

SPECIAL FEATURE—Montreal Exhibition of Groceries

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, MAY 3, 1907.

NO. 18.



For satisfaction to the housekeeper and dealer alike

## Keen's Oxford Blue

stands unequalled—The wise grocer sticks to  
**The Best.**—

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

## Corn Starch

is used in every family in Canada.

The particular brand that has been a boon to the housekeeper  
for nearly fifty years is

## Benson's "Prepared" Corn

(The original yellow package)

It is the grocer's most reliable brand—Every jobber in  
Canada sells it.

### EDWARDSBURG STARCH CO., Limited

53 Front St. East  
TORONTO, Ont.

ESTABLISHED 1858  
Works,  
CARDINAL, Ont.

St. James Street  
MONTREAL, P.Q.

# C. & B. Labels

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

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

**CROSSE and BLACKWELL,**

SOHO SQUARE, LONDON, ENGLAND.

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AGENTS,

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

MONTREAL.

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**SPECIAL LINES WORTH STOCKING:**

Chutney, Curry Powder and Paste, Capt. White's  
Oriental Pickles, Olives, Chutney Sauces.

# The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

## *"Taylor's" Candied and Drained Peels*

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—*not* from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

## *"Thistle" Brand Canned Haddie*

Caught, cured and canned right at the water's edge — not re-shipped and re-handled before packing. No bone, dirt nor slime ever gets into the **"Thistle"** Brand. Open a can for yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

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.

**BARBADOES, W. I.**

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

**CALGARY**

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

**HALIFAX, N.S.**

**J. W. GORHAM & CO.**  
JERUSALEM WAREHOUSE  
HALIFAX, N.S.  
Manufacturers' Agents and Commission Brokers.  
WAREHOUSEMEN  
Domestic and Foreign Agencies solicited.  
Highest references.

**HAMILTON.**

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

**MONTREAL**

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

**MONTREAL.**

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

**REGINA.**

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

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

**TORONTO.**

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

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

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

**TORONTO.**

**CURRENTS**  
Fine Filiatra, Half Cases  
Fine Filiatra, Dry Cleaned  
Choice Casalina Patras  
Ex-Store Toronto  
**Anderson, Powis & Co.**  
Toronto Agents

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

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

**VANCOUVER.**

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

**WINNIPEG.**

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

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

(Continued on page 4.)

## TO HELP ALONG

Nothing helps to increase your sales like a cut here and there on the lines that are selling—the live ones—leave the dead lines for the other fellow. This week we have picked out four lines, all in good demand, and have cut the prices down to that point that should bring us all the business—

Now's the time to get in on them.

### PINEAPPLES "PRINCE" Brand SINGAPORE

Whole	1½s.
"	2s.
"	2½s.
Sliced	1½s.
Grated	1½s.
Cubes	1½s.

Just Secured  
A Carload—  
Quality A 1.—

### CURRANTS—

We have reduced prices on all  
OUR WELL KNOWN BRANDS  
CLEANED and STEMLESS.

FIGS— Commadre—  
Taps and Serons

ELEME—10, 20 and 40-lb. boxes in  
fine condition— Prices Right.

**SARDINES**— Ask our travellers to show you samples—Special Prices on all lines  
of Domestic Sardines, both old style and sanitary tins.

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

# FACTS NOT FIGURES

Do not overlook the fact, that the chief point of value to be considered in the management of a Grocery business, is to always have in stock the goods, that show you **the best margin of profit**, at the same time giving your customers entire satisfaction.

Blue Ribbon Tea does both for you.

It brings you a host of pleased customers.

It yields you a handsome profit.

In other words, it spells Success —  
what we are all aiming for.

THE BLUE RIBBON TEA CO., Ltd,

12 Front Street East, TORONTO

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

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

**W. A. TAYLOR**  
BROKER and WAREHOUSEMAN  
243 Main Street  
WINNIPEG, MAN.  
HIGHEST REFERENCES

**STUART WATSON & CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.

**JOSEPH CARMAN**

Wholesale Grocery Broker and Commission  
Merchant

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Correspondence Solicited. Highest References.

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods  
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

**T. E. CHAREST**

MANUFACTURERS' AGENT

11 ST. GABRIEL ST., QUEBEC

Extensive connections with retail and wholesale  
grocery trade of this city.

Highest references.

ESTABLISHED 1897

**SCOTT, BATHGATE CO.** BROKERS AND COM.  
MISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on com-  
mission to the jobbing trade. Best references.

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

GENERAL AGENTS

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

**AGENCIES**

Well connected salesman, covering  
Manitoba, Saskatchewan and Alberta  
for first-class house, will shortly  
open in Winnipeg as "Manufacturers'  
Agent," with facilities for storage,  
etc., calling upon wholesale and re-  
tail trade. Correspondence solicited  
from Eastern manufacturers or U.S.A.  
firms. Proof of salesmanship, and  
highest references. Apply

Box A, o/o Canadian Grocer,  
511 Union Bank Building, Winnipeg, Man.

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



**CANADA PAPER CO.**

LIMITED

Toronto

Montreal

Windsor Mills, Que.

...ESTABLISHED 1849...

**BRADSTREET'S**

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

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—OFFICES IN CANADA—

CALGARY, ALTA.  
HALIFAX, N.S.  
OTTAWA, ONT.

HAMILTON, ONT.  
QUERBEC, QUE.  
VANCOUVER, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

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



Right in line for the  
Spring cleaning.

**Best of all Laundry  
Starches.**

OCEAN MILLS, MONTREAL

**EXPERIENCED ADVERTISEMENT WRITERS**

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

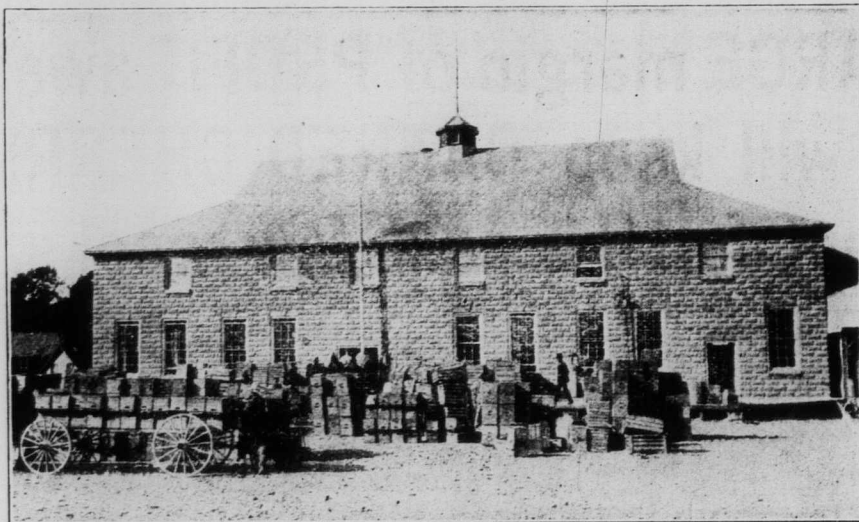
A LARGE margin of PROFIT awaits you if you will keep CANNED CHERRIES to the front for the next few weeks.

# CHERRIES

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

**OUR NAME YOUR GUARANTEE**

“CANADIAN CANNERS, Limited”



That's the Factory the Favorite Canned Goods Come From—familiarily known as

# OLD HOMESTEAD BRAND

The superiority of the brand is enhanced by the superiority of the factory. The best factory on the continent was necessary in order that we might reach our ideal! It was not enough that the fruit and vegetables which reached our canning department should be rarely pure and free from all taint. It was also necessary to build an ideal factory in an ideal location to assure the reality of the

# OLD HOMESTEAD BRAND

the brand which captured and holds the market, because of sheer merit and merit alone. Mr. Grocer! If you could examine our factory—see its spotlessness—the cleanliness of our methods, you would understand why the women of Canada insist on **Old Homestead Brand of Canned Goods.**

The name stands for surety of purity. It will pay you well to send off that order now.

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

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Beca  
"Sa  
let t





THE CANADIAN GROCER

# The Store That Pleases Everyone

is the one that handles

# "SALADA"

## TEA

Because the public realizes that for Quality, Flavor and Purity "Salada" has no equal. Therefore, wouldn't it be wise for you to let the public know you have "Salada" for sale?

Annual sale exceeds 16,000,000 packets.

### "SALADA"

Toronto or Montreal

**CAMP**  
**COFFEE**

**Tell your Customers**

"CAMP" Coffee is the very best beverage for cold weather. "CAMP" not only quickens the circulation and stimulates the body, but induces a comfortable sensation of warmth and well-being—a sensation that lasts for hours. "CAMP" pays you a handsome profit. It serves you well—serves your customers well. Stock it freely.

Manufactured by—  
R. Paterson & Sons, Coffee Specialists, Glasgow.

**Sole Agents:**  
**ROSE & LAFLAMME**  
Montreal

**PUREST** **BEST**

Leads  
Everywhere

## STERLING

BRAND

## PICKLES

The People's  
Favorite

The Grocer's  
Choice

Made in Canada by—

### The T. A. LYTTLE CO.

Limited

TORONTO, CANADA



**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.**

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,  
R. S. McINDOE, Agent.  
Montreal Depot, 17 St. Therese St.,  
J. M. BRAYLEY, Agent.

**"Gingerbread"**

BRAND

**Molasses**

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

*Put up solely by*

**Dominion Molasses Co.,**

LIMITED

Hallifax, - Nova Scotia

Agents

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

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



**Now, Look Here!**

Why not handle a con-  
diment that will pay you  
and please everyone who  
buys it? Of course we  
mean

**Paterson's  
Worcester Sauce**

ROSE & LAFLAMME  
Agents, Montreal

# **THERE IS A REASON**

To explain the phenomenal increase in the sales of our Coffees. It is :

*We give better value than our competitors.*

*We have on hand over 1,250 bags of green coffees, imported direct from the countries of growth, all selected with the greatest care for their high cup qualities.*

*We roast them by gas with the most improved machine known.*

*Our blends are combinations of coffees perfectly adapted to each other so as to produce strength and flavor.*

*Our experience is not of 50 years. We have no use for such an old thing.*

*We are modern and only want a trial order to prove what we say.*

*Order our special brands and be pleased.*

*Whole or pure ground.*

Imperial, 15c.	This is a leader, worth 17½c.	
Plantation, 18½c.	N. T. S., 22½c.	V. S. C., 27½c.
Special, 20c.	Old Crow, 25c.	Condor, 30c.
		EMD 35c.

**MADAM HUOT'S COFFEE, the gem of all coffees.**

THE ROASTER OR ALLIANCE BRAND

1-lb. tins, - 32c.

2-lb. tins, - 62c.

We pay freight in Ontario and Quebec and give you a fancy canister free on all trial orders of 50 lbs. Same all over Canada on 100 lbs. Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

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**THE E. D. MARCEAU CO., Limited**

**281-285 St. Paul Street, MONTREAL**

THE CANADIAN GROCER

# King Oscar Sardines

¼s and ½s. Shipment just to hand.

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

### *Credit and Money*

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystalline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money.

### Windsor Salt

*The Canadian Salt Co., Limited  
Windsor, Ont.*

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

# SYMINGTON'S

EDINBURGH

## COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!


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

**ARE YOU SWELLING YOUR SALES?**

No better way to do it than by selling goods that when sold, **stay sold**. This applies with peculiar emphasis to Greig's White Swan Coffees, Spices, Coconut, Baking Powder, Jelly Powders, Flavors, Icings and Cereals. Every one pre-eminent for quality and absolutely high grade in every respect.

It **pays** to push goods that **satisfy**.  
Samples and prices are cheerfully furnished.

**THE ROBERT GREIG COMPANY, LIMITED, - TORONTO**

**GREIG'S White Swan BRAND** 

**Phenix Washing Powder!**

Here's a line to build up a big trade in.

There are many washing powders on the market, but few good ones, and none so good as **PHENIX**. Phenix is imported from France. It is patented in that and many other countries. People tried to imitate it, so good was it, and **PHENIX** was patented for the protection of the the makers. **PHENIX** can be used for more purposes than any other washing Powder.

**AGENTS WANTED EVERYWHERE!**

Distributing Agents for Canada

**C. A. CHOUILLOU & CIE.**  
14 Place Royale MONTREAL

**A Shoe Polish—Nothing More**

There's lots of pastes and liquids marketed to-day under the name of shoe polishes which should be promptly railroaded back to the maker. Because they eat leather as rust eats metal.



**2 in 1**

is different. It contains no acid, turpentine or chemical. It shines shoes without destroying their lastingness.

Order from your jobber. When ordering mention The Canadian Grocer.

**The F. F. Dalley Co.**  
LIMITED  
Hamilton, Canada, Buffalo, U.S.

CODES,  
ABC. 4<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901.



BANNATYNE ST EAST  
TRANSFER TRACK.

NO. 3

*Winnipeg*



CALGARY BRANCH NICHOLSON & BAIN

## Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

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

### NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG  
Established 1882

CALGARY

WINNIPEG

EDMONTON

# CANADA'S DEMANDS

New York, April, 1907

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

Tea  
Merchant



By Special  
Appointment

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

THE FINEST TEA  
IN

THE FINEST PACKAGE

—FROM OUR OWN TEA GARDENS

—PACKED IN AIR-TIGHT TINS ONLY

# LIPTON'S TEA

Over 1,000,000 Packages Sold Weekly

The delicious goodness of Ripe, Juicy Fruit and  
Fresh Vegetables is preserved in

## **FARMER BRAND Canned Fruits and Vegetables**

It is the opinion of shrewd dealers from seaboard to seaboard that this fact accounts for the exceeding popularity of **Farmer Brand** with the women of Canada.

We went into the canning business to can fruits and vegetables better than any concern occupying the field. There were good men and shrewd, too, in the business, but they only canned fruits and vegetables.

We proposed to can the delicious goodness of ripe fruit along with the fruit—the wholesomeness and energy-building qualities of fresh vegetables along with the vegetables, and we grew all we canned in a soil peculiarly favorable and in a climate which drew the best from earth and air. Can you wonder at the sterling Goodness of

### **FARMER BRAND**

Let our goods build up your business. Send along that trial order now.

**FARMERS' CANNING CO., Limited**  
**BLOOMFIELD, ONT.**



A good **Ceylon Tea Trade** means a good all-round trade. Stocking Ceylon Tea is like taking out a policy assuring commercial success. Tea is the most important factor in your business—an important reason why you should stock

# CEYLON TEAS

The health-giving qualities and zestful flavor of Ceylon Tea has made it a favorite with women the world over, while men who know will drink none other. You should stock **Ceylon Teas**, because it will pay you to do so. There's another reason. Do you know it?



There are more reasons than a few why Grocers should stock

## ESSEX APPLE BUTTER

The flavor has made our Apple Butter famous because we have preserved the delicious taste of ripe, rosy, juicy apples. You please your customers by stocking this rare and inexpensive delicacy.

Send off that test order to-day

The **Essex Canning and Preserving Co.**  
LIMITED

8 Wellington St. E., - TORONTO

## A Delicious Cup of Coffee

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

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

### S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell, Main 65  
Merchants 522

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171

Telephone orders receive prompt attention

## Wholesale Grocers and Jobbers

When estimating Spring requirements  
get our prices on following lines:

Raw and Refined

Walnuts

Raisins

Sugars

Almonds

Currants

Molasses

Filberts

Shelled Nuts

Either for import orders or from spot consignments

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

## KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

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

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS:

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

KENNETH MUNRO, Coristine Bldgs., Montreal

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

KYLE & HOOPER, Front St. East, Toronto

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

KOPS BREWERY,

-

FULHAM, LONDON, S.W.

# Tartan BRAND

SIGN OF PURITY

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

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

**Figs** We can interest you.

**Vinegar** Order the best Imperial.

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

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

## BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Every merchant now is looking over his Stock for Spring and Summer purchases.

### A line of Pickles

that has no equal for quality and price is

## Rowat's

Place **Rowat's** on your order slip. All Jobbers carry them in stock —

### While You Think Of It

—Better send along that renewal order for Mathieu's Syrup of Tar and Cod Liver Oil—better send it right now. This is the cougher's season—just the time o'year that

## Mathieu's Syrup

of Tar and Cod Liver Oil

—keeps you busy handing it over the counter. It is known as the best cough cure for all sorts and conditions of coughs and colds. It is extensively advertised. Is it any wonder it sells so rapidly? The profit is worth having, don't you think?

*Nothing like a bad headache to show how quickly Mathieu's Nervine Powders can cure it. A dandy money maker all the year round.*

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

**YOU CANNOT AFFORD TO**

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

**Imperial White Wine**

stands for perfection in Purity, Flavor  
and Quality

—  
**Ask Our Travellers**  
—

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

*Wholesale Grocers*

**HAMILTON**

Branch House—Sault Ste. Marie

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

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

**Japan Teas"**

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

There are no teas like Japans  
for Purity and Healthfulness.

It pays you to sell


**Canada's Best Toilet Soap**

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

Big profits—pleased customers  
 Write for prices and samples

**John Taylor & Company**  
**TORONTO**  
 Avoid substitutes or imitations

**WARNING!**

Crescent  Brand

**SODA-CRYSTALS (WASHING SODA)**

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

**BRUNNER, MOND & CO., LIMITED**  
**WINN & HOLLAND, Agents**  
**MONTREAL**

**Royal Crown  
 Witch-Hazel  
 Toilet Soap**

—Easy to sell to Men



Ideal for shaving—heals and soothes as well as cleanses.  
 Men find it invaluable—and will buy it regularly.

Stock it and you will get the benefit of the extensive advertising we are doing.

**The ROYAL CROWN Limited,**  
 Winnipeg, Man.  
**W. H. Millman & Sons, 27 Front St. E., Toronto,**  
 Ontario Agents.  
**Wm. H. Dunn, 394-396 St. Paul St., Montreal,**  
 Agents for Quebec and Lower Provinces.

Established Over 50 Years

**DARLING & BRADY**

Manufacturers of

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

SAMPLES AND PRICES  
 ON APPLICATION

**96 St. Charles  
 Borromeo Street,** - **Montreal**

**We are now ready for business at the old stand.**

OUR MOTTO:

“No Substitutions, and First-Class Goods at Rock Bottom Prices”

A well selected stock always on hand. Write for quotations.

