out by its popularity  
in the United States.

**TRADE NOTES.**

McAllen & Tremblay, grocers, of Fort  
William, Ont., have made an assign-  
ment.

H. J. Borget, who has been conduct-  
ing a general store in Beigland, Ont.,  
has assigned.

Robt. Holmes, Parry Sound, Ont.,  
has purchased the grocery business of  
G. D. Kennedy.

Mrs. J. E. Sume, Dunnville, Ont.,  
has sold her general store business to  
Joseph Franklin.

B. Robinson, general merchant, of  
Ruddell, Sask., has been succeeded by  
Robinson & Harper.

**It is to Your Advantage**

to handle the Cigars that the majority of exacting smokers insist upon getting:

**Royal Sport and Hogen Mogen**

The sooner you stock up the greater the profits you will secure from sales.

Write us:

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

**T. & B.**

is a pipe tobacco which contains every element desired by the discriminating smoker. You can go from here to Timbuctoo and you'll not discover a brand of pipe tobacco which can beat it in flavor and purity. There is absolutely no "dope" in T. & B.—just pure leaf tobacco, properly cured and cut. It is handled only by clean people in a model factory. It is mild and fragrant and moderate in price; and you can handle it with an assurance of good profits and continuous sales.

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

**HAMILTON, CANADA**

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

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

No money required. We furnish capital.

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

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

## NEW BRUNSWICK TRADE NEWS

Receipts of Fruit Unusually Large—General Outlook of Fish Trade—Navigation Interrupted—St. John Notes.

(Special Correspondence of The Canadian Grocer)

St. John, N.B., Feb. 17, 1908.

Business was very quiet in the local markets last week. Owing to the improved condition of the roads, produce has been coming in rather more freely. Eggs as a consequence are lower, case eggs selling now for from twenty to twenty-two cents a dozen, while for the hennery variety twenty-four to twenty-six cents a dozen is asked. Good butter is still scarce and prices are reported firmer than they were, although there is no change in the quotations. Flour and sugar remained unchanged. Large shipments of fruit are being received by local dealers almost daily. There have been more oranges handled this season than ever before. Floridas are very plentiful and are selling at from twenty cents upwards. California navels and valencias are also in good demand.

\*\*\*

T. W. Crocker, of Newcastle, one of the largest fish dealers in the province, was in the city last week.

Mr. Crocker said that smelt fishing in the upper part of the province was good but as the season would close on the 15th of this month, it was not to be expected that there would be any great stock on hand and buyers had not asked the government for an extension.

Owing to the condition of the ice north shore fishermen had been able to do but little fishing in the early part of the season, in fact operations were not properly begun until well on in January, and consequently the season would amount to only about half what it would have been under more favorable weather conditions.

Relative to prices, Mr. Crocker said that during the soft weather smelt had sold as low as a cent and a half a pound on the ice, but were now commanding from 2½ to 3 cents, as compared with from 4 to 5 cents this time last season.

Mr. Crocker is decidedly optimistic as to the fishing trade in Canada. The Montreal market, he declares, is to-day taking five times as much fish as it did five years ago. The railways are offering splendid facilities for handling fish, which the dealers are now enabled by the use of refrigerator cars to ship in large quantities into the markets of Quebec and Ontario.

\*\*\*

The local fish market has been almost bare of everything, with the exception of cod, haddock and smoked fish. One dealer remarked that seldom in his experience has he seen the general supply so scant, and he pointed out that existing conditions were due in a large measure to unfavorable weather. J. P. Quinn, a prominent north end fish dealer, points out that the scarcity of bait, particularly at Grand Manan, has also had its influence on the supply at St. John, and suggests that the establishment of a bait centre here, as at Halifax, would be of valuable assistance to fishermen, and therefore to the trade.

The death occurred on Feb. 7 of James H. Maguire, for many years a prosperous baker in the north end. Mr. Maguire was in his 64th year and is survived by his aged mother, two brothers and one sister.

\*\*\*

Barker's white store, at Moncton, was broken into on the night of Feb. 11 and about \$8 stolen from the cash drawer.

\*\*\*

Navigation between P. E. I. and the mainland was interrupted for a couple of days last week as both steamers on the route were stuck fast in the ice. It was the first time this winter that the steamers were held up in this way, the season being a record-breaking one.

\*\*\*

The office and shipping staffs of the George E. Barbour Company had a jolly time on Saturday, Feb. 8, when they enjoyed a sleigh ride to Public Landing on the St. John River. They left the city in a mammoth sleigh at 2.30 o'clock, and returned about 10.30. The route was via Milledgeville and across the ice. At Belyea's Hotel a sumptuous supper was served. Toasts to the king, the firm of Geo. E. Barbour & Co., and others too numerous to mention, were honored. The outing was voted a huge success by all who attended. The committee in charge were: Fred Barbour, Percy W. Webb, and Willard Britton.

\*\*\*

On the same evening a bunch of shoe clerks trimmed an aggregation of hockeyists from the wholesale grocery houses by a score of 3 to 0. The game was fast and furious and many really astonishing plays were recorded.

Handle

# OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY  
PIPES

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

D. McDOUGALL & CO., Glasgow, Scot.

20 years of progress of the firm of

## JOS. COTE

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

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

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

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

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

## BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



## NOVA SCOTIA MARKETS

Produce Markets Are Active—Butter Advanced, Eggs Plentiful, Poultry Brought in From Ontario—Large Shipments of Fish and Lobsters.

(By The Canadian Grocer's Special Correspondent.)

Halifax, Feb. 17.—The feature of the local markets during the past week was the advance in the price of butter, creamery now being quoted at 31 cents, which is a record price in this locality. Stocks of butter have been gradually growing less, while the receipts of fresh made butter are falling off very greatly since February came in. Dealers say that the scarcity is general all around, as inquiries have been received here from Montreal jobbers, asking how much stock is held in this city and for quotations. The jobbers here declined to quote prices or sell.

\*\*\*

Eggs have been in better supply during the past week than for some time. The demand, however, is light. In the green market they sold for thirty cents per dozen, and at retail good fresh stock could be purchased from 28 to 30 cents. A drop in the price of eggs at this season of the year is most unusual. Outside of some small shipments to the West Indies, very few eggs are being exported. There is very little doing in regard to case eggs, though fresh laid stock at the reduced price, bring sufficient to supply all the local demand.

Both the sugar and molasses markets are very quiet just now, this being the dull season in both of these lines. Sugar quotations here as follows: Cut loaf, in barrels, \$5; Extra Standard Granulated, \$4.50; Austrian Granulated, \$4.10; Bright Yellow, \$4.30; No. 1 Yellow, \$4.

The prices for molasses are. Fancy Trinidad, 36c; extra choice Porto Rico, 33c; choice Trinidad, 30c; fancy Barbados, 30c.