**WM. GALBRAITH & SON,**  
WHOLESALE GROCERS, MONTREAL



**Capstan Brand**  
PURE JAVA AND MOCHA  
GROUND  
**COFFEE**

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

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

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



Competition Can't Conquer  
our "White Moss Cocoanut"  
either in purity or excellence.

Our Motto  
Once a customer, always a customer.

**Canadian Cocoanut Company**  
107 Lagachetiere St. West  
MONTREAL

**We Are Now Settled**

for business in our new premises

**58 McGill Street**

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

Get Our Prices.

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

**TENTS**

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

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

**The Gourock Ropework Export Co., Limited**  
28 St. Peter Street, Montreal

Wines    Liquors    Alimentary Products

**L. FONTANEL**

General Agent and Importer

REPRESENTING:

Pernot's Biscuits    Marge Vermicelli and Macaroni  
Guigoni's Olive Oils    Poulain's Cocoa  
   Jacquemin French Mustard

Will be pleased to quote lowest prices on all Alimentary Products from France, Spain and Italy

**207 St. James St. - Montreal**

Branches: Winnipeg, Vancouver, Victoria

**THE CANNER THAT CANS**

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

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

Write for Booklet "The Modern Canner."

**Modern Canner Co.,**  
St. Jacobs, Ont.

Diamond Brand  
Twin Blocks  
Pure Maple Sugar  
Diamond Brand  
Butter Beans  
Marmalade  
Confectionery  
Maple Cream Hearts  
Nut'y & Fruit'y Creams

SUGARS, Limited, - - MONTREAL



**Dirty Canvas Shoes**

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

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

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

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

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

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



**DANDY RUSSET COMBINATION**

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

Large Size, per gross \$24.00

**STAR RUSSET COMBINATION**

10c. size, per gross, \$9.00.

**RUSSET PASTE**  
Dandy, large, gross, \$9.00

Red, ox, med., gross, \$5.00

**"ELITE" Combination.**



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

Blacks and polishes.  
Per gross, \$24.00

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

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



**"GILT EDGE"**

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

**SHINES WITHOUT RUBBING**

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

Per gross, \$24.00.

**"Superb Patent Leather Paste."**



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

Large size, per gross, \$9.00  
Medium size, in blue tin boxes, per gross, 5.00  
Per doz., 1-4 lb. boxes, 1.50  
Per doz., 1-2 lb. boxes, 3.00

THE WORLD'S STANDARD

**WHITTEMORE BROS. & CO.**

ONCE USED ALWAYS USED

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

ASK YOUR JOBBER FOR WHITTEMORE'S SHOE POLISHES.

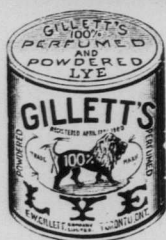
# Crystal Sugar

EXTRA BRIGHT

PRICE RIGHT

**THE DAVIDSON & HAY, LIMITED,**

Wholesale Grocers, TORONTO



## House-cleaning Time

and all the time, **Gillett's Lye** cleans everything about the home so thoroughly that housekeepers everywhere use it.

## Gillett's Lye

is consequently sold by every go-ahead Grocer in the land. It pays a substantial profit too.

Do you sell it?



ESTABLISHED 1852.

**NOT ONE OUNCE** of fruit or vegetables can possibly reach our canning department in a decayed condition. Ultra carefulness and cleanliness may amount to foolishness; but -- taken in conjunction with our process of canning—they have given the women of Canada their favorite brand of **canned goods**, the delicious, palate-pleasing

## Riverdale Brand

the brand which most Grocers stock because it pays them to do so. Besides **Riverdale Brand of Canned Goods** advertises your store as **The Shop of Quality**. Send off that test order to-day.

**The Lakeside Canning Co.**

WELLINGTON, ONT. Limited

## GASPE SKINLESS CODFISH

We offer to the trade, to close consignments, lot of prime GASPE SKINLESS CODFISH in 100-lb. cases as follows:

**250 Cases well-known CRC brand**  
**100 Cases unbranded**

For quotations and information, apply to

**J. G. BROCK & CO., Selling Agents**

211 Commissioners Street, - - - - - Montreal



## **TO MANUFACTURERS !**

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

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

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Manager.**

**144 Water Street**

**VANCOUVER, B.C.**

## **St. George's Baking Powder**

**will prove to be a better seller than any other Baking Powder you ever carried**

People are being educated on every hand into the importance of *Pure Food.*

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles *must* cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

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



# Cans by the Million

## Made by the Acme Can Works

are being used in every part of Canada where sound, clean, sanitary, absolutely first-class cans are required.

Acme Cans have acquired a reputation for reliability which cannot be equalled by any maker in Canada or out of it, bar none.

No matter what kind of a can you require we can make it. Look at our list here. 'Twill give you an idea as to our range. Our capacity is 150,000 cans a day.

WE MAKE :

**Meat Cans**  
**Key-opening Cans**  
**Syrup Cans**  
**Fruit Cans**  
**Vegetable Cans**  
**Baking Powder Cans**  
**Spice Cans**  
**Lard Pails**  
and other lines.

Get in line right away. Place your order for fruit and vegetable cans with the Acme people that it may be filled in good time for the coming season's pack. You will not regret your action.

Deliveries are made promptly and satisfactorily. You get your cans in excellent condition **when you want them.** No loss through delay in making deliveries. Our exceptional transportation facilities enable us to make this guarantee.

---

# ACME CAN WORKS

*Reliable Cans*

**Montreal, - Que.**

# HOT FOOD WITHOUT FIRE

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

## CANNED SOUPS CANNED PORK and BEANS

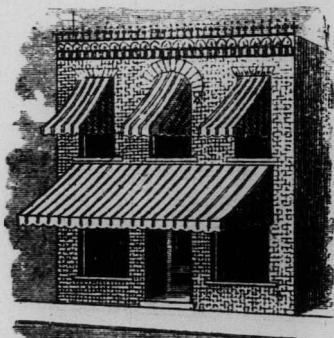
of the choicest quality on the market, put up in tins which are

### Self-Heating

The latest idea in prepared foods.

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

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



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



## OLIVE OIL—THE PUREST

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

Manufactured by

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

### THE BEST LAUNDRY SOAP



MANUFACTURED SINCE 1849.  
Supplied under contract to British and Indian Governments.

## Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

## Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock

**WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.**

FROM GROCER CORRESPONDENTS

BELLEVILLE

The grocery trade, especially retail, reports a very satisfactory state of business right along and we are looking forward to a prosperous spring trade. The outlook for Belleville's progress in all lines has not been more promising in many years and with the coming in of new industries, and the consequent increase of the city's population, it naturally follows that the grocer is bound to share in the prosperity.

The opening of spring is having a tendency to make a shortage in the produce of the farmer, as that worthy is remaining at home as much as possible, looking after and preparing his land for the coming harvest. The farmer is one who never forgets the Biblical injunction that "He who sows shall reap." As a consequence, since the nice, warm weather has arrived his and his family's absence from the market has had a tendency to produce a scarcity in the necessary farm produce, and therefore prices remain firm. But they cannot be blamed. As this county is one of the largest producers of cheese in the province it can hardly be expected that we will ever again see the days of cheap butter, as it is easier, and, the farmers claim, just as profitable, to send their milk to the cheese factories, and at the end of the season draw their dividends. Even in the winter the price of butter has not been lowered, as during those months when the factories are closed the farmers make and put down their own summer's supply of butter. For some months now the price of good butter has hovered from 25c. to 30c. a pound, and now the city housewife is becoming accustomed to paying it. Eggs also keep between 16c. to 18c. a dozen. Not long ago at this time of year 12c. was looked upon as a fair price by buyer and seiler.

There is at present quite a scarcity of apples, and one day this week not a grocer in the city could fill an order. Each Saturday, however, there is generally a good showing on the market and they are soon picked up. Most of the apples from this district are exported. Hastings and Prince Edward counties are noted throughout the country for their great and productive orchards, which are mostly sold outright to the buyers, who come from all parts of Ontario. Thousands of barrels are packed and shipped from these parts each year.

The decision to rebuild the Hotel Quinte, which was destroyed by fire in January, is good news to the grocers, as it will be of much benefit to them. The city council, at its last meeting, ratified the special bill passed by the Ontario Legislature giving the city power to grant the new hotel a fixed rate of assessment of \$10,000 for fifteen years, and also city water at \$100 a year for the same length of time. Strange to say, the only opponents of the measure in the council were two grocers, Alderman Panter, chairman of public works, and Alderman Vermilyea, chairman of water-works.

Jason Thompson, the well-known grocer, of Rossmore, just across the bay from this city, has just been appointed postmaster there and the appointment is a popular one.

Thomas Foley, who for the past ten years has been connected with one of the leading groceries in this city, has started in business for himself in Saskatchewan.

Tom Greer, who for many years has been a popular grocery clerk in London, and latterly in this city, has gone into the clothing business here.

Charlie Cherry, the popular traveler for Todhunter & Mitchell, coffees and spices, was a recent visitor here, and he reports splendid business all along the line. He thinks Belleville is on the middle edge of a great boom, and predicts a bright future for the beautiful City of the Bay.

Another welcome visitor was Tom Wilson, an old Belleville boy, now traveling for a large tea house in Montreal. Tom is always glad to get back to the old city, where he spent so many happy days, and generally gets a long list of orders here. He was for some years with the Eby, Blain Co., and at the time he severed his connection with that firm The Grocer's Kingston correspondent gave him a well-deserved recommendation. He is the eldest son of the late Jacob Wilson, one of Belleville's highly respected citizens.

Will Cole, a well-known grocery traveler, and a native Belleviller, has just engaged as traveler with Warren Bros., of Toronto.

The city grocers were pleased to have a call last week from The Grocer's business manager, W. H. Seyler, who reported business booming wherever he has called. He paid a pleasant visit to John Harker, Belleville's longest subscriber to that journal. He will always be a welcome visitor here.

CHATHAM

W. A. Stevens, of Halifax, is spending a couple of weeks with his parents, Mr. and Mrs. N. H. Stevens.

Elmer Ainslie has taken a position in the grocery department of J. S. Richardson's store, Tilbury.

Local grocers are taking an active part in the work of the newly organized Board of Trade. The mercantile committee includes John McCorvie, Wm. Anderson, Harry Northwood, Jas. Massey and H. Malcolmson, while the trade are represented on other committees as well.

Wm. Potter and John McCorvie were in Dresden last week, assisting in the revival of Dresden Encampment, I.O.O.F.

President G. W. Cowan, of the local Retail Merchants' Association, has received the following letter from D. A. Gordon, in answer to a communication sent to that gentleman by the local association asking him to oppose Mr. F. D. Monk's co-operative societies bill.

House of Commons,

Ottawa, April 23, 1907.

Mr. Geo. W. Cowan,  
Chatham;

Dear Mr. Cowan,—I received your telegram and I immediately took up your protest with the Government. I might say you have the credit for being the first to enter a protest against Mr. Monk's bill. I succeeded in a few minutes' time in getting same held for this session. I am under the impression that your association will require to put in some earnest work in order to defeat the bill, or to secure such amendments as will safeguard the public interests.

Yours truly,

D. A. GORDON.

Mr. Cowan announces that the association intends to do the earnest work that Mr. Gordon talks about in his letter.

A well-attended and thoroughly representative meeting of the grocers of the Maple City was held on the evening of Tuesday, the 23rd, at Harrison hall, for the purpose of organizing the grocers' section of the local Retail Merchants' Association.

The work of organization was enthusiastically taken up by all present, the following officers being elected:

President—John McCorvie.

Vice-president—J. A. Wilson.

Secretary—Wm. Anderson.

Treasurer—Geo. Bartlett.

Executive—Harry A. Andrew, F. S. Bounsall, Ald. J. N. Massey, Ald. Wm. Potter.

The meeting, which was called merely for organization purposes, informally discussed the line the organization's work would take, and mapped out some subjects to be dealt with at future meetings. Prominent among matters which just now call urgently for attention is that of freights, in regard to which the local retailers feel that they are at a distinct disadvantage. Tea and coffee pedlars will also come in for attention. It is also hoped that the organization will prove very effective from a social standpoint, in bringing the various members of the grocery trade together, thereby doing away with any jealousies that may have existed hitherto, and promoting a spirit of unity among the trade. An encouraging feature of the meeting was that all classes of the trade were represented.

KINGSTON

Kingston is quiet now. Queen's College has closed its doors and 1,200 students go out to all parts of the world feeling good over their successes—B.A.'s M.A.'s M.D.'s gold medals. What a good start for a young man? What possibilities before him if he only keeps to the right? He will meet temptations every day, for the devil has traps along the way. Who has not known a bright young man who has headed his class at college but who has met with Old Rye and Old Tom, and the rest is too sad to relate. Young man, you may down these two in a wrestling match but they will finally get you down and keep you there.

Navigation has now opened up and the sailors are on the Q. V. Mr. Seyler, of the staff of The Grocer, dropped off here on his way up from Montreal's food show and found his way up to see

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Jim the Grocer. Of course Jim thought when he saw him come in he was a traveler for a first-class house, or may be a preacher collecting for a mortgaged church. Anyway, Jim was being talked at by Tom Wilson with an armful of tea samples.

Jim's clerk told him the gentleman was connected with The Canadian Grocer. That settled it. Tom was left standing behind the stove and Jim and The Grocer man shook hands. Then Tom came up and a pleasant talk occurred for about an hour.

It was raining and the streets were muddy and Jim appreciated Mr. Seylor's visit all the more, and regretted it was not later in the season so he could show him the pretty spots around the old limestone city.

Kingston is to have a zinc smelter. What does the Hamilton correspondent say about it? I am told Hamilton chased one away as it is injurious to fruit trees and everything else around it. If that's the case we don't want it. Thorold, I hear, is getting one four miles out of the town.

The corner stone of Queen's new biological building was laid by the Lieutenant-Governor. A big crowd witnessed the ceremony.

Our much esteemed member of the Ontario Legislature, Mr. E. J. B. Pense, bought a fine team of black horses. He was driving one lately up Barrie street and it wanted to let him know it had running qualities. Mr. Pense played lacrosse, etc., one time and he soon brought Mr. Black to time. I guess the horse didn't like the rough macadam road.

James Crawford has had his store painted and papered, new silent salesman put in, also cash railway for rapid transit of dimes and dollars.

Victoria Day celebration committee are arranging for a Marathon race and expect Longboat to compete.

Mr. Thieckest, of Kilgour Paper Bag Co., was in town. He is becoming more popular every visit and his goods are always right, which is a great source of adding to a traveler's popularity. He must have a good house and good reliable goods to back him up. Their new twine holder is cheap but first-class.

Congested freight! Why, some merchants have drafts over a week old and no sign of the goods yet. C.P.R. and G.T.R. are getting sleepy and can't meet the requirements. Can't get cars enough to carry the freight? Good sign; country must be prospering.

Some of the immigrants sent out from London are poor additions to our country. An Englishman said of them: "What can you expect of such as are sent? They only get bread and treacle and haven't got the bone and muscle of Canadians, and can't work along-side them."

One of the greatest and best picnics ever held in Kingston was the grocers' picnic a few years ago, and one of the best events of that famous picnic was the Comfort Soap race, conducted by

the veteran traveler, W. D. Cockburn, who is responsible in a large way for the popularity Comfort Soap has retained.

The ladies, numbering about 40, who started in that famous race were delighted with the soap traveler. My, how they all fought to come in first. Some pulled the one ahead of them back; others tumbled in front of ones catching up. The prizes were gold and silver watches, and every lady got all the soap she picked up.

#### GUELPH.

Wealth is good, health is better, but to succeed in business tact is essential to-day and every day. Any person can perhaps sell an article, but every person can't pacify an angry woman sending her away feeling the store is right and she was slightly mixed, that's all.

But then you know that's why he is boss. Daring is necessary in buying these days. I heard a man, an old fruit handler, say he would like to work for our "Engineer," as he is such a game buyer—takes such risks and chances, but every chance is figured to a cent and a way is seen before the deal is closed. But that's why he is the engineer.

Did you ever hear of a really honest man? They tried to find 50 in Pittsburg and found 28. Now here's another. Did you ever hear of a truly honest grocer? One who sells pure vinegar and employs a chemist, to be sure of it. One who wouldn't sell alum baking power and told the people so. One, who ground his own spices. One who, when he found a wholesaler selling impure goods, made that dealer hump? I did, but he didn't live in Canada.

He lived in a suburb of New York. He had a wealthy class of trade, and he and a few of his customers banded to have goods analysed. This got out and his trade increased enormously. It pays to be honest, but sometimes it's pretty hard to make it pay up.

A millionaire was troubled by sleeplessness. He offered thousands of dollars for a cure. Doctors tried every drug known, but after all had failed he was cured by a month's exclusive diet of—what do you grocers think?—rice. Yes, just rice, and I defy any man to eat rice and rice only for his supper for one month and not sleep like a log. This is worth \$5 please.

Give the people what they want and how they want it. If you haven't got it, get it, take the order. One of the most successful grocers I have ever known was never known to be out of anything. He always got it if he had to send to New York.

Our fine fire chief, Mr. Hewer, is giving up fire-fighting and going to fighting women over the price of sugar. He recently bought out his brother who owned a corner store on Nottingham St.

There is great rivalry among the window-dressers as to who can dress the best window. The best trimmers change

twice a week, but one artist, and a boss, too, only changes every two weeks. Whew! I should think he would have to dust pretty well.

#### PETERBORO

The annual meeting of the Retail Merchants' Association was held here on Tuesday night, when an entire new lot of officers were elected. The society has for years been practically dead. Very little effort was made by the officers to keep the members together and to keep up the interest. The main object of the new executive is to increase the strength of the Retail Merchants' Association and they will start at once on the good work. The first thing they will do is to hold the big banquet already referred to in these columns. This affair will be a big one with far-reaching effects and by the way the members took hold of things it promises to be a great success.

The meeting was held in the Y.M.C.A. parlors at 8 o'clock, with President Robt. Fair in the chair. After the routine business was put through the members began figuring on a new set of officers, with the following results:

President—C. B. Routley.

Vice-President—J. H. Connal.

Secretary—Jas. R. Bell.

Treasurer—Walter Oke

Executive Committee—The above officers and Robt. Fair, H. LeBrun, R. J. Kingan, Jas. Lang, Jas. Lynch, C. M. Brown, J. D. Craig, T. C. Elliot, R. McWhinnie, Thos. Barrie, F. J. N. Mitchell, W. Adamson and Dickson Hall.

The matter of arranging for a banquet was left in the hands of the executive committee to fix the date, place, speakers, programme, etc.

An interesting feature of the new list of officers is that the vice-president, secretary and treasurer are all retail grocers.

Quaker Wheat Berries, about which something was said a few weeks ago, have been placed on the market. The Quaker Oats Co. turned out the first batch last week and it proved very successful. The wheat is inflated and makes an excellent and most nutritious breakfast food. Already a large number of orders have been received for it, and there is every reason to believe that it will be very popular with the public.

Fresh fish made its first appearance on the local market on Saturday and sold at 20 cents per half dozen. Of course, they were only suckers, as the season for bass, lunge and pickerel is closed. But the suckers sold as fast as the fishermen could count them out. Another very popular delicacy which appeared for the first time this year was frogs' legs. A number of boys spent the day around the ponds and swamps and in the evening sold them to the restaurants.

The fishery inspector this year has his hands full. There is only one man instead of three, and the fishermen, knowing this take advantage of it and are catching large quantities of fish out of season. When the inspector was seen by your correspondent he said that he never saw so many fish in the Otonabee river, the lakes and the little creeks.

He spoke of several large breeding beds where a man could get a carload of fine big lunge in a few hours. The trouble in fishing just now is that one cannot gather the finny creatures in fast enough. The prospects for a great summer for the tourists visiting the lakes were never so bright, but the staff of inspectors should be increased to protect the fish for the next few months.

H. Paten who is connected with Jordan Bros' greenhouses here, has shipped a consignment of 250 carnation roots to Adelaide, South Australia. This is the first time an attempt has been made by a Canadian to send flowers to the distant island continent. The roots were selected and packed by Dale & Co., of Brampton, and the greatest care was taken in the operation. They were carried by the Dominion Express Co. to Vancouver, and sailed on the steamer Moana on Friday last. Mr. Paten has been in Peterborough for some time and he deserves great credit for undertaking this experiment. Florists throughout the Dominion will watch with great interest the result. If the roots live and flourish there will, no doubt, be opened a good trade in this line with Australia, as the people there are passionately fond of carnations.

All the cheese factories throughout this district are open, and the first cheese was made on Wednesday. The delivery of milk was only fair as the farmers did not look after their cows properly last season and a large number of them are late coming in. But the quality of milk and cheese promises to be much better this year as many new features have been adopted by the cheese factories and the farmers. The cheese board will open on Wednesday, May 15th, when it is expected that prices will be good. Those quoted at Belleville last Saturday were 11½c. to 12c.

So great is the demand for ice cream and ice cream soda that the price this year will be increased by most of the dealers to ten cents. This will mean that a much better article will have to be produced, as some of those who were prominent in shoving the price up served the poorest cream and soda. A couple of the dealers, however, intend to continue selling at five cents. They claim that there is enough profit in it at that price and to double the price would mean to reduce the consumption or to drive the trade to the Greeks, who refuse to join any combine.

Another deputation of merchants waited upon the council on Monday night in connection with the overhanging sign by-law and the by-law which prohibits merchants displaying goods on the sidewalk. They succeeded in having the aldermen refer the two by-laws back to committee to be reconsidered. It is likely the question will be finally settled next Monday night.

**STRATFORD.**

The situation among the retail grocers, as regards the price cutting, remains the same.

A meeting of the Retail Merchants' Association was held on Thursday night of last week for the purpose of discussing the early closing by-law and the transient traders' by-law, but, owing to the small attendance, nothing definite was done.

Tomato growers predict that the crop will be short this year on account of the cold weather. It is the practice of tomato growers to set out the seeds in the hot-beds, relying on the warm April sun to nurture the little plants. This April there has been little or no sunshine, with the result that thousands of the little plants died in the hot-beds, and when the plants are set out about the middle of May the acreage will be considerably short of normal.

The market here on Saturday last was not as large as usual, owing, no doubt, to the excellent seed weather which prevailed. Prices ranged about the same as usual, although eggs dropped one cent. Maple syrup has also taken a considerable drop, from 45c. to 35c. and 30c. per quart.

Green vegetables. That's the product that is selling well with our grocers at the present time. A number of the dealers have very pretty displays of green vegetables in their windows and, being fresh, the demand is good. Prices are very reasonable, considering the early season.

The auto delivery system has evidently fallen through as far as our merchants are concerned.

It is understood that the half holiday will be worked up amongst the grocers in Stratford this coming summer. In previous years every other business, or almost every other business place but that of the grocers, closed one half-day in the week. The half-holiday movement will be pushed by the clerks this summer.

**NOVA SCOTIA NOTES.**

Kentville is a very progressive town. There are a great many apples grown in this section. In the matter of catering to the wants of the people, DeWolf & Lamont and Will E. Smith lead. During the past week Mr. Smith has had on sale some exceptionally fine beef that would not have disgraced the store of some swell meat market about Xmas time. He has lately had both his grocery and meat stores finished in white enamel. Everything about the store denotes prosperity.

DeWolf & Lamont have lately added a meat market to their other lines and carry a fine assortment of meats of all kinds, both fresh and smoked. This popular firm's already large business is rapidly increasing. They handle large quantities of all kinds of feed, flour, etc. Their grocery department always contains a very fine selection of the best groceries.

T. P. Calkin & Co. carry a large stock of hardware and farming tools, and also do a big plumbing and fitting business. They have a branch at Middleton and report business as very encouraging for

this time of year. Poor roads keep some trade back.

The Dominion Atlantic R.R. Co. are busy these days getting their cars into shape for the summer traffic which is always very large by this popular road. Kentville boasts several fine hotels which are well patronized. The Aberdeen and Porter being the principal.

Mr. C. S. Eaton, who recently started in the grocery business here has quickly worked up a nice business. He will add more lines at once.

Messrs. Bowman and Colein, of St. John, N.B., have a fine trade in the Valley, their representative, Mr. Holdsworth, being one of the popular men in this territory.

Eaton & Co., Canning, have one of the best laid out and conducted stores in the Maritime Provinces. The goods are well displayed and kept beautifully and neat. At present they are making a specialty of seeds and their sales are very gratifying. This firm carry a large stock and do an immense business. Mr. Eaton, the proprietor, is very popular with all classes. He always has a kind word and a genial smile for the boys of the road. He knows his business, too, and does not know it all like some other buyers in this vicinity. No wonder men like Mr. Eaton succeed where others fail.

**VICTORIA, B.C.**

April 22nd, 1907.

There is considerable interest being taken here in the Wednesday half-holiday question, and many merchants and clerks are anxiously waiting the outcome. The movement was originated by the grocery clerks, who circulated a petition among their employers, and met with very little opposition to their request, but, little as the opposition was, it was sufficient to put a damper on the matter, and now the clerks are organizing and by this means expect to meet with better success.

The clerks are working hard, and an effort will be made to organize all the retail clerks of the city, and if they are successful it is probable that the holiday will be extended to all classes of the retail trade. Other matters are also under discussion, such as 6 o'clock closing for the grocers—who now close at 6.30, Saturdays excepted—practically all other classes of the trade close at 6 o'clock.

The majority of the merchants appear to be in favor of the holiday, but some want a certain day and others object, and suggest some other scheme. The difficulty seems to be in arriving at a solution of the matter that will be satisfactory to the greatest number. Doubtless some concessions will have to be made, and it is hoped that an amicable settlement will be reached in the near future.

Probably the most interesting item in the grocery trade at present is butter, which is a very scarce commodity. At this season of the year such a shortage is unusual. Fresh creamery butter in 1-pound prints is retailing at 40c., and

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even at that price all grocers report a great shortage.

California new grass butter has just reached this market, and that, no doubt, will relieve the situation a little. Here are a few retail prices:

Fresh eggs are still very firm at 30c. dozen.

Local asparagus, 20c. and 25c. a lb.

Local rhubarb, 8c and 10c. a lb.

Local hot house lettuce, 5c. per head.

Local hot house cucumbers, 35c each.

Local hot house tomatoes, 35c. per lb.

California new potatoes, 10c. per lb.

California green potatoes, 15c. per lb.

California tomatoes, 25c. per lb.

Oranges and lemons rather higher.

Bananas are more plentiful and of better quality.

#### WOODSTOCK.

If the city of Woodstock has for some time been rather neglected in the correspondence columns of The Grocer, it was not because there were no grocers in the place warranting notice, or because there was nothing of interest to report. Woodstock, a city of less than ten thousand people, has between fifteen and twenty grocery stores. Of course, they range all the way from the fine, modern, well-equipped places of business, to the traditional corner groceries in the outskirts of the city, which do a considerable trade with residents of the immediate vicinity. But the majority of the stores belong to the up-to-date class, and compare favorably with any in the country in a city of similar size. Large stocks of fresh goods are carried, and trade is always good.

The season, which came to a close last week, has been an exceptionally good one for the manufacture of maple syrup in this vicinity. A large quantity has been brought into the city, and for the greater part disposed of at \$1.25 per gallon. Occasionally, on a Saturday, such a great amount would come in that the price would go down to one dollar, but it could not be kept at that figure, and early in the week, when the supply was smaller, the grocers would have it up again. For all that, the quantity locally manufactured could not keep pace with the demand for the superior class of goods. "We could get any quantity of a certain class of syrup," said a leading grocer to your correspondent today. "But it was difficult to secure the best," he added. This particular grocer thereupon imported about two hundred gallons of the best class of goods that could be secured from Quebec, guaranteed by the manufacturers to be absolutely pure. "It is selling like hot cakes," he said, "I have it in stock, selling at \$1.40 a gallon, and locally-made goods at \$1.25, and those who have tried both invariably choose the more expensive article." He gives as the reason for the fact, that better syrup is made in the Lower Provinces, that it is more of a business there, and is carried on more scientifically, and made in larger quantities. Those in the vicinity who are in the business do not agree with this opinion, and declare that they can make just as good maple syrup as anybody, anywhere. So there you are.

One would think that grocers would take a deep interest in any organization which would tend to act for their benefit, but unfortunately such does not seem to be the case in this city. There

is in Woodstock a Retail Merchants' Association, in which so little interest is taken that at the last regular meeting there were only three members present. No difficulty has ever been experienced in getting a large membership, but after joining, members simply cannot be persuaded to retain interest, and attend meetings regularly. "The trouble is," said a grocer to me the other day, "that the big merchants up the street do not take any active interest in the association. They should take the lead. There are many matters of interest to all the men along the street, which might be taken up to much advantage and benefit. I am sick and tired of it, and am not going to renew my membership after it expires."

Italian fruit vendors are beginning to complain of the scarcity of bananas this spring. They are rather hard to procure, and the result is, the price has been kept up pretty high, save when some dealer accumulates an over-ripe supply, when they are sold off at bargain prices. There are four Italian dealers in Woodstock, and they are respected and thrifty members of the business community. They import fruit together, by the carload, as a rule, and sell it wholesale to grocers and lesser dealers as they require anything in the fresh fruit line.

#### WINNIPEG'S COMING FOOD SHOW

Winnipeg's first pure food show promises to be a big success. It will be conducted on the same lines as the shows in Montreal and Toronto, which have proved so highly successful in the past and both the manufacturers and the general public are already displaying a keen interest in the coming midsummer show.

Of course the pure food show is designed primarily to interest the consumer and to educate her in the proper modes of using pure foods. This show is, however, being held under the auspices of the Retail Merchants' Association of Western Canada, and as the convention of that body will be held during the exhibition, an unusually large number of merchants are sure to be present. This makes the Winnipeg pure food show of particular value to the exhibitor.

Booth space is being taken up rapidly and the manufacturers of foods and groceries are making preparations for elaborate displays and careful demonstrating. Among the men who will have exhibits at the pure food show are the following: The Royal Crown, Ltd., Winnipeg; Blue Ribbon Mfg. Co., Winnipeg; Dingle & Stewart, Winnipeg; John Bearn, Ltd., London, Eng., and Winnipeg, Man.; Alexander Milling Co., Brandon; Scott, Bathgate & Co., Winnipeg; W. J. Boyd, Winnipeg; Walter Baker & Co., Montreal; R. A. Rogers & Co., Winnipeg; Blackwoods, Ltd., Winnipeg; Standard Soap Co., Calgary; Nicholson & Bain, Winnipeg; Walter L. Lowney Co., Montreal; McCormick Mfg. Co., London; Wagstaffe, Ltd., Toronto; Genesee Pure Food Co., Le Roy, N.Y.; The Canadian Grocer; Linton Tea Importing Co., Toronto; Crescent Creamery Co., Winnipeg; Manitoba Canning Co., Grande Pointe, Man.; Cowan & Co., Toronto, and Christie, Brown Co., Toronto.

Many other manufacturers have signified their intention of exhibiting at the show and the list is by no means complete. The dates of the show are July 1st to 13th.

#### BUSINESS MEN AND HORSE SHOWS.

While they have become, to a large extent, society events, horse shows are not without interest to business men. Most business men have some interest in the horse. In spite of motors it is still, and will be for a long time to come, a useful factor in the commercial world. Even when the animal's place in the dray and delivery wagon of the manufacturer or merchant no longer exists, as some prophesy, those who love horses will love them still and business men will not be among the forgetful ones.

At the horse show that is being held in Toronto this week is afforded an opportunity of warming up one's affections for the animal, which business men, as well as others, should not be slow to grasp.

#### TOTAL SHIPMENTS.

Gordon, Grant & Co., Port of Spain, in their mail advice under date of April 1, say of Trinidad cocoa. "Exports for the fortnight amount to 2,947 bags, of which 2,303 bags went to the U. S., and 20 bags to Canada, and from 1st January to date shipments have been 12,864 bags as compared with 15,714 bags for the corresponding period of last year." Of the Venezuela cocoa they say: "Shipments during the fortnight aggregate 12,523 bags, of which 7,777 bags went to the United States and 200 bags to Canada. From 1st October to date exports amount to 76,299 bags as compared with 126,143 bags for the corresponding period of last year. From 1st proximo the export tax on cocoa will be 20c. per 100 lbs.—instead of 7c. formerly."

#### TRAVELER COMES TO HIS OWN.

A very quiet wedding took place at the residence of the bride's father, Walter J. Smith, 48 Yorkville Ave., Toronto, on Saturday afternoon last, the occasion being the marriage of his eldest daughter, Nina, to J. H. Boyd, also of Toronto, traveling salesman for the firm of T. H. Estabrooks, St. John, N.B. The officiating clergyman was Mr. J. D. Freeman, of Bloor St. Baptist church. Only the immediate relatives of the contracting parties were present and Mr. and Mrs. Boyd left on an early train for a short trip west.

This is very good and The Canadian Grocer is glad. The friends of Red Rose tea in Western Ontario will rejoice also and next week the lucky ones among the grocers will extend the glad hand of fellowship. Mr. Boyd is one of the ablest salesmen on the road, but no good man ever does his best till he is married, and now the friends of the firm look to see red roses blooming on the telegraph poles.

#### DAVIDSON & HAY CLOSE EARLY.

Davidson & Hay were among the pioneers among the wholesale grocers in Toronto in the early closing movement. Beginning May 1st and until Sept. 1st, the firm will close at 5 p.m. instead of 6. This practice they began ten years ago and have continued, regardless of what the rest of the trade did. It is a practice greatly appreciated by all the employes. Of course they close at one o'clock on Saturdays the year round.





sent high range of values for tapioca lasting for some time to come. Rice is normal.

B rice, in 10 bag lots.....	3 15
B rice, less than 10 bags.....	3 25
C rice, in 10 bag lots.....	3 05
C rice, in less than 10 bag lots.....	3 15
O rice in less than 10 bag lots.....	0 07
Tapioca, medium pearl.....	0 07 1/2

RAW FURS—Quotations remain:

Bear, black.....	4 00	12 00
Raccoon.....	0 50	1 50
Spring rat.....	0 20	0 35
Fisher, dark.....	5 00	7 00
Otter, dark and fine.....	15 01	25 00
Marten, dark.....	8 00	15 00
" brown.....	3 00	8 00
Mink, dark.....	2 25	5 00
Fox, red.....	1 75	4 50
Lynx.....	4 50	6 50
Weasels.....	0 10	0 50
Skunk.....	0 40	1 00

CANNED GOODS

MONTREAL—Canned goods continue to move out freely enough. Demand is for nearly all lines obtainable. Gallon apples appear to be going well. One jobber reports a sale of one thousand cases to Scotland. There is no talk yet about futures and there is considerable speculation in the trade as to what is coming. Nobody cares to give an opinion as yet.

TORONTO—A somewhat freer distribution of canned goods is about the only feature to the grocery trade this week. This has given a noticeably better tone to the market. The Old Homestead Canning Co. had about \$10,000 worth of canned goods, tomatoes, corn and some gallon apples consumed in the Ontario Storage Co.'s fire this week. Of course they were insured. W. H. Millman & Son, agents for the Old Homestead Company here, and also selling agents for the Ontario Sugar Company, had \$35,000 worth of sugar in the same fire. It, too, was insured. There is some talk now of the late spring affecting the tomato crop, but that is not likely. All kinds of canned fruits are in small compass. Corn is said to be getting into a better position. There is a good steady demand for salmon.