The West India crop this year is said to be several weeks later than usual.

\*\*\*

The fish markets are fairly active, but business is not as brisk as other seasons at the approach of Lent. The stocks of salt mackerel are being rapidly cleaned up, most of the fish being shipped to the American market. The exports of lobsters also continue fairly heavy, most of the fish being sent alive to Boston. Large dry cod is quoted at \$7.50, medium at \$7 to \$7.25, and large bank at \$5.25. Labrador is worth \$4.75. The best herring are worth from \$3.75 to \$4, and No. 1 mackerel are quoted at \$14.

\*\*\*

The annual meeting of the new Dominion Dairying Company, was held at Charlottetown last week. The secre-

tary's report showed last season's work to be very satisfactory. From July to October 281,876 pounds of milk were received and 26,066 pounds of cheese manufactured. The gross value of the cheese was \$3,075.78. The average price of milk per 100 pounds was \$86.44. The board of directors for the ensuing year consists of F. A. Stewart, president; Silas McNeil, vice-president; Hugh McPhee, John MacLean, Daniel McPhee, A. A. McNeill, Hector MacLean, George Wilson is secretary-treasurer.

\*\*\*

All the available poultry in the Province having been bought up the jobbers are now importing stock from Ontario. The birds which arrived this week were in excellent condition, and found a ready sale. Speaking to The Grocer the other day a Halifax dealer said: "It is a matter of general regret that the farmers of Nova Scotia cannot raise sufficient poultry to meet the demands of the local markets. This Province is conceded to be a good poultry raising country, high prices are obtained for all stock, and still the cry of scarcity continues.

"Ontario," he said, "must be a wonderful country, as the farmers there raise sufficient stock to meet all requirements, and still have hundreds of tons to export, a large proportion of which finds its way into the British markets. It is time, I think, that more attention should be given to poultry raising in Nova Scotia."

WHEREVER THERE ARE

DOGS, CAGE BIRDS, POULTRY

# SPRATT'S PATENT

Dog Cakes, Bird Seeds,

Parrot Food, Poultry Foods

SHOULD BE STOCKED.

GOOD ADVERTISING MATTER.

ATTRACTIVELY PACKED.

EASILY HANDLED.

PROFITABLE.

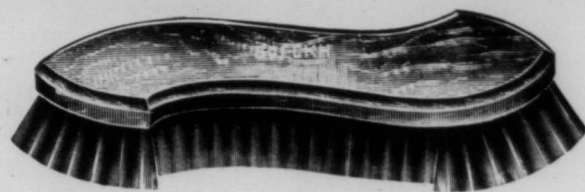
KNOWN.

Write us: **24-25 Fenchurch St., London, ENGLAND**

for illustrated trade list. We will then correspond with you and use our best efforts to assist in the development of trade.

Small stocks carried at our store:

**13 St. Theresa St., St. Gabriel, Montreal.**



Make a good display of

# BOECKH'S Celebrated BRUSHES

Such a reminder will surely mean increased business

**UNITED FACTORIES, Limited, - TORONTO**

## Boston Special

*Absolutely Automatic*



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

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

**Plain Figures Show Value**

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

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

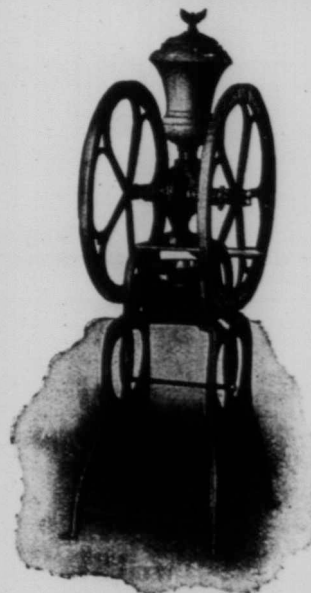
*Pays for itself*

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

## COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . . .  
**Excellence**



Price \$25.00

- 1—Ease in running.
- 2—Rapidly in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

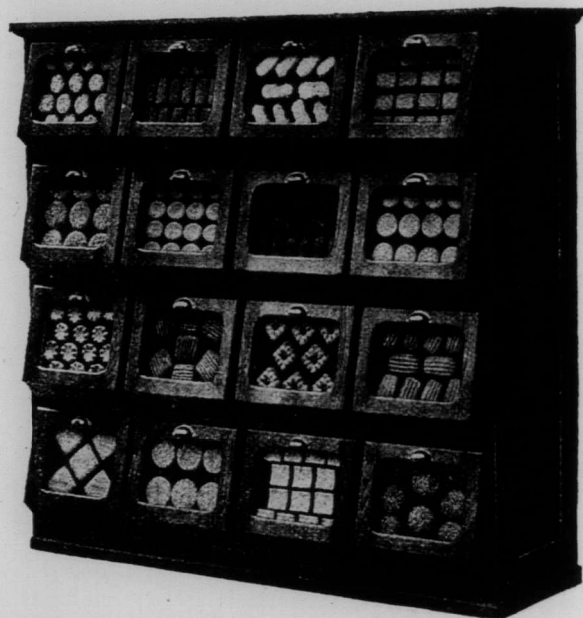
Todhunter Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

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



## "WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.



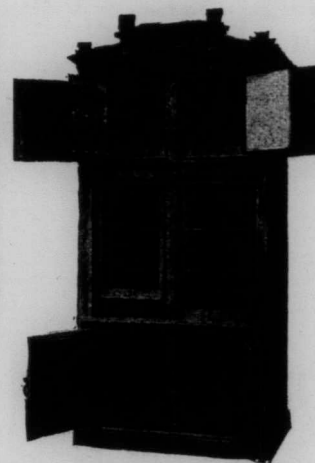
To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

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

Designers and Manufacturers of  
Modern Store Fixtures

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

Write for Illustrated Catalogue: "Modern Grocery Fixtures."



Still the  
Best on the  
Market

Arctic  
Refrigerator

Serviceable,  
Dry, Low  
Temperature  
and  
Easy-Price.

John Hillock  
& Co., Ltd.

Toront

### Simplified Account Keeping

The cost of recording a multitude of small sales eats up a big lice of the profit on such transactions.

Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of



### Allison Coupon Books

#### HERE IS HOW THEY WORK :

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

Allison Coupon Books are recognized everywhere as the best.

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 LIFETIME

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.

### THE NEW ONE WILL SUIT YOU

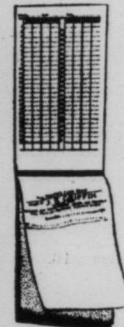
You have had enough experience with the old counter check book to know that, while it serves, it is not fully serviceable. The

### SPECIAL DUPLICATING COUNTER CHECK BOOK

is an improvement on the old style in every important respect. Instead of one color paper all the way through, the new book has alternate white and pink checks. Original and duplicate entries are thus simplified.

Our traveller will call on you if you wish.

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



Still the best on the market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toront



and at the use of

Books

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DO and you re him a ve him sign book, which with \$10.00, with, tear off the book is gets another o lost time.

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ted,

# Crain

## Binder Mechanism

for simplicity ease of operation and strength is without a peer.

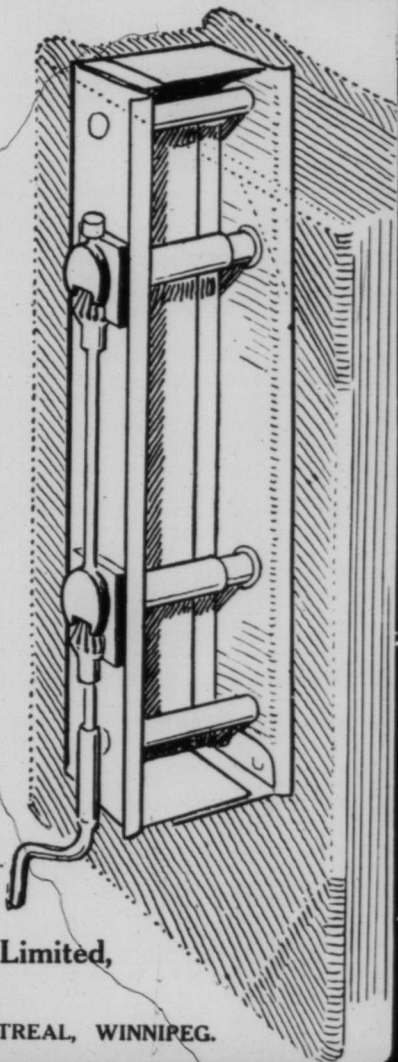
The frame is of cold rolled steel. The screws in the nickel-plated brass working posts are turned by bevel gears, the gear-wheels of which are of hardened steel and operated by the rod over which the key fits. The two smaller posts strengthen the binder and keep sheets in proper alignment.

No spring or ratchets are used. Direct pressure after the principle of a vise, securely binds the leaves at points 1-500 of an inch apart. When locked the only way to get a leaf out of a Crain ledger is to tear it out.

Send for our booklet which gives complete information.

**The Rolla L. Crain Co., Limited,  
Ottawa, Canada.**

Branches: TORONTO, MONTREAL, WINNIPEG.



### 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-headers 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 6357, Toronto

SPRAGUE

**CANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.

## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

## APPRENTICES

can Bank Money in a few weeks.

Work will take but a few hours a week.

**You Need no Money** because we provide the capital.

We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.

If you will try it, we will send supplies at once. Your profits are large.

**IN ADDITION**

there are bonus prizes: a watch is one of these bonuses.

Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

**The MacLean Pub. Company**

10 Front St. E., TORONTO

## Spring is Coming Be Up-to-Date

A good store front assists in selling your goods. There is everything in appearances.

We are specialists in store fittings, counters, shelves, show cases, etc.

Let us estimate for you when making improvements.

**SEXTON & CO., Limited**

88-90 Teraulay St., - TORONTO

## COUNTER CHECK BOOKS CASH SALE SLIPS SHIPPING TAGS

Delivery made on shortest notice.

Write for samples and prices.

**The Merchants Counter Check Book Co., Ltd.**

TORONTO - MONTREAL  
Canada



**"Surprise" Soap** appearance in its red and yellow wrappers.

**"Surprise" Soap** without wrappers as it appears ready for use.

**A Pure, Hard Soap**



**Recommend "Surprise" Soap** to your customers for Wash Day.

It has peculiar and remarkable qualities for washing all kinds of material, Cotton, Linen, Laces without injury to fabrics or colors.

This is a strong **"Surprise"** Soap feature.

Examine and compare **"Surprise"** both in **quality** and weight with any and all laundry soaps on the market.

**THE ST. CROIX SOAP MFG. CO.**  
**St. Stephen, N.B.**

**Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies.**

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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.

Feb. 21, 1908.

Baking Powder. W. H. GILLARD & CO. Diamond- 1-lb. tins, 2 doz. in case \$2 00

MAGIC BAKING POWDER Cases. Sizes. Per doz. 6 doz. 5c. \$0 40

ROYAL BAKING POWDER. Sizes. Per Doz. Royal-Dime 1-lb. \$1 40

CLEVELAND'S BAKING POWDER. Sizes. Per Doz. Cleveland's-Dime 1-lb. \$1 33

Brown Brand- 1-lb. tins, 2 doz. in case \$1 30

ST. GEORGE'S BAKING POWDER. Trial size, 6 doz. in case \$0 90

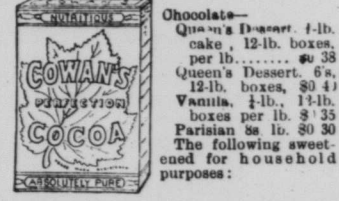
THE ROBERT GREIG CO., LTD. White Swan Baking Powder- 1-lb. tins, 3-doz. in case, per doz. 2 70

Blue. 4-oz. per lb. \$0 17

Cereals. Wheat OS, 1-lb. pkgs., per pkg. 0 c

THE ROBERT GREIG CO., LIMITED White Swan Breakfast Food, 2-doz. in case, per case, \$3 60

Chocolates and Cocos. THE COWAN CO., LIMITED. Cocoa- Perfection 1-lb. tins per doz. \$4 50



Royal Navy, 1/2 lb., 13-lb. boxes per lb. 0 33

Chocolate- Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb. \$0 38

EPF'S. Agents, C. E. Colson & Son, Montreal. In 1/2 and 1-lb. tins, 14-lb. boxes, per 0 35

BENSDORF'S COCOA. A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.



Mott's breakfast cocoa, 1/2 lb. \$0 42

WALTER BAKER & CO., LIMITED. Per lb. Premium No. 1 chocolate, 1/2 and 1-lb. cakes \$0 43

CANADIAN COCOANUT CO., MONTREAL. Packages- 5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

Bulk- In 15 15 lb. pails and 10, 25 and 50 lb. boxes. White Moss, fine strip. 0 19

CONDENSED MILK. THE ROBERT GREIG CO., LTD. White Swan Condensed Milk- Featherstrip, pails, 0 16



COFFEES. EBY, BLAIN CO. LIMITED. Standard Coffees. Roasted whole or ground. Packed in damp-proof bags and tins.

JAMES TURNER & CO. Per lb. Mocha \$0 22

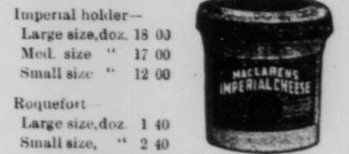
PATTERSON'S "CAMP" COFFEE ESSENCE. Agents, Rose & Lafamme, Montreal and Toronto.