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

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

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

FRUITS.	Group No. 1		Group No. 2	
	No. 1	No. 2	No. 1	No. 2
Apples, standard, 3s.....	1 07 1/2	1 05		
" preserved, 3s.....	1 32 1/2	1 30		
" standard, gal.....	2 92 1/2	2 90		
Blueberries—				
2s, standard.....	0 95	0 92 1/2		
2s, preserved.....	1 45	1 42 1/2		
Gals., standard.....	4 65			
Cherries—				
2s, red, pitted.....	2 27 1/2	2 25		
2s, " not pitted.....	1 77 1/2	1 75		
Gals., red pitted.....	8 90			
" not pitted.....	7 40			
2s, black, pitted.....	2 27 1/2	2 25		
2s, " not pitted.....	1 77 1/2	1 75		
2s, white, pitted.....	2 42 1/2	2 40		
2s, " not pitted.....	1 92 1/2	1 90		
Currants—				
2s, red, H.S.....	1 82 1/2	1 80		
Gals., red, solid pack.....	7 40			
Gals., red, standard.....	5 15			
2s, preserved.....	2 02 1/2	2 00		
2s, black, H.S.....	1 92 1/2	1 90		
2s, preserved.....	2 15	2 12 1/2		
Gals., black, standard.....	6 65			
Gals. " solid pack.....	8 15			
Gooseberries—				
2s, H.S.....	2 17 1/2	2 15		
2s, preserved.....	2 40	2 37 1/2		
Gals., standard.....	6 50			
Gals., solid pack.....	8 50			
Lawtonberries—				
2s, H.S.....	1 80	1 77 1/2		
2s, preserved.....	1 97 1/2	1 95		
Gals., standard.....	5 50			

Peaches—		
1 1/2s, yellow (flat).....	1 72 1/2	1 70
2s, yellow.....	1 92 1/2	1 90
2 1/2s, yellow.....	2 65	2 62 1/2
3s, yellow (whole).....	2 90	2 87 1/2
2s, white.....	2 42 1/2	2 40
2 1/2s, white.....	1 77 1/2	1 75
3s, white.....	2 55	2 52 1/2
3s, pie.....	2 75	2 72 1/2
Gal., pie, peeled.....	1 32 1/2	1 30
Gal., pie, not peeled.....	4 67 1/2	4 65
	3 72 1/2	3 70

Pears—		
2s, Flemish Beauty.....	1 67 1/2	1 65
2 1/2s, Flemish Beauty.....	2 02 1/2	2 00
3s, Flemish Beauty.....	2 17 1/2	2 15
2s, Bartlett.....	1 82 1/2	1 80
2 1/2s, Bartlett.....	2 22 1/2	2 20
3s, Bartlett.....	2 37 1/2	2 35
3s, pie, not peeled.....	1 32 1/2	1 30
Gal., pie, peeled.....	4 02 1/2	4 00
Gal., pie, not peeled.....	3 42 1/2	3 40

Pineapple—		
2s, sliced.....	2 02 1/2	2 00
2s, grated.....	2 12 1/2	2 10
2 1/2s, whole.....	2 82 1/2	2 80
Florida 2s, sliced or grated.....	4 02 1/2	4 00
Singapore, 1 1/2s, sliced.....	1 50	
" 2 1/2s, whole.....	2 30	

Plums, Damson—		
2s, light syrup.....	1 20	1 17 1/2
2s, heavy syrup.....	1 72 1/2	1 70
3s, heavy syrup.....	1 35	1 32 1/2
Gal., standard.....	1 67 1/2	1 65
Gal., standard.....	1 97 1/2	1 95
Gal., standard.....	3 37 1/2	3 35

Plums, Lombard—		
2s, light syrup.....	1 25	1 22 1/2
2s, heavy syrup.....	1 75	1 72 1/2
3s, heavy syrup.....	1 40	1 37 1/2
Gal., standard.....	1 72 1/2	1 70
Gal., standard.....	1 97 1/2	1 95
Gal., standard.....	3 57 1/2	3 55

Plums, greengage—		
2s, light syrup.....	1 30	1 27 1/2
2s, heavy syrup.....	1 45	1 42 1/2
3s, heavy syrup.....	1 72 1/2	1 70
Gal., standard.....	2 00	1 97 1/2
Gal., standard.....	3 87 1/2	3 85

Plums, egg—		
2s, heavy syrup.....	1 72 1/2	1 70
2 1/2s, heavy syrup.....	2 00	1 97 1/2
3s, heavy syrup.....	2 32 1/2	2 30

Raspberries, Red—		
2s, L. S. (Shafferberries).....	1 55	1 52 1/2
2s, H. S.....	1 7 1/2	1 75
2s, preserved.....	1 97 1/2	1 95
Gals., standard.....	5 65	
" solid pack.....	8 65	

Raspberries, Black—		
2s, black, H. S.....	1 77 1/2	1 75
2s, preserved.....	1 92 1/2	1 90
Gals., standard.....	5 40	
" solid pack.....	8 40	

Strawberries—		
2s, heavy syrup.....	2 50	
2s, " preserved.....	2 17 1/2	2 15
Gals., " standard.....	6 42 1/2	6 40
Gals., " solid pack.....	9 17 1/2	9 15

VEGETABLES.

Asparagus—		
2 1/2s, tips, California.....	3 90	
2s, Canadian.....	2 80	2 77 1/2

Beets—		
2s, sliced, sugar and blood red.....	1 02 1/2	
2s, whole, ".....	0 92 1/2	
3s, sliced, ".....	1 25	
3s, whole, ".....	1 15	

Beans—		
Fancy brands.....		
2s, golden wax.....	0 87 1/2	0 85
3s.....	1 35	1 32 1/2
Gals., ".....	3 92 1/2	3 90
2s, refugee or valentine (green).....	0 87 1/2	0 85
Gals., ".....	0 97 1/2	0 95
2s, crystal wax.....	1 05	1 02 1/2
Red kidney, 2s.....	1 30	1 27 1/2
Lima, 2s.....	1 30	1 27 1/2

Corn—		
Gal., on cob.....	0 95	0 92 1/2
Carrots—		
2s.....	0 97 1/2	0 95
3s.....	1 07 1/2	1 05

Cabbage—		
3s.....	0 92 1/2	0 90
Cauliflower—		
2s.....	1 47 1/2	1 45
3s.....	1 87 1/2	1 85
Paranips—		
2s.....	0 97 1/2	0 95
3s.....	1 07 1/2	1 05

Peas—		
1s, extra fine sifted.....	1 02 1/2	1 00
2s, standard.....	0 87 1/2	0 85
2s, early June.....	0 97 1/2	0 95
2s, sweet wrinkled.....	1 02 1/2	1 00
2s extra fine sifted.....	1 27 1/2	1 25
Gals., No. 4.....	3 92 1/2	3 90
Pumpkins, 3s.....	0 85	0 82 1/2
Gal.....	3 02 1/2	3 00

Rhubarb—		
2s, preserved.....	1 20	1 17 1/2
3s.....	1 97 1/2	1 95
Gal., standard.....	2 77 1/2	2 75
Spinach—		
2s.....	1 45	1 42 1/2
3s.....	1 87 1/2	1 85
Gals.....	5 17 1/2	5 17

Squash—		
3s.....	1 20	1 17 1/2
Gal.....	3 52 1/2	3 50
Tomatoes—		
2s.....	1 00	0 97 1/2
3s, all kinds.....	1 20	1 17 1/2
Gal., all kinds.....	3 62 1/2	3 60

SAUOE, ETC.

Tomato sauce, 1s.....	0 50
" 2s.....	0 80
" 3s.....	1 00
Chili sauce same as tomato sauce.....	0 75
Catsups, tins, 2s.....	0 75
" gal.....	4 50
" jugs.....	7 70

FISH.

Lobster, tails.....	4 03
" 1-lb. flats.....	4 30
" 1-lb. flat.....	2 25
Mackerel.....	1 10
" Scotch.....	1 45
Salmon, Fraser River Sockeyes—	
1-lb. Tails, per doz.....	1 80
1-lb. Flat, ".....	1 95
1-lb. ".....	1 20
Rivers inlet.....	1 65
Northern River Sockeyes.....	1 65
Cohoos, per doz.....	1 35
Humpbacks, ".....	1 00
Sardines, French 1/2s.....	0 12
" ".....	0 25
" Portuguese 1/2s.....	0 08
" F. & C. 1/2s.....	0 25
" E. & C. 1/2s.....	0 35
" Domestic, 1/2s.....	0 03
" Mustard, 1/2 size, cases 50 tins, per 100.....	4 00
Haddies, per doz.....	1 10
Kipped herrings, domestic.....	1 20
" imported.....	1 35
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 30

MEATS, ETC.

Beef, corned ls, per doz.....	1 40
" 2s.....	2 50
" 6s.....	7 50
" 14s.....	17 50
Per dozen tins.	
Chicken, 1s, boneless.....	3 00
Turkey, 1s, ".....	3 00
Duck, 1s, ".....	2 85
Tongue, 1s, lunch.....	3 00
Soup, 2s, gblt.....	1 95
" 2s, tomato.....	1 00
" 3s.....	1 45
Pig's feet, 1s, boneless.....	1 40
" 1 1/2s.....	2 50

ONTARIO MARKETS.

POINTERS—  
Better tone to canned goods market.  
Pineapples lower.  
Butter lower.  
Unwashed wool quoted.

Toronto, May 2, 1907.

Trade generally is somewhat improved, but is still restricted. The unseasonable weather checked the consumption of groceries, though why it should be always admitted to be a mystery. The week's grocery trade is practically featureless save for a slightly more active movement of canned goods, both fruits and vegetables. This is accompanied by a stronger feeling in regard to tomatoes. Perhaps it is indicative of the strength of the situation that a very modest improvement in consumption brightens things appreciably. Sugar continues firm but unchanged in price. Trade in dried fruits is very limited but prices remain firm. Quotations for rice and tapioca are very firm, and tapioca is said to be advancing steadily on the primary markets.

Tea is still firm, and the movement is most marked in the common and lower grades.

TEA.—The English Budget announcement brought no change in the tea duty and a much more active movement is now assured. Thompson's tea circular of April 18th says: "The known short-

THE CANADIAN GROCER

age of trade stocks, combined with the feeling that improved trade conditions are imminent, brought about a distinctly better tone at the small Ceylon and Java auctions, and 4 1/2 per lb. advance may be quoted on all leaf teas up to about 8d. per lb. Broken Pekoes did not appreciate in value to the same extent, but even for these there was more enquiry, while the best liquoring descriptions also met with keener competition."

Locally, the trade continues active. COFFEE — Foreign markets are uninteresting. Local quotations are unchanged.

SUGAR — The market for raws is still firm, but quotations for refined here are unchanged. At the end of last week there were 111 Cuban centrals still grinding and the estimate of the total crop of the island has been advanced 100,000 tons, to 1,325,000 tons. Receipts at United States ports were heavier than during any other week of this campaign, 76,891 tons. This accounts for no special anxiety on the part of buyers. Reports from Cuba at the end of the week indicated a very strong tone to the market there, however, and in New York on Tuesday the price advanced 1-32. Stocks of raw in the United States and Cuba were at the beginning of last week 735,000 tons, 130,000 tons more than a year ago. The total stock of Europe and America, 3,516,090 tons, against 3,761,121 tons last year at the same uneven dates. The decrease of stock is 245,031 tons, against a decrease of 258,536 tons last week. Total stocks and floats together show a visible supply of 3,611,090 tons, against 3,881,121 tons last year, or a decrease of 270,031 tons.

Paris lumps, in 50-lb. boxes	5 15
"    "    in 100-lb.	4 35
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 50
Berlin granulated	4 40
Phoenix	4 50
Bright coffee	4 3 1/2
Bright yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 20
No. 1 "	4 10
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — Trade in these lines is not very active. Prices are unchanged.

Syrups—	
Dark	0 35 0 35
Medium	0 38 0 38
Bright	2 40
Corn syrup, bbl. per lb.	
"    "    "    "    "    "	0 12 1/2
"    "    "    "    "    "	0 03
"    "    "    "    "    "	0 07 1/2
"    "    "    "    "    "	1 50
"    "    "    "    "    "	1 10
"    "    "    "    "    "	2 00
"    "    "    "    "    "	2 45
"    "    "    "    "    "	2 40
"    "    "    "    "    "	2 35

Molasses—	
New Orleans, medium	0 30 0 35
"    "    "    "    "    "	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 50
West Indian	0 30 0 35

DRIED FRUITS — A cable advice to P. L. Mason & Co., from Smyrna, states that the stocks of Sultana raisins there are completely exhausted. Raisin stocks at Denia are also exhausted. Little is doing in dried fruits locally except in prunes, for which there is a fair demand. Prices throughout are unchanged.

Maple syrup—	
Imperial qts.	0 87 1/2
1-gal. cans	0 95
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75
Prunes Santa Clara—	
"    "    "    "    "    "	Per lb.
100-120s	0 04 1/2
90-100s, 50-lb boxes	0 05 1/2 0 05 1/2
80-90s	0 06 0 06 1/2
70-80s	0 06 1/2 0 07
"    "    "    "    "    "	30-40s
"    "    "    "    "    "	0 10 0 10 1/2
Note—25 lb. boxes 1c. higher than 50 lb.	
Candied and Drained Peels—	
Lemon	0 11 0 11 1/2
Orange	0 11 0 12
Apricots, per lb.	0 25 0 26
Peaches	0 18 0 20
Figs—	
Elemes, per lb.	0 08 0 15
Tapnets	0 03 1/2 0 04
Bag Figs	0 04 1/2 0 05
Currants—	
Fine Filiatras	0 07 1/2 0 08
Patras	0 07 1/2 0 08
"    "    "    "    "    "	Uncleaned, 1c less.
Raisins—	
Sultana	0 12 1/2 0 15
"    "    "    "    "    "	Fancy
"    "    "    "    "    "	Extra fancy
Valencias, selected	0 09 0 09 1/2
Seeded, 1-lb packets, fancy	0 11 0 11 1/2
"    "    "    "    "    "	16 oz packets, choice
"    "    "    "    "    "	12 oz
"    "    "    "    "    "	0 09 0 09
Dates—	
Hallowees	0 05
Sairs	0 04 1/2
Domestic evaporated apples	0 09 0 10

NUTS—The Exportation de Posa Valenciana, of Denia, says of the almond crop: "The reports from the different producing districts state that the damage caused by the frost and from the lately strong winds is very important. The crop, therefore, will be less than usual." Present stocks of almonds are very contracted and prices have risen to a higher level than ever before.	
Almonds, Tarragona, per lb.	0 15
"    "    "    "    "    "	Formigetta
"    "    "    "    "    "	shelled Valencias
Walnuts, Grenoble	0 12 1/2 0 13 1/2
"    "    "    "    "    "	Bordeaux
"    "    "    "    "    "	shelled
Filberts, per lb.	0 11
Pecans, per lb.	0 17
Brazils, per lb.	0 13 1/2 0 14
(The following quotations on pecans are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08 1/2
A 1's, banners and suns	0 09 1/2
Japanese Jumbo's	0 09 1/2
Virginia	0 11

SPICES—Prices are unchanged.	
Peppers, blk	0 16 0 20
"    "    "    "    "    "	white
"    "    "    "    "    "	Ginger
"    "    "    "    "    "	Cassia
"    "    "    "    "    "	Nutmeg
"    "    "    "    "    "	Cloves, whole
"    "    "    "    "    "	Cream of tartar
"    "    "    "    "    "	Allspice
"    "    "    "    "    "	Mace
"    "    "    "    "    "	Mixed pickling spices, whole
"    "    "    "    "    "	Cinnamon, whole
"    "    "    "    "    "	"    "    "    "    "    "
"    "    "    "    "    "	"    "    "    "    "    "

RICE AND TAPIOCA—Rice prices are firm and tapioca continues to advance of the primary market.	
Rice, stand. B.	0 03 1/2 0 03 1/2
Rangoon	0 03 1/2 0 03 1/2
Patna	0 05 0 05 1/2
Japa	0 06 0 07 1/2
Java	0 06 0 07
Sago	0 25 0 35
Carolina rice	0 07 1/2 0 10
Tapioca, medium pearl	0 07
"    "    "    "    "    "	double goat

HIDES, TALLOW, WOOL AND RAW FURS—Trade is very quiet. Unwashed wool is now quoted. Prices for inspected hides and horse hides are lower.	
Hides, inspected, cows and steers, No. 1	0 09 1/2
"    "    "    "    "    "	No. 2
Country hides, flat, per lb., cured	0 08 1/2
"    "    "    "    "    "	green
Calf skins, No. 1, city	0 07 1/2
"    "    "    "    "    "	No. 1, country
Sheep skins	1 65 1 80
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb.	0 05 1/2 0 06
Pulled wools, super, per lb.	0 25
"    "    "    "    "    "	extra
Horse hair, per lb.	0 28 0 30
Wool, unwashed	0 13 0 14

FURS.	
No. 1, Prime	
Raccoon	1 50
Mink, dark	5 00 7 00
"    "    "    "    "    "	pale
Fox, red	3 00 4 00
"    "    "    "    "    "	cross
Lynx	5 00 8 00
Bear, black	12 00
"    "    "    "    "    "	cubs and yearlings
Wolf, timber	1 00 3 00
"    "    "    "    "    "	prairie
Weasel, white	0 10 0 65
Badger	0 75 1 75
Fisher, dark	6 00 8 00
Skunk, No. 1	1 00
Marten	3 50 20 00
Muskrat, No. 1	0 32 0 36
"    "    "    "    "    "	No. 2
"    "    "    "    "    "	No. 3
"    "    "    "    "    "	4 and kits

NOTES.

J. F. Barker & Co., general store, Daysland, has been burnt out. Robert Banford, general store, Edmonton, has been succeeded by Dyer & Arthur. The Grand View Mercantile Co., of Grand View, general store, have sold to J. H. Irwin. H. Mathews, grocer, of Lipton, has sold to A. E. Manning. I. H. Evans, grocer, etc., of Melita, has sold to J. G. Cheyne, who will take possession on November 1st. Alfred Pack, general store, Ochre River, has sold out. Roberts & Boyce, grocers, of Winnipeg, have dissolved. Thomas Strait, general store, of Yorkton, has been succeeded by G. L. Thomas. J. B. Armstrong, general store, Lower Nicola, is moving to Merritt, B.C. Corbutt & Son, grocers, of Vancouver, have been succeeded by Haford & Co. George Edmunds, general store, Finlay, has sold to Scott & Auckland. The following general stores in Latchford, Ont., have suffered partial loss by fire: Alice Bardwell, Chamandy Bros., W. E. Evans, Albert George & Bros., Mrs. Malleen, and A. Morston. Robt. A. W. Wilson, general store, Newton Brook, has been burnt out. Nellie Doyle, grocer, etc., of Wallaceburg, has sold out. The assets of Picard & Prefontaine, general store, Isle Verte, have been sold. Napoleon Chartrand, grocer, etc., Montreal, has been succeeded by R. Langlois. The assets of O. Leonard, grocer, Montreal, have been sold. H. W. Eaton, grocer, Toronto, has sold to A. Suydle. Burns Bros., grocers, of Montreal, have dissolved. J. B. Duval, grocer, St. Johns, has been succeeded by Zotoque Vinette. Louis Allore, general store, and R. Hayes, grocer, both of Stoco, have suffered loss by fire. J. A. Larcoque, grocer, of Montreal, has been succeeded by W. Mason. Godreau & Stebenne, grocers, St. John, have dissolved, and Pierre Godreau continues the business. J. M. Kirk, who is well known throughout Ontario and Quebec as an old grocery and grocers' specialties salesman, is representing the Sherbrooke Cigar Co., Sherbrooke, Que. His territory will be east and north of Toronto in Ontario. It will not be J. M.'s fault if "Royal Sport" and "Hogen-Mogen" cigars are not to be had on his ground. Good luck!