Cafe des Epicures- 1-lb. fancy glass jars, per doz., \$3 60.



Cheese. Imperial- Large size jars, per doz. \$8 25



COUPON BOOKS- Allison's. For sale in Canada by The Eby Blain Co. Limited, Toronto.

In lots of less than 100 books, 1 kind assorted. 4c. 4c.

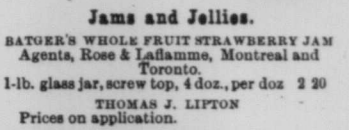
BRUNSWICK'S EASYBRIGHT. 4-oz. cans per doz. \$0 90

Extract of Beef. LAFORTE, MARTIN & CIE, LTD. "Vita" Pasteurized Extract of Beef.

Ice Cream Powder. GENESEE PURE FOOD CO. Jell-O Ice Cream Powder.

Infants' Food. Robb'son's patent barley 1-lb. tins \$1 25

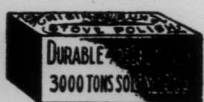
Flavoring Extracts. SHIRRIFF'S. 1 oz. (all flavors) doz. 1 00



Jams and Jellies. BATGER'S WHOLE FRUIT STRAWBERRY JAM. Agents, Rose & Lafamme, Montreal and Toronto.

**RISING SUN**  
**SUN**  
**STOVE POLISH**  
**IN CAKES**

**SUN & PASTE**  
**STOVE POLISH**  
**IN TINS**



The daily papers report that a **JUDGMENT OF THREE THOUSAND DOLLARS** was recently secured against—who supplied an inflammable, explosive stove polish that blew up and killed Mrs. Henry W—— of Ansonia, Conn., who was using it on her stove as claimed according to directions.

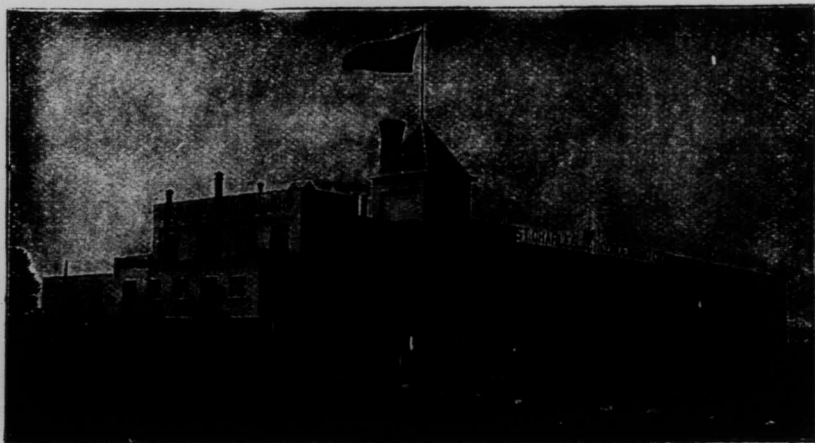
Can you afford to take chances of suits which may be brought against you on account of accidents from use of inferior, inflammable stove polishes, if you sell them? We think you will say—No. But remember that **Rising Sun** and **Sun Paste** are safe in the hands of the user. They give the greatest possible satisfaction. You are on the right track when you push them.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

The  
**Terminal Warehouse**

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

**Terminal Warehouse and Cartage Co. LIMITED**  
 14-38 Gray Nun Street, MONTREAL



INGERSOLL, CANADA-FACTORY

**AN EASY ONE.**

Added to our splendid assortment of  
**GOLD MEDALS.**

**ST. CHARLES**  
**EVAPORATED CREAM**

given **Highest Award at World's Fair st. Louis, Mo., 1904.** Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

**St. Charles Condensing Co.**

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# 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

# Those Black Olives

I was telling you about are still obtainable, but my stock is rapidly getting smaller, so you must order at once to secure a supply.

## Scotch and Holland Herrings

I am in a position to fill orders for these goods—barrels, half-barrels and kegs. My stock is the best on the market.

# P. ADELSTEIN,

5 Place Royale, - - - Montreal  
Wholesale Grocer and Importer of California and Lima Beans.

50-lb. wood pallets..... 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 30 2 90  
5, 7, 14 and 30-lb. pallets, per lb. 0 08 0 12

**Jelly Powders**  
GENESE PURE FOOD CO.  
Jell-O—The dainty desert  
Assorted case, contains 2 doz..... \$2 25  
Lemon (straight), " 2 " " " " 2 25  
Orange " " 2 " " " " 2 25  
Raspberry " " 2 " " " " 2 25  
Strawberry " " 2 " " " " 2 25  
Chocolate " " 2 " " " " 2 25  
Cherry " " 2 " " " " 2 25  
Peach " " 2 " " " " 2 25

THE ROBERT GREIG  
White Swan, 15 flavors.  
1 doz. in hand some  
counter carton, p r  
doz., 90c.



List price  
'Shirriff's' (all  
flavors) per doz. 0 90  
Discounts on ap-  
plication.

**Lard.**  
THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.

Tierces....\$0 09  
4-bbls. .... 0 09 1/2  
Tubs, 50 lbs. 0 09 1/2  
20-lb. Pails. 1 80  
20-lb. Tins. 1 80  
Cases 3-lb. 0 10  
" 5-lb. 0 09 1/2  
" 10-lb. 0 09 1/2



**Licorice**  
NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper.... per lb. \$0 40  
Fancy boxes (35 or 50 sticks).... per box 1 25  
" Ringed " 5-lb. boxes..... per lb. 0 40  
" Acme " pellets, 5-lb. cans.... per can 2 60  
" (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans..... per can 2 00  
Licorice lozenges, 1-lb. glass jars.... 1 75  
" 30 5-lb. cans..... 1 50  
" Purity " licorice 10 sticks..... 1 45  
" 100 sticks..... 0 75  
Dulse large cent sticks, 100 in box.... 0 75

**Lime Juice.**  
BATGER'S LIME JUICE CORDIAL.  
Agents, Rose & Laflamme, Montreal and  
Toronto.  
Quart bottles, 2 doz., per doz..... 2 90  
Pint " 2 " " " " 1 85

**BATGER'S LEMON SQUASH.**  
Agents, Rose & Laflamme, Montreal and  
Toronto.  
Quart bottles, 2 doz., per doz..... 2 90  
Pint " 2 " " " " 1 85

THOMAS J. LIPTON  
Prices on application.