## "DO-OVER" SALMON WENT TO THE FURNACE

Seizure in Montreal of 750 Cases of Big Fir, Emblem and Stanley Brands—  
What Auctioneer Suckling Says—J. S. Donaldson Denies Shipping it.

Fifty-two thousand, mostly ½-lb., tins of canned salmon were burned by order of the Health Committee of the Montreal City Council last week. As a result of these instructions the incineration department destroyed 715 cases of salmon, being in value about \$8,000.

This large lot of salmon was shipped from Toronto by J. S. Donaldson, according to the health department, to Suckling & Co., auctioneers, Montreal. Suckling & Co. were to dispose of the lot by auction. Several Montreal wholesalers were approached and allowed to look over the salmon, when the consignment was put up for sale.

During the course of the sale the city health officials put in an appearance, examining the salmon and informing the auctioneers that owing to the decomposed state of the fish it was to be considered seized until further examination was made.

Dr. McCarrey, chief food inspector, found that the salmon was absolutely unfit for human consumption and then the order was given to have it burned.

When seen by The Canadian Grocer, Dr. McCarrey stated that he was informed that the fish had been packed but two years, but he had no means of telling just how long it had been tinned. Some had told him that they had been done over. Many of the tins had no labels on them. The goods were packed in large cases, considerably larger than the average case of salmon. There were many sizes in the tins also.

Montrealers are considerably worked up over the matter. The general public are glad to have had such a narrow escape from poisoning; the grocery trade think that the Toronto people who shipped such a lot of poisoned goods to Montreal have done something which will not soon be forgotten.

### May Prosecute.

Some legal action may be taken by the city to prosecute the shippers of the putrid fish. Through the present pure food laws it may be a little difficult to reach a party residing in Toronto. Under the city by-laws it would be impossible to prosecute them. The Federal Food Adulteration Act will, it is thought, cover the case. Section E of this Act provides that those who offer for sale, deteriorated, rotten or putrid foodstuffs, as defined in the enactment, shall be subject to a fine of not more than \$50 and not less than \$10.

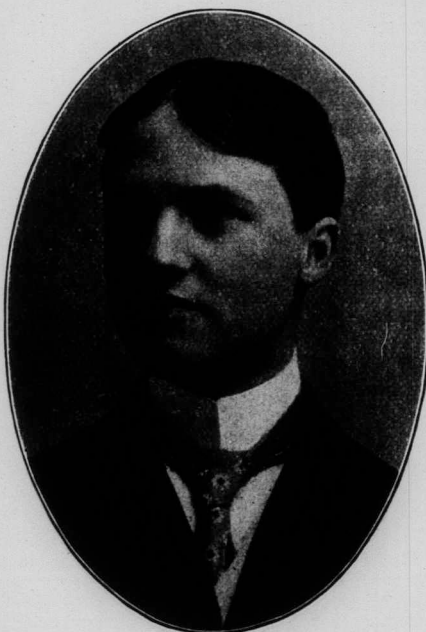
Chairman Dr. Dagenais of the health committee thinks that the shippers of the salmon should be prosecuted to the full extent of the law. In his opinion such a small fine would not be sufficient punishment. Dr. McCarrey agrees with Dr. Dagenais, but is doubtful if it could be proved that the shippers or the auctioneers were aware of the putrid state of the salmon when they received it. Possibly some action may be taken under the criminal code.

Suckling & Co., having offices in Montreal, could be prosecuted under the city by-laws as offering for sale food unfit for human consumption.

Further steps will be taken to thoroughly investigate the matter.

### What Mr. Suckling Says.

Mr. Suckling was seen at his Toronto office by a representative of The Canadian Grocer, and was very much displeased at the action of the Montreal health committee. He said there was ample opportunity given for testing the salmon and several cases of it were taken away by the trade for that purpose. One broker bought about half the lot for a prominent Montreal wholesale house at 34c. and 36c. a dozen, and was quite prepared to take it, even after the interference of the health officer. Mr. Suckling said: "I think the salmon must have been frozen. On the test that was made about one-eighth of the tins opened were found to be bad, but the rest were perfectly good. The tins, from all outward appearance, were fresh and bright,



J. A. BEAUDRY

Secretary Grocers' Section of the Retail Merchants' Association, Montreal, and Secretary of the Grocery Exhibition Advisory Committee.

not the slightest indication of being worn or knocked about. We received them from a reliable firm for whom we had done business before. We sold a thousand cans of practically the same salmon in Toronto last fall, and there wasn't a complaint."

Some of this salmon sold last fall is still being sold in Toronto. It is going mostly to the restaurants and boarding houses, which buy it by the box, and if they come across a bad can they simply throw it away. It was sold at about half the price of ordinary salmon.

The impression of the trade is that the salmon was made up of "do-overs." It was all of the 1905 salmon, when the large pack prevented putting the inferior product on the market. New salmon is so scarce and the market so firm that the time is evidently thought propitious for the sale of the refuse.

The cards sent out giving notice of the Montreal sale thus catalogues the salmon, 230 cases of Big Fir brand, 316

cases Emblem brand, 91 cases of Stanley brand. All but the Stanley brand were ½-lb. flats and were labeled. The Emblem brand were pound talls and unlabeled, but the labels were there to be put on. The entire lot was described as red sockeye.

The relation between the salmon sold in Toronto by Suckling & Co., in November last, and that confiscated in Montreal may be traced in the following incident.

Towards the end of November, on the 26th to be exact, a Toronto retailer bought from a prominent wholesale house about a dozen cases of salmon, all of it Emblem brand. The salmon was returned to him by several of the customers, to whom he sold it, with the complaint that it was quite unfit for consumption. The retailer passed this complaint on to the wholesale house, with a demand for the return of his money. The salmon was returned, but the wholesaler would not accept it and refused to refund the price, on the ground that he declined to consider himself as in any way responsible for the quality of the goods. The matter was under arbitration from the 26th of November to the 1st of April, and the retailer had finally decided to obtain redress in the courts, when he received word from the wholesaler to the effect that he now HAD AN OPPORTUNITY OF DISPOSING OF THE SALMON, and wanted to ship it that day and would take it back.

J. S. Donaldson, broker, Toronto, was seen by a representative of The Canadian Grocer, and denied that he was in any way connected with the shipping of the consignment to Montreal, also that he was in any way interested in it.

### CANADIANS AT VERMONT MEETING.

The first annual State Convention of the Retail Merchants of Vermont was held on April 22nd to May 4th and scored the success which was prophesied for it by everyone who understood the immense amount of labor and thought expended by the managers and committee. Toronto sent three delegates, E. M. Trowern, M. Moyer, and F. C. Higgins, and they are unanimous in speaking in the highest terms of the general arrangements and provisions for their comfort.

One great work which has been accomplished by the association is the killing of the Parcels Post Bill, its extinction, whether temporary or otherwise, being the direct result of the efforts of that body.

It is expected that Mr. Green, the secretary of the association, and Mr. Winters, the general manager of the convention, will attend the annual meeting of the Canadian Retail Merchants' Association in Hamilton in July.

J. Ernest Clark, for a number of years manager of the Harry Webb Co.'s business in Montreal, has severed his connection with that company and joined the staff of Thomas J. Lipton. Mr. Clark will work from the newly opened branch of Lipton's at 75 Front St. east and his particular territory will be the city of Toronto. Well known to the trade as he is, Mr. Clark should make Lipton's goods a prime favorite.

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**SALMON.**

Some people harbor the view that the Montreal salmon incident was an example of making a mountain out of a molehill. Mr. Suckling, the auctioneer, attributes all his trouble to the appetite of one or two Montreal aldermen for playing to the gallery. Mr. Suckling sold a lot of what he says was the same kind of salmon in Toronto, and so far as we have heard there have been no fatalities.

A broker said to The Canadian Grocer: "This kind of thing is very bad for the salmon trade. It's a pity it was published." Of course it's bad for the salmon trade, but the pity is that people, reputable packers, will put such stuff on the market. "Do-overs" should be absolutely prohibited unless some positively sure means can be devised of eliminating the one can in every five, or eight, or sixteen that goes bad. Another thing, the Government should prohibit the selling of any kind of canned, cooked or preserved food that does not bear the brand of the manufacturer or a reputable dealer who takes the responsibility for it.

**THE SITUATION IN THE WEST.**

The business man who takes for gospel truth the alarmist reports with reference to business conditions in the west that are now appearing in the eastern daily papers is making a very grave mistake. Unfortunately newspaper correspondents have a peculiar and not unnatural fondness for sending out "front page stories" that make interesting reading, and it not infrequently happens that these stories contain gross exaggerations which do the western provinces no little harm. But the business men of Canada should know their own country sufficiently well to understand the situation for themselves.

True, the Canadian west came through the worst winter in twenty years, and the same can be said of the western states across the line. It is also true that the hard winter demoralized the two western railways and that the junior road is still in trouble. But it is also true that the prosperity of western Canada rests upon a sound basis and that, while the country must suffer as a consequence of the adverse conditions of the last few months, temporary troubles can have no permanent effect. The C.P.R. have given a service in the west of which, considering the tremendous difficulties which they had to face, they have reason to be proud. Business men freely admit this, even while complaining bitterly of the delays in their shipments, for they realize the difficulty of the task which confronted that railway during the winter. The C.N.R. has not done so well and is receiving general censure for the poor showing made.

The winter tie-up is, however, only temporary, and the traffic congestion is now being relieved. When the millions of bushels of wheat still in the country are moved money will circulate freely again and the difficulties of the winter will soon be forgotten. The newspapers did not indulge in hysterics when the railways of Ontario, Quebec and the Maritime Provinces were tied up with snow blockades in recent winters and there is no more reason for hysterics in newspaper despatches and editorials relating to business conditions in the western provinces.

**WEST INDIA TRADE.**

The co-operative effort of the Canadian Boards of Trade to send to the West Indies a delegation to enquire into the possibilities of extending Canadian trade with the Islands is amply justified by their report. Despite the climbing figures of the periodical reports of the Dominion's commerce over-seas, Canada's export trade is only in its infancy. While this is true in regard to

agricultural products, it is especially true of manufactures. Reports have been coming to hand pretty steadily from Canadian commercial agents containing complaints of over-seas buyers about the unsatisfactory methods of Canadian exporters, discourtesy, lack of continuity in quality of product, faulty packing. Canadian manufacturers have been so busy with their expanding home trade that they have given only spasmodic attention to their trade abroad.

Canada is the largest buyer of West Indian sugar, the chief product of the Islands, but this trade is going to the United States, because the Americans have gone after it. What the Board of Trade delegates tell us is that Canadians can take this trade if they put forth the necessary effort, having in their favor the strong British sentiment of the Islands. The report of the delegates is good reading and the tact and energy displayed shows at least that Messrs. Jones, Schofield and Allan were the right men to send.

**BE PROGRESSIVE AND UNITED.**

The mail order house builds up its business, and continues to extend its territory by being progressive in its ideas and organized in its work. It is thoroughly organized and works in perfect harmony. They are able to take business from the country, not so much because their goods are better in quality or that they fill orders so much more quickly, but because they do not meet with any organized opposition from the rural stores.

The merchant in town and country is self-centred and exclusive and very often not favorably disposed toward the competitors in their own community. Their own knowledge of business is so much further advanced over their competitors and they are so inspired with the idea that no one can teach them, that they are content to remain where they are, to oppose innovations and to defy all attempts at union and organization.

The moment an efficient organization is formed, and more unanimity of ideas is adopted then will the mail order houses meet with some powerful opposition and a damper on their strong rural trade. The purpose of associations is not to provide assemblies of the dealers for expression of goodwill for the time being and some social enjoyment. The great aim of a retail association is the providing of assemblies for the exchange of ideas and mutual education to enable the retail men in rural districts the more intelligently to cope with the growing power and influence of the mail order houses and make possible organized opposition, and do away with the weak and disunited front which the rural districts present.

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# EXHIBITION OF GROCERIES IN MONTREAL

It Was a Grand Success—Attendance About 40,000—Nucleus of an Annual Exhibition—Finest Exhibition of its Kind Ever Held on the Continent—Delegations From Ottawa and Toronto—Many Outside Visitors—Three Banquets Held—Exhibitors Spent \$50,000.

Montreal's exhibition of groceries closed Saturday evening last week with a crowd that broke all big records established during the fortnight of the fair. That success attended the efforts of the organizers no one will for a mo-



**A. P. MURRAY**  
Sales Manager, Edwardsburg Starch Co., and  
Chairman of the Exhibition Advisory  
Committee.

ment doubt. From start to finish the exhibition was simply one grand, successful undertaking and everybody is pleased. The exhibitors feel they have received their money's worth, the public have learned many pointers on pure foods; the organizers see the fruits of their labor.

### Attendance Large.

During the ten days of the fair, from April 17 to 27, the attendance was wonderful. The hours were from 10.30 in the morning until 10.30 in the evening. Naturally, there were not many present during the early part of the day, but every afternoon tickets were taken at the door by the hundred, while at night it was difficult for one to move around with any sort of freedom. It was a case of go with the crowd. It is estimated that at least 40,000 people attended the fair. This is a record. Never before has there been a food fair in Montreal or, for that matter, has there been a strictly food fair in Canada, which has secured such patronage. The fact that the public paid to get in lends additional weight to this statement.

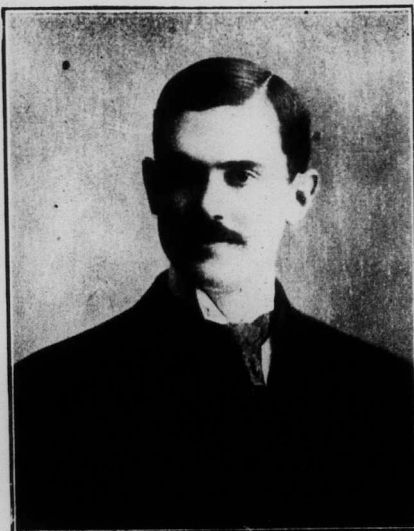
### \$50,000 Spent on the Show.

The committee which had the management of the exhibition did all in their power to make it go. To run it with any degree of success it was necessary to have the patronage of the public of Montreal. The committee went about

getting this patronage, and they secured it, from first to last. They correctly took it for granted that the people were not going to pay 25 cents admission unless to see something good; therefore they supplied something good. It was a particularly good exhibition; there was an air of business about the whole thing that breathed success. Nothing cheap or second-class was to be seen in connection with it and there was no faking. Everybody went to the fair to make it succeed. The exhibitors spent in the neighborhood of \$50,000 and had on display lines that were varied, attractive, and of merit. As a result people went to the fair, talked about it, and in this way caused others to go. That's why the attendance was great.

### What the Exhibition Accomplished.

Was the expenditure of \$50,000 warranted in the results obtained? some will ask. This is a question difficult to answer to the satisfaction of all. On the face of things the expense was just-



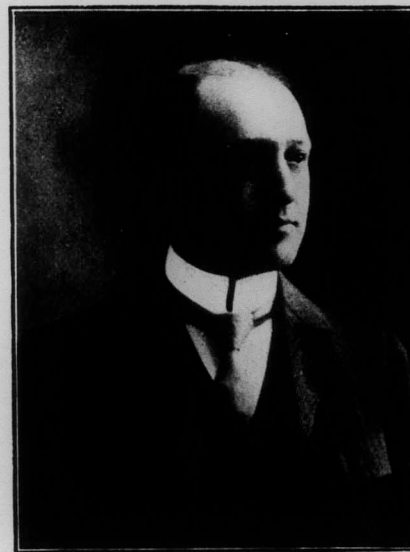
**H. CLARK**  
Of Wm. Clark, Member of Exhibition  
Advisory Committee.

fied, otherwise the exhibitors would not have spent the money. Results were expected and will be secured, possibly not in every case as directly as could be desired, but no less surely for that reason. Many lines hitherto unknown or but little used, were introduced to the consumer, while standard goods which have been on the market for years were once more brought prominently before the public eye and, what was more important, an educational lesson in the healthful value of pure foods was given. By practical demonstration, conducted on the spot before the eyes of visitors, exhibitors showed in what manner pure groceries were superior to impure. Criticism was invited. Manufacturers stood ready to back their goods. They were only too anxious to show the housewives how much better it was to use in the home

foodstuffs that were guaranteed pure rather than goods of which they knew nothing.

When it is considered that there were at least 30,000 women who visited the exhibition, most of them housekeepers, the good work accomplished by these demonstrations can be more readily understood. These women saw the foods they employed in the home every day demonstrated; they received samples and literature that was readable, with the result that they learned new pointers and were convinced more than ever of the value of groceries which stood the test of purity. These women will ask their grocers for the lines which were exhibited at the fair because they were shown that these lines were pure. They were given samples, which they used at home and they afterward asked and will continue to ask for these goods to the exclusion of others. In this way much new trade was created. The goods shown will be subject to greater demand than ever. The manufacturer will reap benefit; so will the retail grocer.

The educational value of the food fair cannot be over-estimated. In these days of competition there are lines without number which are cheap imitations of genuine articles. They are not pure, they are not supposed to be pure. But the average housewife cannot discriminate and her grocer is too busy, very often, to explain the difference. He gives her what she asks for. There can be no better test of a product than the food fair. If a manufacturer is not able to demonstrate his goods in public, without fear of consequences, then there must be some reason. Goods that will go through the fire of a food show are



**W. S. LAFLAMME**  
Of Rose & Laflamme, Member of Exhibition  
Advisory Committee.

likely to be satisfactory as far as purity goes.