**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 ..... 3 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; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

**Mince Meat.**  
Wetthey's condensed, per gross net...\$12 00  
per case of doz. net ..... 3 00

**Mustard.**  
COOLMAN'S OR KERN'S.  
D.S.F. 1-lb. tins..... per doz. \$1 40  
" 2-lb. tins..... " 2 50  
Durham 4-lb. jar..... per jar. 0 75  
F. D. 1-lb. jar..... per doz. 0 85  
" 1-lb. tins..... " 1 45

**Olive Oil.**  
LAPORTE, MARTIN & CIE, LTD  
Minerva Brand—  
Minerva, qts. 1 1/2's ..... \$5 75  
" pta. 2 1/2's ..... 6 50  
" 1-pz. 2 1/2's ..... 35

**Orange Marmalade.**  
T. UPTON & CO.  
12-oz. glass jars, 2 doz. case... per doz. \$1 00  
Home-made, in 1-lb. glass jars 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case,  
per doz. .... 1 75  
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.  
**Sauces.**  
PATERSON'S WORCHESTER SAUCE.  
Agents, Rose & Laflamme, Montreal and  
Toronto.  
1-pint bottles, 3 & 6 doz., per doz. .... 0 90  
Pint " 3 doz. .... 1 75  
THOMAS J. LIPTON  
Prices on application.



**Soda.**  
COW BRAND.  
Case of 1-lb. contain-  
ing 50 packages pe-  
r box, \$5 00.  
Case of 1-lb. (con-  
taining 120 pkgs.  
per box, \$3 00.  
Case of 1-lb. and 1-  
lb. (containing 50  
pkgs.) per box, \$3 00.  
Case of 50 pkgs. containing 96 pkgs. per  
box, \$3

**MAGIC BRAND.** Per case  
No. 1, cases, 50 1-lb. packages..... \$ 75  
No. 2, " 120 1-lb. " ..... 2 75  
No. 3, " (30 1-lb. " ) ..... 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2 85  
5 cases ..... 2 75

**Soap and Washing Powders.**  
A. F. TIPPET & CO., Agents.  
Mappole soap, colors..... per gross \$10 30  
" black..... " 15 30  
Orion soap..... " 10 30  
Gloria soap..... " 12 00  
Straw hat polish..... " 12 30

**Starch.**  
EDWARDSBURG STARCH CO., LIMITED.  
Laundry Starches—  
No. 1 White or blue, 4-lb. carton. \$ 0 07  
No. 1 " " 2-lb. " " 0 07  
Canada laundry..... 0 06  
Silver gloss, 5-lb. draw-tid boxes. 0 08  
Silver gloss, 5-lb. tin canisters. 0 08  
Edward's silver gloss, 1-lb. pkg. 0 08  
Keps silver gloss, large crystal. 0 08  
Benson's satin, 1-lb. cartons. 0 08  
No. 1 white, bbis. and kags. 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  
" " " " or blue, 4  
lb. lumps..... 0 04

EDWARDSBURG STARCH CO., LIMITED  
Ontario and Quebec.  
**Laundry Starches—**  
Canada Laundry, boxes of 50-lb. \$0 06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 50 lb. .... 0 04  
Finest Quality White Laundry—  
2-lb. Canisters, cases of 50 lb. .... 0 07  
Barrels, 50 lb. .... 0 04  
Kags, 100 lb. .... 0 04

# Looking to the Sunlight

The keen-eyed lookouts and pilots on the financial ship report that the business atmosphere is clear ahead, and that the glow of the morning is brightening into sunlight.

Be guided by their reports.

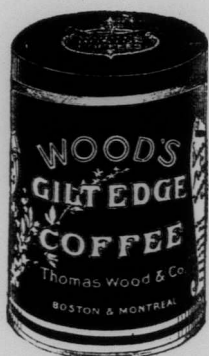
Remember that the Spring trade is at hand, that preparation is half the battle, and that

## WOOD'S COFFEES

will brighten it up amazingly.

Go to the front with the lookouts and pilots.

Send in your orders NOW.



ESTABLISHED 1879

Canadian Factory and Salesrooms:  
No. 428 St. Paul Street - - - MONTREAL

<b>Lily White Gloss—</b>	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 3 in case	0 08
6-lb. enameled tin canisters, 3 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
<b>Brantford Gloss—</b>	
1-lb. fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid starch—	
Boxes of 45 cartons, per case	3 60
<b>Culinary Starches—</b>	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 64
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07 1/2
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07 1/2
<b>SAN TOY STARCH.</b>	
pkgs, cases 5 doz., per case	4 75
<b>ST. LAWRENCE STARCH CO., LIMITED.</b>	
Ontario and Quebec.	
<b>Culinary Starches—</b>	
St. Lawrence corn starch, 40 lb.	0 07 1/2
Durham corn starch, 40 lb.	0 06 1/2
<b>Laundry Starches—</b>	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" " 3-lb. cartons, 36 lb.	0 07
" " 200-lb. bbl.	0 06 1/2
" " 100-lb. kegs.	0 06 1/2
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 08
" " 1-lb. fancy, 30 lb.	0 08
" " large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 36 lb.	0 08
Akron Gloss 1-lb. packages, 40-lb.	0 06 1/2
Coldwater Ivoryine Starch, per box, 40 pkgs.	3 00
<b>Stove Polish.</b>	
Rising Sun, 6-oz. cakes, 1-gross boxes	38 50
Rising Sun, 2-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste 5c. size, 1-gross boxes	5 00

**For durability and for cheapness this preparation is truly unrivalled.**

<b>JAMES' DOME BLACK LEAD</b>	
6a size	Per gross \$2 40
2a	2 50
<b>NICKLE PLATE STOVE POLISH.</b>	
Pints	2 90
Quarts	5 40
1/2 gallons	5 10
1/4 gallons	4 80
gallons	4 50

<b>Syrup.</b>	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 600 lbs.	0 034 per lb.
Half-barrels, 350 lbs.	0 034 "
Kegs, 150 lbs.	0 034 "
2-gal. pails 25 lbs.	1 25 each
3 " 38 1/2 lbs.	1 75 "
Plain tins, with label—	
5 lb. tins, 3 doz. in case	2 40
10 " " " "	2 75
20 " " " "	2 85
30 " " " "	2 60
(5, 10 and 20 lb. tins have wire handles.)	
ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 600 lbs.	0 034 per lb.
Half-barrels, 350 lbs.	0 034 "
Kegs, 150 lbs.	0 034 "
2-gal. pails 25 lbs.	1 25 each
3 " 38 1/2 lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " " "	2 75
10-lb. " 6 " " "	2 65
30-lb. " 3 " " "	3 60

**Teas.**

**SALADA CEYLON.**

Wholesale. Retail.