## THE CANADIAN GROCER

### The Trade Got Together.

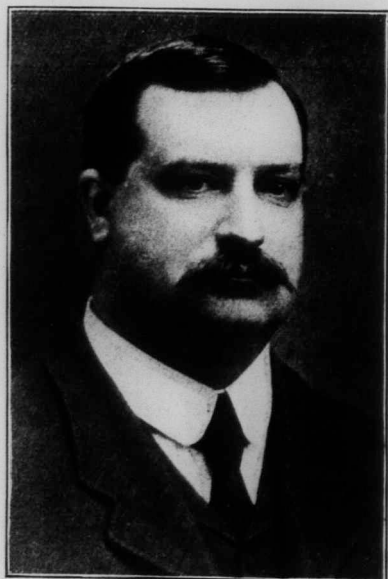
Something else in favor of the food fair is this: The retailers, the wholesalers and the manufacturers met on a common ground. For the nonce business



A. HEBERT

Of Hudon, Hebert & Cie., Ltd., Member of the Exhibition Advisory Committee.

was laid aside and everybody was a friend of everybody else. Little grievances that crop up in the trade every day were forgotten and there was a glad hand for everybody from everybody. All the trade had a common end in view and the three branches worked together. There should be more of this. There is not the friendliness and good feeling between the manufacturer, wholesaler and



JOS. A. E. LABELLE

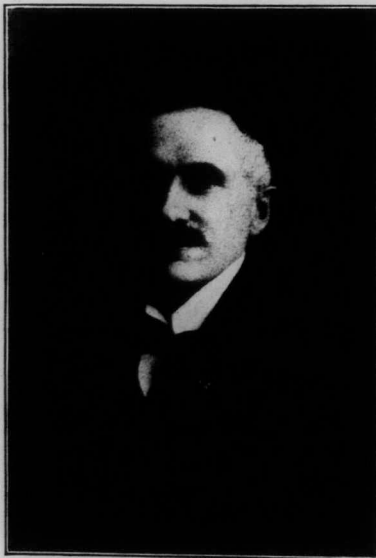
Of the Ogilvie Flour Mills Co., Member of the Exhibition Advisory Committee

retailer in groceries that there should be. Why not? Is it the spirit of competition?; everyone looking out for Number One? At any rate these branch-

es often run against one another. It is the same in every trade. More food fairs will help things in this direction wonderfully.

### The Nucleus of an Annual Exhibition.

Montreal has in the exhibition of groceries just concluded the nucleus of an annual exhibition. It is up to the City Fathers to get busy in time for next year, or even the year after. A short time ago there was considerable discussion of this matter and some preliminary arrangements for an exhibition were made, but the whole thing fell through. Here is an opportunity. Other cities have exhibitions, why not Montreal? If the exhibition of groceries drew crowds of itself, certainly it made the basis of an exhibition. That exhibition would be very largely patronized not only by Montrealers but by people from every part of Canada. The city would derive great benefit from such an exhibition. Toronto does; London does; hundreds



S. J. MATHEWSON

Of Mathewson's Sons, Member of the Exhibition Advisory Committee.

of small towns throughout Canada do; why should Montreal be slow in this respect?

### Outside Visitors.

Out-of-town people who visited the exhibition included a great many in the grocery trade. The Canadian Grocer occupied a booth which was during the fair the meeting place of manufacturers, jobbers, retailers, travelers, in fact of everybody in the grocery trade. Quite a few grocers from outside points visited the fair and called at the booth of The Canadian Grocer.

A delegation from Ottawa, consisting of F. W. Forde, president; C. J. Prevost, treasurer; A. G. Johnston, secretary; H. E. Ellis, executive committee, representing the Ottawa Retail Grocers' Association, were down to have a look at the fair. They expressed themselves as more than pleased with the excellence of the show as a whole. It is proposed to hold a similar one in Ottawa this summer, at the time of the Old Boys' Re-Union.

Toronto was represented by M. Moyer, treasurer of the Toronto Retail Grocers' Association, and Fred C. Higgins,

also a member of that body. They were accompanied by E. M. Trowern. W. H. Seyler, manager of The Canadian Grocer, was also down for a day.

The New England organizer of the



W. H. DUNN

Member Exhibition Advisory Committee.

National Grocers' Association of the United States, in the person of Mr. Winter, spent some time in Montreal and thought the exhibition was the best ever. Mr. Winter was not the only one who had a high opinion of the exhibition. There were numerous visitors who had seen like fairs in different parts of the States, and they all admitted that Montreal's was the best they had at-



J. W. ETHIER

Of Laporte, Martin & Cie, Member of the Exhibition Advisory Committee.

tended. True, some of the Yankee shows had been larger, in that the number of exhibitors was greater, but aside from this, there was no point of su-

## THE CANADIAN GROCER

periority. This is not a bad record for a first show.

### Where the Exhibition Was Held.

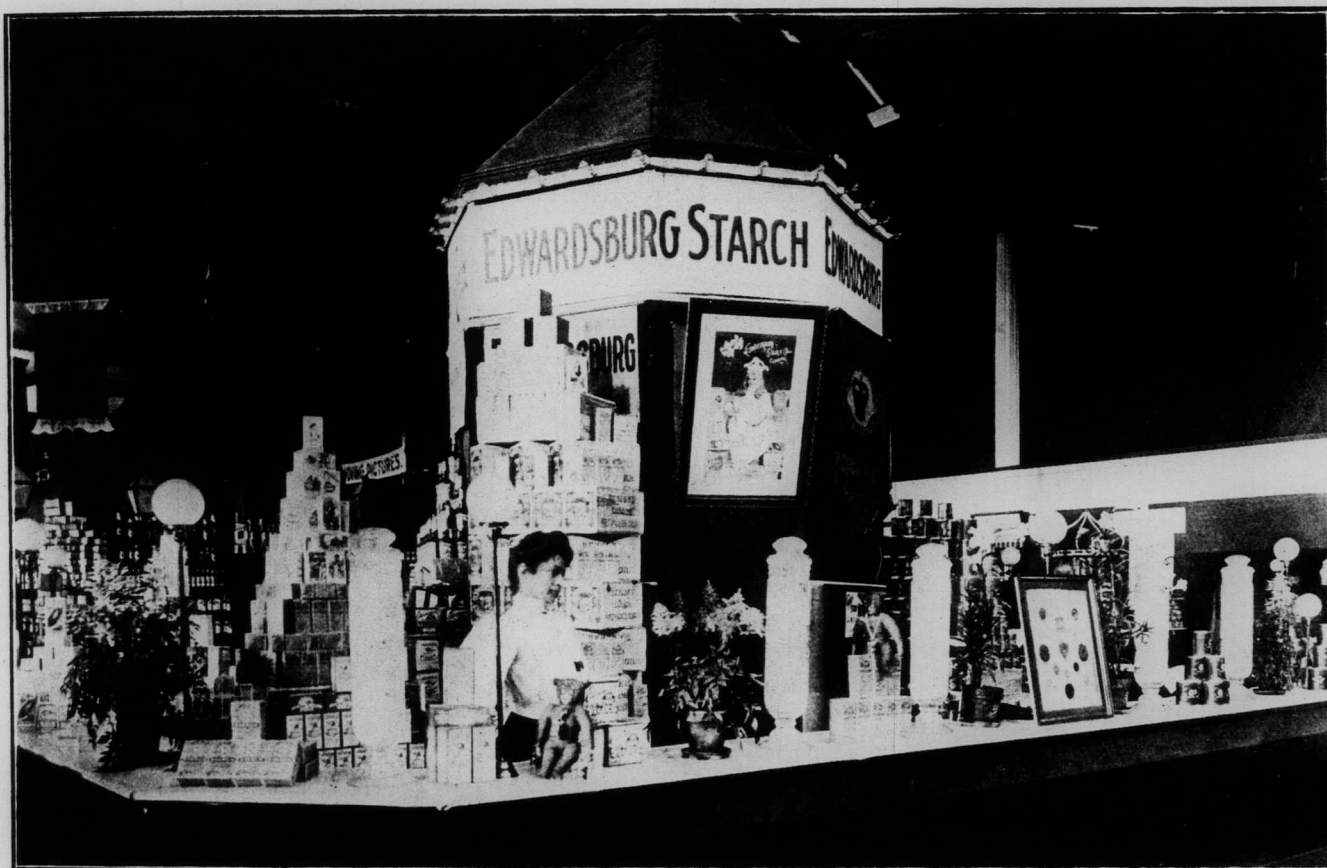
Montreal's Arena is the largest rink in the city, but it was not able to accommodate the crowds that flocked to the exhibition of groceries. Still, it was the best obtainable and had to suffice. The Arena is located in Westmount and here the fair was held.

The manner in which the booths were laid out was most artistic. There was an air of harmony about them all that made it a pleasure to view them. The organizers' prospectus stated that no party would be permitted to build their own booth. All the stands were

formed a very pretty sight. Over each booth was a sign bearing the name of the exhibitor. This was lighted by a row of electric lamps, and as all the signs were of uniform size and there were lights over each, a complete circle was formed by the lamps. The decorations of white and green hid the rafters of the ceiling, while the earth was covered by a plank flooring. The sides of the rink were done in green, so that the general effect was exceedingly pretty.

One of the first objects to strike the eye was the large 61-word sign of the Ogilvie Flour Mills Company. The two towers at the ends of the centre row of booths showed up very strongly, while more than one exhibit caught the eye

eries as was held in Montreal would have been missing one of the purest lines made. This same Crown Brand Table Syrup attracted considerable attention from housekeepers who visited the fair. Large glass jars, filled with the appetizing syrup, were placed on the counter and the clarity of the goods was remarked upon. Small samples, put up after the style of the 2 lb. and 5 lb. tins, which were elsewhere shown, were given away. Crown Brand is obtainable also in 10 lb. and 20 lb. tins, so that all demands may be filled. Benson's Prepared Corn Starch, which is a favorite line with up-to-date grocers, and Silver Gloss Starch, were shown in



Edwardsburg Starch Co.—Starch and Syrups.

built by contractors and the symmetrical appearance of the show is accounted for by this arrangement.

A central row of booths extended down the rink, a Martello-like tower at either end. Around the sides and at each end were stands of uniform size. There were exits and cross-aisles, located conveniently and as a result it was easy enough to handle the crowds. In all there were thirty-four exhibitors, besides which the booths were occupied by the trade press, while the general office took up two more. Every inch of available space was taken up and many firms desirous of getting in were refused for this reason.

### From the Gallery.

A beautiful view was obtainable from the gallery, as will be seen from the photo published. The thousands of lights used to illuminate the show

by its superiority over its fellows in some respect.

### Amusements.

Amusement was supplied those who sought it in the form of a moving picture show, which was conducted as a continuance performance, to the left of the entrance. Vander Meerschen's Band was in attendance also, while there was a Chinese restaurant in full operation. Possibly the latter should be considered more in the light of a necessity than an amusement.

### Edwardsburg Starch Company.

Few fairs worthy of mention run out their course without having in their number of exhibitors the Edwardsburg Starch Company. Take Crown Brand Corn Syrup as an instance. It is seen in every progressive grocer's store and to miss it at such an exhibition of gro-

artistically arranged pyramids, nicely offsetting the display of Crown Brand Syrup. Enamel Starch, which is another of the company's fast-selling lines, was seen in another part of the booth. Edwardsburg No. 1 White Starch in the large blue packages, used extensively for laundry work, recalled the grocery store in that there are few retailers who have not a space for this line which is called for so frequently. The booth of the Edwardsburg Starch Company was the stand making the north end of the centre row, and was located so that it was seen by practically everyone who entered the rink. Large crowds were observed around the three counters afternoon and evening. "Teddy" bears, with appropriate advertising matter, as well as masks, bookmarks, drawing books and cards innumerable were gratuitously given out during the ten days of the fair.

**Wm. H. Dunn's Lines.**

The first booth which the visitor encountered on entering was an imposing structure occupied by Wm. H. Dunn for the display of the different lines of food products which he handles as exclusive agent. Here, every afternoon and evening, Mr. Dunn could be found assisted by two or three of his salesmen, welcoming his friends, the retail grocers who visited the show, and supervising his staff of six demonstrators, who, with the different enticing table delicacies displayed before them, explained the various merits of the products to the visitors, who at all times thronged the

laws of nature, being kept in place by a transparent jelly. But what was most novel to the housekeeper was the excellent results obtained by Pure Gold salad dressing powder. A small package makes a pint of delicious salad dressing, and those who tasted the salads which the demonstrator had made up with this product, marvelled at the excellence and economy of this line.

**Cailler's Chocolate.**

First you tasted Cailler's Swiss milk chocolate, and if you had not previously been acquainted with the Cailler taste you would wonder at there being any-

world yearly about twelve million dollars' worth of milk chocolate; and the reason for the magnitude of this industry seems apparent, for Cailler's "tastes like more."

**E. D. Smith's Pure Preserves.**

E. D. Smith's pure preserves, jams and jellies next claim attention. The sight of the whole fruit in syrup is good to see (and better to eat), and the jellies so clear and sparkling are as tempting as the best that "mother used to make." It is gratifying then to learn that all this is accomplished with fruit and sugar alone. No preservative or



The Pure Gold Display.

stand, and who learned by actual test the advantage of securing the best in the eating line.

**Pure Gold Goods.**

A tasty exhibit is that of the products of the Pure Gold Manufacturing Co. This firm manufactures spices, condiments, flavoring extracts, cake isings, quick puddings, etc., but the lines chiefly demonstrated were the jelly powders and salad dressing powder. There were many fancy moulds of jelly displayed, and much favorable comment was caused by a number of cylindrical glass jars, in which several kinds of fruit were suspended, apparently at variance with the

thing so delicious in all the world. It is an easy matter, with that delicate sweetmeat tickling your palate, to conjure up delightful Switzerland, that little land of white-crested peak and green-swarded valley, of cleanly cattle browsing knee-deep upon the green slopes, of the trim, white-frocked peasant girls, who lead them to and from the milking. Here, under conditions of perpetual purity, in the centre of the Gruyere valley, famous as a producer of the richest milk in the world, this delicious confection is manufactured in the enormous factory of F. L. Cailler, which employs 1,800 people, receives daily over 30,000 quarts of creamy milk, and exports to the outside

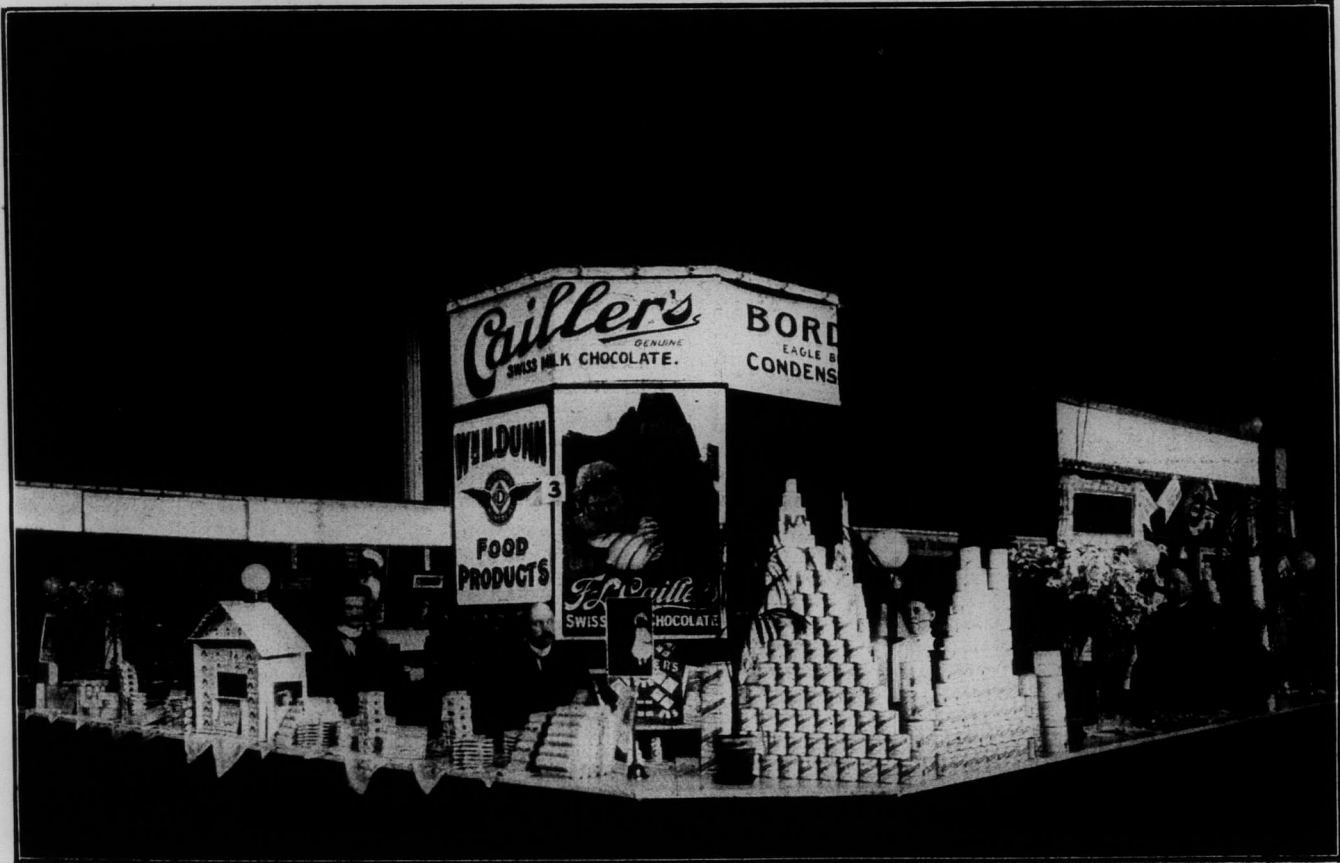
adulterant of any kind is used, and in these days of much adulteration and compounding in food products, the purity of these preserves is a boon to the consumer. E. D. Smith stakes his reputation and bases his bid for trade on the absolute purity of his products, and in this he is supported by the Government analysis of samples of all makes of jams, jellies and preserves. In bulletin No. 119, issued by the Department of Inland Revenue, there is some startling information to be found. Out of 182 samples collected, 153 were found to be adulterated and contain preservatives, only 29 being absolutely pure, and of these 29, ten were made by E. D. Smith,



THE CANADIAN GROCER



View of the Exhibition from the Gallery.



Cailler's Swiss Chocolate.

## THE CANADIAN GROCER

Winona, the balance being those of fourteen or fifteen small manufacturers throughout the country.

### The Tin Cow.

Next you come to a demonstration of the Borden brands of condensed milk and evaporated cream. You are probably somewhat familiar with the fame of Borden's Eagle brand condensed milk as a baby food, for it is celebrated as such throughout the world, is recommended by numberless physicians, and is championed by thousands of thankful mothers, so there is much justification for the

### Millar's Cheese.

Millar's Royal Paragon cheese, served on a cracker, proved to be a dainty and tasty morsel. It is the original cheese to be packed in white opal jars, and has never been equalled in quality by any imitation.

### Butter Scotch.

Kerr's Butter Scotch is a pleasant surprise. From an inspection before eating, it seems to be made after the style of British toffees, but on trial the memory of all other toffees fades away,

1st. They attach to the lighting circuit, being adapted to either alternating or direct current (any voltage) and no extra wiring is needed to install the machines in a store which has electric lights. To connect remove an electric lamp and insert the plug on the cord attached to the machine.

2nd. The machines weigh about 100 pounds each, and take up space 7 1/2 inches, therefore, are easily moved about. Coffee and meat can be ground in the window, on the counter, or anywhere you have an electric light.

3rd. The coffee mills grind two pounds



E. D. Smith's Pure Preserves.

claim of the Borden Company that more babies have been successfully raised on Eagle brand milk than on all other so-called baby foods combined. But you are probably not so familiar with their Peerless brand evaporated cream. In this product you find the milk is condensed by the evaporation process, and is thereby preserved without the aid of sugar. It is of about the consistency of rich, fresh cream and serves all the purposes for which cream is used. It is delicious used on berries or cereals, improves tea, coffee or cocoa, and whips perfectly. Diluted in three or four parts of water it makes a rich milk.

for Kerr's has a chewy deliciousness all its own, and surpasses all others.

### Royal Electric Coffee Mills.

Emory & Williams, 225 Coristine building, Montreal, Canadian agents for the Royal Electric Coffee Mills and Meat Grinders, furnished one of the most interesting and instructive exhibits of the show.

These handsome machines have daily ground coffee and meat and have fully established their place with the grocery and butcher trade as an economical, up-to-date store utility. Briefly and in part, the features of the machines are:

of coffee fine, coarse or medium, in one minute. One cent's worth of power will grind fifty pounds of coffee. Further, the mill is equipped with steel knives or cutters, which cut the coffee berry into uniform particles, instead of crushing it as by the ordinary process. This insures a stronger cup of coffee and more cups to the pound, since the little oil cells in the berry remain unbroken and the essential oil (which holds the strength and flavor) cannot evaporate and is preserved indefinitely. No dust in cut coffee means no mud in the finished product, but a strong, clear cup of coffee.

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## THE CANADIAN GROCER

4th. The Royal Electric meat grinders also operate from the lighting circuit—the No. A12 grinder on exhibition grinds 5 to 6 pounds of beef a minute, at an average cost of one cent's worth of power for 36 pounds of meat—small, compact and portable, it does the work of a stationary machine four times its size. Grinds Hamburg, sausage meat, suet, mince meat, etc. Larger machines sold.

Emory & Williams announce that they have placed a goodly number of machines during the exhibit, and consider the pure food fair has been a fortunate and excellent medium for the introduction of their machines, which are new in Canada. They invite inquiries and will be

Shown in this booth, besides The Canadian Grocer, were: Dry Goods Review, Hardware and Metal, Printer and Publisher, Plumber and Steamfitter, Canadian Machinery, Bookseller and Stationer, Busy Man's Magazine and The Financial Post.

### Other Exhibitors.

Shredded Wheat had a small factory in operation showing just how shredded wheat and triscuit are manufactured.

Quite a nice showing was made by the American Tobacco Company. Their Sweet Caporal cigarette advertising matter was everywhere visible. Many thousands of packages of Sweet Caporal matches were given away.

of a quarter of a minute the following words:

Royal Household Flour is made in the largest and best mills in the British Empire. Daily capacity 15,000



Borden's Condensed Milk.

pleased to furnish descriptive literature to those interested.

### The Canadian Grocer.

The meeting place of manufacturers, travelers, retailers, wholesalers, visitors and other parties connected with the grocery trade was the booth of The Canadian Grocer, No. 31. Here a display of The Canadian Grocer and other MacLean trade newspapers was made and business men who happened to spend half an hour at the show rarely failed to drop around to the booth of the MacLean trade newspapers to have a few words.

Bovril was there and many visitors to the exhibition were given a sample cup of this excellent fluid beef.

Lowney's cocoa and chocolate were demonstrated every afternoon and evening. Dainty cups of cocoa were served out to hundreds.

### Ogilvie's Royal Household Flour.

The story of Ogilvie's Famous Royal Household Flour was told in a unique and comprehensive way by means of a large electric sign erected over their exhibit, and which flashed out at intervals

barrels. Always ask your grocer for Ogilvie's Royal Household. A perfect flour for bread and pastry. Royal Household Flour is

## THE CANADIAN GROCER

uniform  
in quality,  
wholesome,  
nutritious.  
It costs  
more but  
it's worth  
far more.

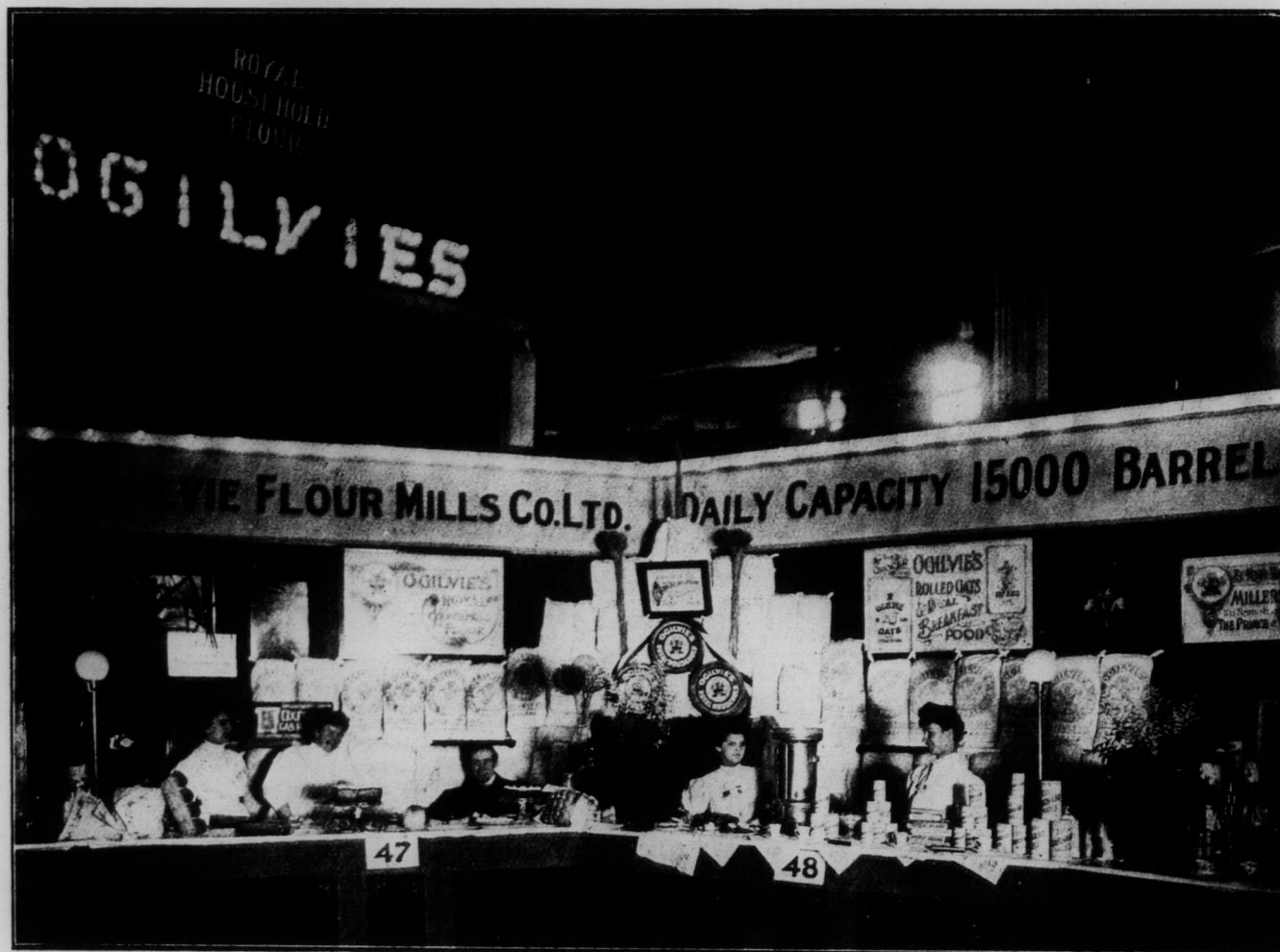
The excellence of the sign was admitted by all of the many thousands that visited the exhibition. It is doubtful if an electric sign has ever been seen in Canada which exhibited so many combinations of letters, for the whole thing did not embrace more than ten spaces. Hundreds of people stood for

short period of time into the most delicious loaves of home-made bread, rolls, etc., whilst the pastry cook also showed in a most capable way that this family flour was equally good in the production of pastry, cakes, etc.

The many ladies who visited the exhibition were particularly interested in this corner of the Arena, and numbers of them carried away some pointers which will doubtless be used to delight the palates of husbands, sons and sweethearts in the homes of Montreal and vicinity.

"Ogilvie's Book for a Cook," containing many useful recipes, were dis-

with gives a better idea of the magnificent display than any description can do. The semi-circle shape in which the exhibit was, gave splendid scope for effect. Two large arches on either side, with a smaller one of Gothic architecture between, towered high above any other exhibit in the building. These were skilfully decorated with bags of "Five Roses" flour, flags, etc., whilst barrels piled high on either side walled off the exhibit. Behind the arches were two magnificent pyramids built of bags of flour, also a most remarkable ball of gigantic proportions completely covered with bags of "Five Roses." This ball was eight feet in diameter. Along the counter in front visitors were reminded



Ogilvie Milling Co.

the several minutes that it took to tell the story, repeating the words and gazing in a sort of fascination at the wonderful changes evolved.

Nor was this the only part of the Ogilvie exhibit, for the firm had taken great pains to demonstrate the practical value of their flour. In the tastefully arranged booth in which the flour in its various neat forms of package was exhibited, was also arranged a complete kitchen with several charming young ladies, with elbows bared, busy in the task of bread and cake baking. Royal Household Flour was by these deft fingers created in a remarkably

tributed to the public as a souvenir of this most interesting and instructive exhibit. These books contain a large number of practical recipes, every one of which has been demonstrated in the kitchens of the Ogilvie Milling Co.

### Lake of the Woods Milling Co.

One of the most striking exhibits at the fair was that of the Lake of the Woods Milling Co., manufacturers of "Five Roses" flour, who spared no trouble or expense to make their display a most attractive one. The firm occupied the space of four booths in the southwest corner of the building. A glance at the photograph published here-

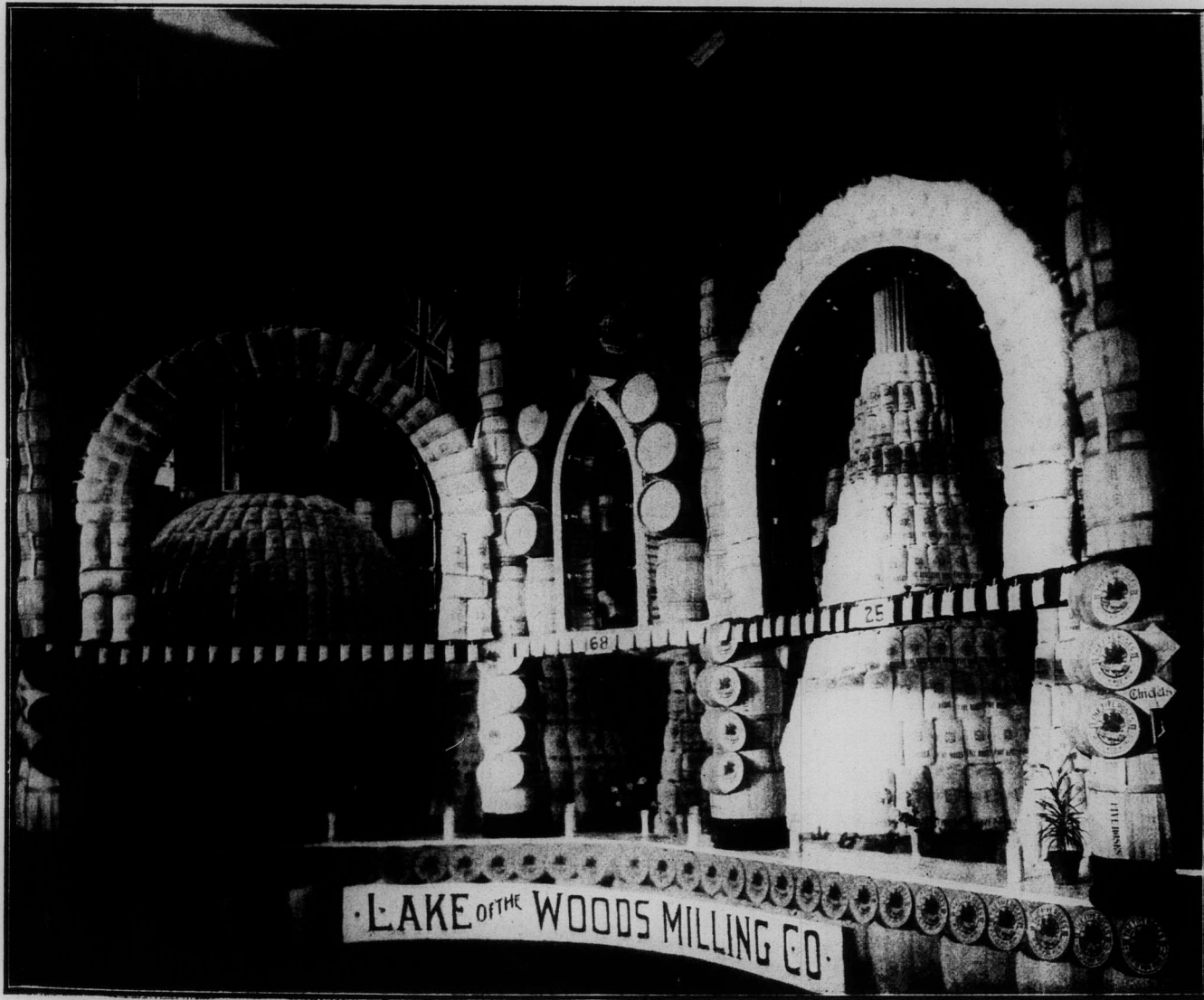
of their favorite flour by vases containing each five beautiful roses. Perhaps no souvenir of the exhibition was more in popular demand than was a little pin cushion distributed by the Lake of the Woods Company, a miniature of their "Five Roses" flour bag. At stated intervals during the afternoons and evenings these souvenirs were presented to visitors present and the public were piled up five or ten deep in their anxiety to secure one of the coveted treasures.

Nor was an appeal to artistic beauty alone, a part of the Lake of the Woods exhibit, for much useful literature was distributed to the visiting public in the way of cook books, recipes, etc., telling how "Five Roses" flour could be put to

THE CANADIAN GROCER



Montreal Packing Co's Corona Brands.



Lake of the Woods Milling Co.

## THE CANADIAN GROCER

practical use, in dozens of delightful ways, both for bread making and for cakes and pastry, for which it is equally known. The exhibit was an impressive one, both on the general public and also members of the grocery trade present, and will, no doubt, mean an increased business to the firm.

### J. Christin & Co.

A splendid display of aerated waters was made by this firm at the exhibition in the Arena. A good-sized booth was occupied in the northwest end of the rink, and here were shown the various

tractively decorated and would catch the eye at all times, but particularly in the evening when the clarity of the beverages was shown up very distinctly through an arrangement of electric lights behind the pyramids of the different brands. Good, catchy literature was distributed freely, one card being worthy of special notice. It read: "Are you on the water waggon (which was illustrated with a good comic cut) if so don't worry; drink Christin's ginger ale, soda water, etc. Excellent either straight or mixed." And it certainly is.

ing more and more popular. Japan teas were on display at the fair, the public being given an opportunity of testing the merits of the line. Kilechipur Indian tea was also there ready to be sampled. "M" brand, Japan tea, and Kilechipur Indian tea, will be in greater demand than ever, after the practical demonstration of their merits given at the exhibition. Mathewson's Sons' coffees, famous over Canada, were displayed also.

The old reliable Quaker Brand of canned goods was one of the most attractive lines shown. Seen under this



J. Christin & Co's Aerated Waters.

high class lines put up by the firm. Among the leading varieties might be mentioned: Christin's Belfast ginger ale, cream soda, lemon soda, strawberry soda, raspberry soda, lemon sour, blood orange, plain soda, sarsaparilla, champagne kola. These many different non-intoxicating drinks are put up in large screw-top bottles (20 ozs.), which are very easily opened and can be conveniently closed again if the contents are not all required at first opening. For family use these beverages are unsurpassed, particularly in these days of impure, and consequently dangerous, water. Most all grocers handle the goods of Christin & Co., as they are standards of excellence in their class. The booth occupied by the company was most at-

### Mathewson's Sons.

One of the oldest wholesale grocery firms in Montreal and in Canada had a double booth at the fair. Mathewson's Sons' business, which has been carried on successfully for seventy-three years, was well represented at this first real, live exhibition of groceries. This firm, a pioneer in the wholesale trade, a house which carried on a large business away back in the days before Canada was developed, has done a great deal one way and another, for the present grocery generation in this country. As an example might be mentioned Japan teas, which were introduced into Canada by this firm among the first. For years Mathewson's Sons advocated the use of Japan teas, and each succeeding year they say they find this line becom-

brand were canned peaches, raspberries, cherries, plums, haricots, and all sorts of vegetables. Mr. Joseph Gawne, of the Quaker Packing Company, was on hand to look after this department of the Mathewson's Sons' exhibit.

Two large pyramids of jams, jellies and marmalades attracted the attention of the fair patrons. These were made up from Robertson's Silver Shred Marmalade, manufactured from lemons; wild bramble jelly; ginger, pineapple and green fig marmalade; Golden Shred and Scotch marmalade and raspberry and strawberry jam. Also seen in Mathewson's Sons' booth might be mentioned Victory blue, trade mark registered, and Mathewson's pure spices; also Viceroy salmon, every can of which is guaranteed.

THE CANADIAN GROCER



Mathewson's Sons.



Cairns & Sons' Jams—Hudon, Hebert & Cie, Ltd., Canadian Agents.



Bon Ami, the Cleaner.