Brown Label, 1's, 2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 30	0 35
Red Label, 1's and 1/2's	0 35	0 50
Gold Label, 1/2's	0 44	0 60

**LIPTON'S TEA**

Thomas J. Lipton  
75 Front St.  
East,  
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " 1/2's and 1's	0 24	0 30
Orange " 1/2's, 1's and 1/4's	0 30	0 40
Pink " 1/2's & 1's, tins	0 35	0 50
Red " Dominions blend,	0 44	0 60
Gold " Afternoon blend,	0 50	0 70
1/2's and 1's		

**LUDELLA CEYLON TEA**

Blue Label, 1's	\$0 19	\$0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 22	0 30
Brown Label, 1's and 1/2's	0 25	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

**LAPORTE, MARTIN & OIE, LTD.**

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

**"CROWN" BRAND**

Red Label, 1-lb. and 1/2's	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 30	0 35
apan 1's	0 19	0 25

**BLUE RIBBON TEA CO., TORONTO**

Yellow Label, 1's	0 23	0 25
" " 1/2's	0 21	0 25
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's and 1/2's	0 35	0 35
Red Label 1's, 1/2's and 1/4's	0 30	0 40
White Label, 1's, 1/2's and 1/4's	0 35	0 50
Gold Label 1's and 1/2's	0 42	0 60
Purple Label, 1's and 1/2's	0 55	0 80
Embossed, 1/2's and 1's	0 70	1 00

**RAM LAL'S PURE INDIAN TEA**

MADE IN INDIA

Cases, each 60 1-lb. \$0 35  
" " 80 1-lb. " 0 35  
" " 120 1-lb. " 0 35

**MELAGAMA TEA.**

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1/2's	0 70	1 00
" " 1/2's	0 55	0 80
" " 1's	0 42	0 60
" " 1 lb. & 1/2's	0 40	0 60
" " 1 lb. & 1/2's	0 35	0 50
" " 1 lb. & 1/2's	0 30	0 40
" " 1 lb. & 1/2's	0 22	0 30
" " 1 lb. & 1/2's	0 21	0 26
" " 1 lb.	0 20	0 25

**KOLONA PURE CEYLON TEA**

Ceylon Tea (in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.	\$0 20
" " 1-lb.	0 21
Blue Label, retail at 30c.	0 22
Green Label.	0 30
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55

**WOOD'S PURE PACKAGE TEA**

THOMAS WOOD & CO.  
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.		

**Tobacco.**

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s.	\$0 46
" Amber, 3s and 3s	0 60
" Ivy, 7s	0 60
" Rosebud, 7s	0 61

Chewing—Currency, 12s. and 6s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 5s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 56

**JOS. COTE, QUEBEC.**

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	\$15
V. H. O., 1-20	25 00
St. Louis (Union), 1-30	33 00
Champion, 1-30	35 00
El Sergeant Premium, 1-30—1-40	55 00
J. C. OI, Havana P. Finca, 1-30	75 00

Out tobaccos.

Petit Havana, 1-12—1-6	0 40
Queens, 1-4, 1-3	0 63
" " 1-9	0 68
Cote's Choice Mixture, 1-lb tins.	0 76
" " 1-lb	0 76
" " 1-lb	0 05

**Veterinary Remedies.**

W. F. YOUNG

Absorbine, per doz.	\$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

**Woodenware.**

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

A—4 string, plush finish	\$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	\$11 00	No. 1, per doz.	9 70
No. 2, " "	7 50	No. 3, " "	6 10

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	\$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	\$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 45
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

5 gross loose, per case	5 cases,	single
4 " packages, per case.	0 55	0 67
6 " " " "	0 82	0 87

**Yeast.**

Royal yeast, 3 doz. 5 cent. pkgs.	\$1 10
Gillett's cream yeast, 3 doz. in case	1 10

# Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME,  
Montreal

# Strawberry Jam

All  
**Valencia**  
**Raisins**  
packed by

## MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

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

"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

AGENTS:

ROSE & LAFLAMME  
MONTREAL and TORONTO

### INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

<b>A</b>	Adelstein, P. .... 69	<b>E</b>	Eby-Blain, Limited ..... 3	<b>Mc</b>	McDongall, D. & Co. .... 61	<b>S</b>	Robinson, O. E. & Co. .... 56
	Acme Can Works ..... 19		Eckardt, H. P., & Co. .... 2		McFarlane & Field ..... 2		Rose & Laflamme ..... 87
	Adamson, J. T., & Co. .... 2		Edwardsburg Starch ..... outside front cover		MacLaren's Imperial Cheese Co. .... 2		Rutherford, Marshall & Co. .... 46
	Allan, Robt., Co. .... 64		Elson & Whitlock ..... 61		McLear, J. & R. .... 56		Ryan, Wm., Co. .... 46
	Allison Coupon Co. .... 64		Empire Tobacco Co. .... 52		McLean, J. J. .... 2		"Salada" Tea Co. .... 7
	American Computing Co. .... 64		Epps, Jas., & Co. .... 52		McWilliam & Sverist ..... 52		Sanitary Can Co. .... 19
	American Tobacco Co. .... 61		Essex Canning Co. .... 25		MacKay, John, Ltd. .... 52		Schram Automatic Sealer Co. .... 45
	Anderson, Fowis & Co. .... 2		Estabrook's ..... 22		MacNab, T. A., & Co. .... 4		Scott, David, & Co. .... 4
	Atlantic Fish Companies ..... 57		Evans, Geo. F. .... 4				Sherbrooke Cigar Co. .... 19
			Ewing, S. H., & Sons ..... 18		<b>M</b>		Smith, E. D. .... 15
<b>B</b>	Balfour, Smye & Co. .... 27	<b>F</b>	Fairbank, N. K., Co. .... 27		Magor, Frank ..... outside front cover		Sprague Canning Machinery Co. .... 65
	Barnard, Frank H. .... 65		Fearman, F. W., Co. .... 36		Mahiques, Domenech & Co. .... 71		Spratts' Patent Ltd. .... 19
	Bazin Mfg. Co. .... 26		Foley, F. J., & Co. .... 2		Maple Tree Producers' Association ..... 11		Stauntons Limited ..... 45
	Bell, Thos., & Sons ..... 17		Fraser & Aisthorpe ..... 4		Marshall, James ..... 13		St. Charles Condensing Co. .... 68
	Belleville Fruit and Vinegar Co. .... 11		Fussell & Co. .... 50		Mason, Geo., & Co. .... 14		St. Croix Soap Co. .... 66
	Benedict, F. L. .... 62				Mathewson's Sons ..... 14		Stecher Litho. Co. .... 19
	Bloomfield Packing Co. .... 24	<b>G</b>	Galbraith, Wm., & Son ..... 28		Mathieu, J. L., Co. .... 15		Steele, M. B. .... 4
	Blue Ribbon Tea Co. .... 3		Genesee Pure Food Co. .... 17		Merchants Counter Check Book Co. .... 65		Stevens-Hepner ..... 63
	Bode Gum Co. .... 52		Gibb, W. A. & Co. .... 56		Milman, W. H., & Sons ..... 2		Stringer, W. B., & Co. .... 55
	Bourque, T. A. & Co. .... 14		Gillard, W. H., & Co. .... 10		Mitchell, H. W. .... 4		Srang Bros. .... 1
	Bovril, Ltd. .... 49		Gillett, F. W., Co., Ltd. outside back cover		Montreal Fruit Exchange ..... 57		Sugar & Cannery Ltd. .... 72
	Bradstreet ..... 4		Goodwillie & Son ..... 8		Montreal Packing Co. .... 46		Symington, T., & Co. .... 10
	Brayley & Co. .... 7		Gorham, J. W., & Co. .... 2		Mooney Biscuit and Candy Co. .... 51		
	Bunnell & Lindsay ..... 2		Gray, Young & Sparling ..... 48		Moore Bros. .... 68	<b>T</b>	Terminal Warehouse and Cartage Co. .... 68
			Greig, Robt., & Co. .... 11		Morse Bros. .... 4		Tippet, Arthur P., & Co. .... 1
			Greening, Thos. B. .... 4		Mott, John P., & Co. .... 51		Todhunter, Mitchell & Co. .... 25
<b>C</b>	Campbell's, R., Sons. .... inside back cover			<b>N</b>	National Drug Co. .... 29		Tooth Extract Meat Co. .... 2
	Canada Sugar Refining Co. .... 10				National Licorice Co. .... 17		Tooth Extract Works ..... 48
	Canadian Cannery ..... 5	<b>H</b>	Hawes, Ed., & Co. .... 45		Nelson, H. W., & Co. .... 23		Truro Condensed Milk Co., Limited ..... 48
	Canadian Coconut Co. .... 53		Hillock, John, & Co. .... 64		Nestle's Chocolate ..... 16		Tucket, Geo. E., & Son Co. .... 60
	Canadian Salt Co. .... 25		Holbrooks Ltd. .... 8		New Brunswick Cold Storage Co. .... 56		Turner, James, & Co. .... 29
	Capetan Manufacturing Co. .... 10		Hudon, Hebert & Co. .... 24		Nicholson & Bain ..... 16	<b>U</b>	United Factories ..... 63
	Carman, Escott Co. .... 4				Nishimura, Shaw T. .... 12		
	Carter-Crume Co. .... 64	<b>I</b>	Imperial Extract Co. .... 12	<b>O</b>	Norton Mfg. Co. .... 19	<b>V</b>	Verrot, Stewart Co. .... outside back cover
	Carter S. J., & Co. .... 26		Imperial Syrup Co. .... 22, 10		Oakville Basket Co. .... 11	<b>W</b>	Wagstaffe Limited ..... 69
	Cassidy, John ..... 56		Improved Match Co. .... 14		Oakey, John, & Sons. .... inside back cover		Walker Bin & Store Fixture Co. .... 64
	Casson, John, & Co. .... 17				Old Homestead Canning Co. .... 49		Walker, Hugh, & Son ..... 55
	Chaput, Fils & Co. .... 17	<b>J</b>	James, F. T., & Co. .... 58		O'Mara, Joseph ..... 18		Warrenton, J. N. .... 10
	Chausse & Co. .... 2		James, J., Howell ..... 65		Ozo Co. .... 18		Warren, G. C. .... 9
	Chocolate Meunisse ..... 53	<b>K</b>	Kingery Mfg. Co. .... 50	<b>P</b>	Paradis, C. A. .... 50		Watson, Andrew ..... 10
	Clark, W. .... 49		Kinnear, Thos., & Co. .... 14		Park, Blackwell Co. .... 46		Watson, Stuart ..... 4
	Coles Manufacturing Co. .... 63		Kirouac, Nap. G., & Co. .... 52		Paterson, R., & Sons ..... 7		Watt, John J. .... 4
	Common Sense Mfg. Co. .... 4		Kit Coffee Co. .... 12		Patrick, W. G., & Co. .... 2		Welcome Soap Co. .... 12
	Computing Scale Co. .... 63	<b>L</b>	La Cie Des Savon Francois ..... 26		Poulin, P., & Co. .... 48		Wetley, J. H. .... outside back cover
	Connors Bros. .... 50		Lambe, W. G. A. .... 2	<b>Q</b>			White & Co. .... 56, 58, 59
	Constant, H. .... 52		Laporte, Martin & Co. .... 21		Queen City Oil Co. .... 65		Windsor, J. W. .... 20
	Cote, Joseph ..... 61		Lea Pickling & Preserving Co. .... inside front cover	<b>R</b>			Wiseman, R. B., Co. .... 45
	Cowan Co. .... 53		Leonard Bros. .... 58		Redland's Golden Orange Am'n ..... 64		Wood, Thomas, & Co. .... 70
	Cox, J., & Co. .... 51		Lefebvre, T. A., Co. .... 15		Richards, S. G. .... 4		Woods, Walter, & Co. .... 48
	Crain, Rolla L., ..... 66			<b>Y</b>			Young, Thomas, Soap Co. .... 46
<b>D</b>	Dalley, The F. F., Co., Limited ..... 30						Young, W. J. .... 18
	Davidson & Hay ..... 30						
	Dawson Commission Co. .... 58						
	Dominion Molasses Co. .... 6						
	Douglas, J. M., & Co. .... 68						



**CLASSIFIED LIST OF ADVERTISEMENTS.**

- Baking Powder.**  
Gillett, E. W., Co., Toronto.  
National Drug Co., Montreal.  
Royal Baking Powder Co., New York
- Biscuits, Confectionery, Gum, Etc.**  
Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingsley Mfg. Co., Cincinnati.  
Money Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.
- Brooms, Brushes and Woodenware.**  
Neilson, H. W., & Co., Ltd., Toronto.  
Stevens-Hepner Co., Port Elgin, Ont.  
Woods, Walter, & Co., Hamilton.
- Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Bloomfield Packing Co., Bloomfield, Ont.  
Burlington Canning Co., Burlington, Ont.  
Canadian Cannery, Hamilton.  
Lea Pickling & Preserving Co., Simcoe.  
Old Homestead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.
- Canners' Supplies.**  
Acme Can Works, Montreal.  
Norton Mfg. Co., Hamilton.  
Sanitary Can Co., Niagara Falls, Ont.  
Schram Automatic Sealer Co., St. Louis.  
Stecher Litho. Co., Rochester, N.Y.
- Cash Sales Books.**  
Carter-Crume Co., Toronto
- Cheese Cutters.**  
American Computing Co., Indianapolis
- Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Tuckett, Geo. E., & Son Co., Hamilton.
- Clutch Nails, Nail Hooks, Strapping, Etc.**  
Warrington, J. N., Montreal.
- Cocoa and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Chocolata Meunisse, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.
- Cocunut.**  
Canadian Cocunut Co., Montreal.
- Computing Scales.**  
Computing Scale Co., Toronto.
- Concentrated Lys.**  
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**  
Fussell & Co., London, Eng.  
Truro Condensed Milk Co., Truro, N.S.
- Cotton Seed Products.**  
Brayley, J. M., Montreal
- Counter Check Books.**  
Carter-Crume Co., Toronto  
Merchants' Counter Check Book Co., Toronto
- Crockery, Glassware and Pottery.**  
Campbell's, R. Sons, Hamilton.
- Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Son, Hamilton, Ont.  
Fearman, F. W., Co., Hamilton.  
Ingersoll Packing Co., Ingersoll, Ont.  
MacLaren Imperial Cheese Co., Toronto  
Nickerson & Hart, Halifax, N.S.  
O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.
- Dog Food.**  
Spratt's Dog Food, Montreal
- Feathers.**  
Poulin, P., & Co., Montreal
- Financial Institutions & Insurance.**  
Bradstreet Co.
- Fish.**  
Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Cassidy John E., Montreal.  
Connors Bros., Black's Harbor N.B.  
James, F. T., & Co., Toronto  
Leonard Bros., Montreal  
McLea, J. & R., Montreal  
McWilliam & Everist, Toronto.  
New Brunswick Cold Storage Co., St. John, N.B.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.
- Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.
- Fluid Beef.**  
Eovril Limited, Montreal.
- Foreign Importers.**  
Scott, David, & Co., Liverpool, Eng.  
Toth's Extract of Meat Co., London, Eng.
- Fruits—Dried, Green, and Nuts.**  
Belleville Fruit & Vinegar Co., Belleville.  
Booth, G. A., Ottawa.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Nickerson & Hart, Halifax.  
Ratray, D., & Sons, Ltd., Quebec  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.
- Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.
- Grain, Flours and Cereals, Seeds.**  
Greig, Robert, Co., Toronto.  
Harty, J. B., Pictou, N.S.  
Kirouac, Nap. G., & Co., Quebec.  
Nicholson & Bain, Winnipeg.  
Paradis, C. A., Quebec  
Western Canada Flour Mills Co., Toronto
- Grocers—Wholesale.**  
Adelstein, P., Montreal  
Balfour, Smye & Co., Hamilton.  
Bell, Thos., & Son, Montreal  
Boyd Co., Port of Spain, Trinidad  
Ozo Co., Montreal.  
Carter, S. J. & Co., Montreal.  
Casson, John, & Co., Toronto  
Chaput Fils & Cie, Montreal  
Colson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Hudon, Hebert & Cie, Montreal  
Kinnear, T., & Co., Toronto.  
Kerrigan, Lind, & Co., London, Ont.  
Laporte, Martin & Co., Montreal  
Lucas, Steele & Bristol, Hamilton.  
Mathewson's Sons, Montreal.  
Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.
- Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Sprague Canning Machinery Co., Chicago
- Infants' Foods.**  
Keen, Robinson & Co., London, Eng.
- Jams, Jellies, Etc.**  
Batger's—Rose & Laflamme, Montreal.  
Goodwillie's—Rose & Laflamme, Montreal  
Lipton, Thomas J.  
Ozo Co., Montreal.  
Smith, E. D., Winona, Ont.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.  
Windsor, J. W., Montreal.
- Labels.**  
Stecher Litho. Co., Rochester, N.Y.
- Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Bunnell & Lindsay, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Chause & Cie, Montreal.  
Dunn, Wm. H., Montreal and Toronto.  
Elsom & Whitlock, Moose Jaw, Sask.  
Evans, F. G., & Co., Vancouver, B.C.  
Foley, F. J., & Co., Edmonton, Alta.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Holmes, W. G., & Co., Calgary, Alta.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto  
McLean, J. J., Moose Jaw, Sask.  
MacNab, T. A., & Co., St. John, Nfld.  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Richards, S. C., Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Steele, M. B., Winnipeg, Man.  
Strang Bros., Winnipeg, Man.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. O., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
Watt, John J., Toronto
- Matches.**  
Improved Match Co., Montreal.
- Mince Meat.**  
Capetan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal  
Lytle, T. A., Co., Toronto.  
Wagstaffe, Limited, Hamilton.  
Wetley, J. H., St. Catharines.
- Office Supplies.**  
Orain, Rolla L., Co., Ottawa.  
Ontario Office Specialties Co., Toronto
- Oil.**  
Queen City Oil Co., Toronto
- Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.
- Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.
- Pickles, Sauces, Relishes, Etc.**  
Capetan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
Lea Pickling & Preserving Co., Simcoe.  
Ozo Co., Montreal.  
Hudon, Hebert & Cie, Montreal  
Paterson's—Rose & Laflamme, Montreal.  
Taylor & Pringle, Owen Sound, Ont.
- Potter, Rat.**  
Common Sense Mfg. Co., Toronto
- Polishes—Metal.**  
Oakley, John, & Sons, London, Eng.
- Polishes—Shoes.**  
Dalley, F. F., Co., Ltd., Hamilton, Ont.  
Hawes, Ed., & Co., Toronto
- Polishes—Stoves.**  
Hawes, Ed., & Co., Toronto  
James, Edward, & Sons, Plymouth, Eng.  
Morse Bros., Canton, Mass.  
Nickle Plate Stove Polish Co., Chicago
- Poultry and Game.**  
Poulin, P. & Co., Montreal
- Printing.**  
Barnard Frank H., Toronto.
- Refrigerators.**  
Eureka Refrigerator Co., Toronto  
Hillock, John, & Co., Ltd., Toronto.
- Salt.**  
Canadian Salt Co., Windsor, Ont.  
Gray, Young & Sparling, Wingham  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.
- Soap.**  
La Cie Des Savon Francais, Montreal.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Welcome Soap Co., St. John, N.B.  
Young-Thomas Soap Co., Regina.
- Soda—Baking.**  
Church & Dwight, Montreal.
- Starch.**  
Edwardsburg Starch Co., Cardinal, Ont.
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Terminal Warehouse & Cartage Co., Montreal.
- Store Fittings, Show Cases, Etc.**  
James J. Howell, Toronto  
Sexton Mfg. Co., Toronto  
Walker Bin & Store Fixture Co., Berlin
- Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Syrup Co., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.
- Tacks.**  
Bazin Mfg. Co., Quebec, P.Q.
- Teas, Coffees, and Spices.**  
Balfour, Smye & Co., Hamilton.  
Brayley & Co., Montreal.  
Chase & Sanborn, Montreal.  
Ewing, S. H., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton  
Greig, Robt. Co., Toronto.  
Kit Coffee Co., Glasgow, Scotland.  
Lipton, Thomas J., Toronto  
Minto Bros., Toronto.  
Paterson, E., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto, and Monro 1  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. O., Regina, Sask.  
Wood, Thos., & Co., Montreal.
- Veterinary Remedies.**  
Young, W. F., Montreal
- Vinegar and Cider.**  
Bellville Fruit and Vinegar Co., Belleville
- Washing Compound.**  
Gillett, E. W. Co., Toronto.  
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- Woodenware.**  
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