Fred H. Mathewson was in charge of the booth during the fair and some of the firm were there every night to see the crowds and to put in a good word for Montreal and for the exhibition in particular.

**Cairns' Jams, Jellies and Marmalades.**

Anyone in search of really good, pure food, in the way of jams, jellies or marmalades, did not find it necessary

to go farther than the booth occupied by Alex. Cairns & Sons, mfgs. of high-grade goods in these lines. A most attractive showing of purely-made jams and jellies was made by Hudon, Hebert & Co., sales agents for this firm, which has its head office and works in Paisley, Scotland.

In Cairns' specialties nothing but the very best fruits are used, and the best quality cane sugar is secured. Absol-

utely no coloring matter is put into the goods and every precaution is taken to see that their purity is the highest. Every year thousands upon thousands of dozens of bottles of Cairns' goods are manufactured in their large factory and exported to every part of the globe. In Canada they are selling particularly well, being pushed by Hudon, Hebert & Co. Raspberry, strawberry and every other line is obtainable. The chief sizes are: 1 lb. and 2 lb., in glass or tin; and 7 lb. tins. A beautiful, tall glass jar, 16 oz. net is one of the most attractive 1 lb. sizes.

**Bon Ami Soap.**

Bon Ami is pretty well known. It was given another large boost of publicity at the food fair just concluded. Hudon, Hebert & Co., agents for this cleanser, had a nice display in their corner of the rink. Bon Ami has been fifteen years on the market, and, as a very neat little card given away at the booth stated, "It hasn't scratched yet." For a soap of this nature, surely this is a claim, which, when substantiated, proves its superiority. And the claim can be substantiated in the case of Bon Ami because users never have anything to say about the soap except what is to its credit. Bon Ami is a scouring soap, a metal polish, a glass cleaner. It requires little water and cleanses without scouring off or wearing out the surfaces cleaned. Thousands of sample cakes were given away during the fair.

**Heinz 57 Varieties.**

Away back at the entrance door, looking down the rink the first thing to catch the eye was "57." The next object was an electric light Heinz pickle. Both were used in connection with the booth of H. J. Heinz Co., Pittsburgh.



Heinz 57 Varieties.  
40d



## THE CANADIAN GROCER

makers of the 57 varieties, which firm through their Montreal sales agents, Hudon, Hebert & Co., Limited, made a handsome and attractive display. It just happened that the color scheme of the fair management matched the Heinz pickles, being green, and as a consequence the artistic arrangement of the booth was made the easier. All the different lines manufactured by Heinz were shown in neatly arranged pyramids in the space occupied. Heinz beans, soup, apple butter, mustard dressing, horseradish, pickles, olives, India relish and other varieties were given their full share of publicity and were sampled by thousands during the course of the ex-

hibition. Readable literature dealing with the manner in which the various lines are manufactured and descriptive of one specialty or another was freely distributed.

### Pernot Biscuits.

No one who tasted the dainty biscuits handed out at the booth of Pernot's Biscuits went away without being convinced that this line was one of the best on the market.

Leon Fontanel, Canadian agent, with offices in Montreal, Victoria and Vancouver, was ever ready to give inquirers particulars as to the merits of the biscuits, and did a great deal to make

the name Pernot, as applied to biscuits, more widely known.

One of the largest concerns of this nature in the world is Pernot's. Five factories are kept going to supply the demand. Three are operating in Dijon, France; one at L'Isle-sur-Sorgue, and one in Geneva, Switzerland. The factories cover 45,000 square yards' space.

Demand for Pernot's biscuits in England and the continent is very large, and Mr. Fontanel hopes, with a continuance of their present hard work, to see the biscuits enjoying great sale in Canada. So far the selling campaign has been most successful.

Pernot's biscuits were awarded Grand

boxed lines are made, automobile boxes and other novelties.

Very attractive menu cards were given to visitors at the booth, as well as samples of the biscuits and considerable attractive literature.

### Ice Cream for the Multitude.

So large were the crowds that visited the exhibition it was not surprising that many found themselves wishing for something cool and tasty to relieve "that tired feeling" always obtainable in a crowd. The Imperial Ice Cream Company was on the spot with the goods to reach the right place. Thousands availed themselves of the opportunity of



Pernot Biscuits—Leon Fontanel, Agent.

Prix at Hanoi in 1902, and captured the same honor in St. Louis in 1904, while in 1906 they were judged beyond competition in Milan and Marseilles. In Liege, too, in 1905, they were out of reach of competition.

Almost any size package can be obtained. The lines displayed included half-pound, one-pound, two-pound, four-pound and nine-pound tins. It is worthy of mention that Pernot's biscuits are put up in hermetically sealed tins which are neatly wrapped. The biscuits are, consequently, certain of being kept in good condition for an indefinite period.

For the higher class trade many fancy

quenching their hunger-thirst and at the same time becoming acquainted with the specialties manufactured by the Imperial Ice Cream Company.

It is not every grocer that knows from experience what a good trade there is in handling ice cream. One has to learn. The Imperial Ice Cream Company manufacture specialties in ice cream galore. Over three hundred lines are obtainable from them. This will give some idea as to the variety offered.

Their ice cream plant is in operation winter and summer, to provide for parties, luncheons, banquets, afternoon teas, picnics, club and lodge meetings.

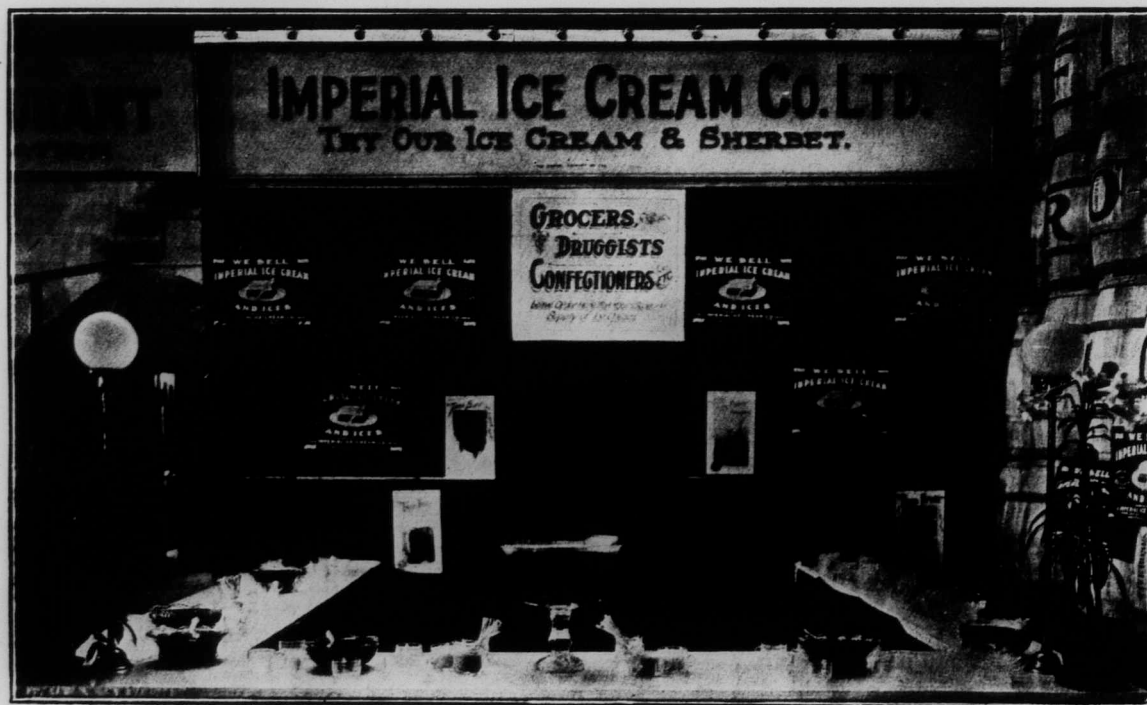
## THE CANADIAN GROCER

The immediate supervision of E. Middleton, one of the foremost ice cream makers in Canada, formerly head of the ice cream department of the Toronto and

once used. Any flavor is obtainable for the asking, at prices which may be obtained from the management on application to the Imperial Ice Cream Co.,

### Canadian Cannerns.

A very artistic booth was that occupied by the Canadian Cannerns. It was situated next the Administration Offices



Imperial Ice Cream.



Canadian Cannerns, Ltd.

Ottawa City Dairy Companies, ensures the quality of the goods turned out.

Imperial ice cream bricks, to sell at 30c., are very much in demand when

Mr. E. G. Roy personally superintended the arranging of the booth and looked after things generally during the fair. 25 Monte de Zouzve avenue, Montreal.

and was arranged in a manner which showed the time and labor spent upon it.

It is hardly necessary to mention what was shown—all the grocers are acquaint-

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## THE CANADIAN GROCER

ed with the lines manufactured by the Canadian Cannery. Still, the effort expended in setting up the display merits some reward. The brands shown were: "Aylmer Canada First," "Horseshoe," "Auto," "Log Cabin," "Little Chief," "Kent," "Simcoe," "Maple Leaf," "Thistle," "Grand River," "White Rose" and "Lion."

How many are there in the grocery trade who do not recognize these widely known brands? Certainly there are few, because the demand on the part of the consumers has made necessary the stocking of most of them in order to keep up with the times.

Demonstrators served tasty dishes of

jams, jellies, sauces, relishes and salad dressing.

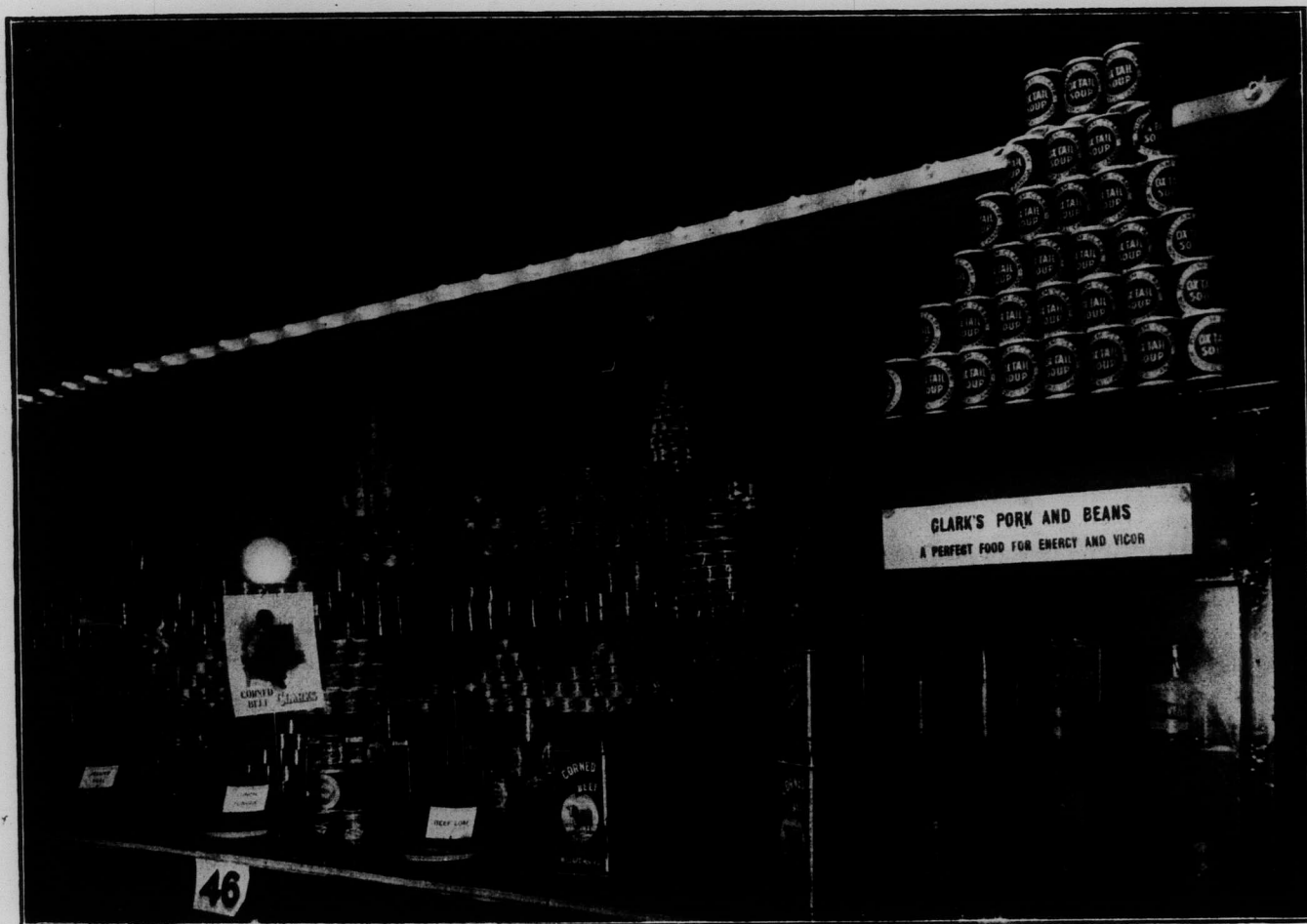
Photographs of the factory, showing the cleanliness in the packing establishment, were noticeable here and there, while flowers helped out the artistic effect.

Cecil Gordon, acting for J. Alex. Gordon & Co., sales agents for the Canadian Cannery, and Mr. Collins, Hamilton, from the head office, were always ready and willing to give visitors full information on the lines exhibited.

### Wm. Clark's Canned Meats.

At the north end of the building in the prominent central stand was located

shapes and sizes and all handsomely labelled. They proved an especial attraction at the food show, and even a modest selection will form an attractive part of any grocery store. Clark's meats are handled in all the grocery and general stores of Canada and consumed by a proportionate share of the community. Never yet has their excellence of quality been assailed. They form an invaluable adjunct to any household for the hasty luncheon, for the unexpected guest, for the summer outing and picnic parties. The firm recently enlarged their factory to cope with their vastly increasing business.



Wm. Clark, Montreal—All That's Fine in Tinned Meats.

"Aylmer" chicken soup and "Aylmer" tomato soup, also finer grades of peas, baked beans, fruits, jams, jellies, etc., to the thousands who visited the show during its progress. Another line much in demand was "Log Cabin" baked beans.

As stated, the Canadian Cannery's booth was one to attract attention. Two large crowns at the back of the booth, done in red and white, sheltered pyramids of canned goods arrayed on stands. Mirrors on the wall threw back strongly the reflection of the various lines shown. On the counter ledge were seen in neat piles "Canada First" and "Delhi Epicure" catsup, as well as "Aylmer"

a magnificent display of Wm. Clark's famous high class Canadian canned meats. Wm. Clark puts up no less than 87 varieties of canned meats. Each one is a relish in itself and each one is of the highest standard of quality attainable. A few leaders might be enumerated, such as Clark's cooked corn beef, veal loaf, English roast beef, Paragon ox tongue, mince meat, chicken soup, vegetable soup, sliced smoked beef, Geneva sausages, English plum pudding, pork and beans, pork and beans with Chili sauce, potted ham, devilled tongue. Each of these, and the many other brands, are done up in hermetically sealed tin cans of various

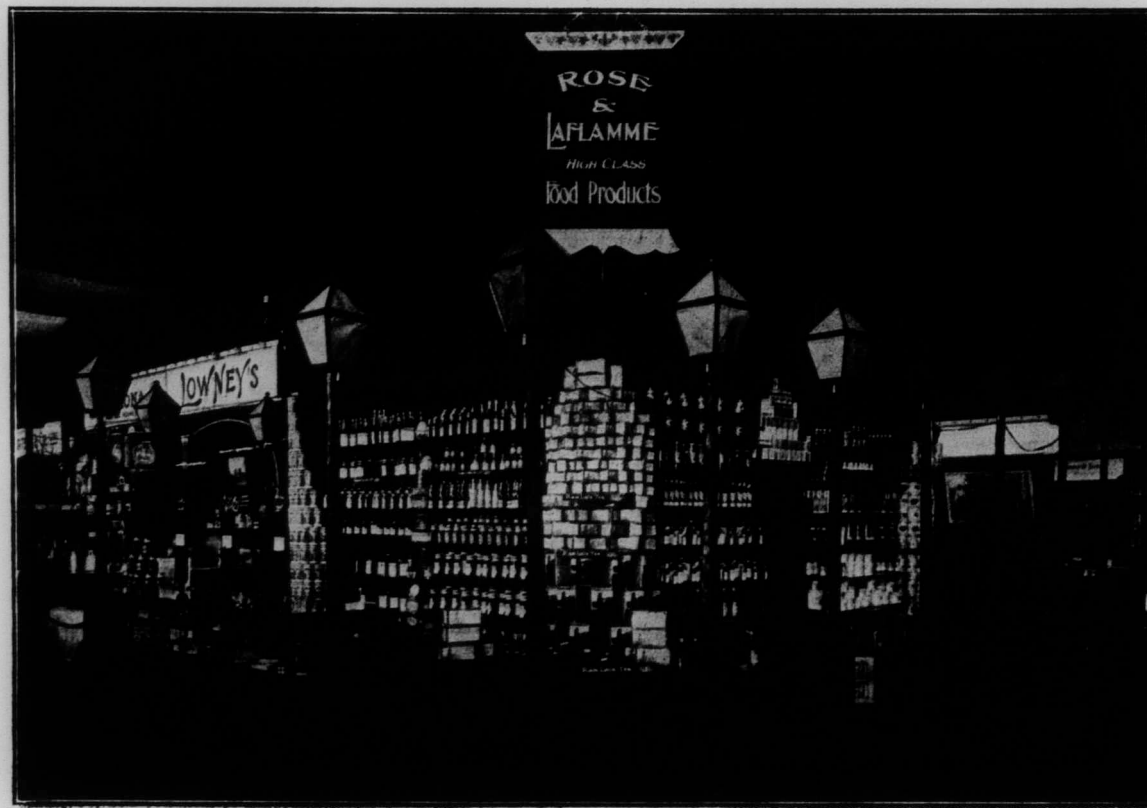
### Laporte, Martin & Co., Ltd.

As will be seen from the picture appearing in The Grocer, the booth in which Laporte, Martin & Co. displayed their goods was dressed in a very attractive manner. Carrying out the neatness of design and the good display ideas, there stands behind the outward show real quality in the various lines seen in their stand. Take, for example, Minerva olive oil. This was on view in one corner, and is certainly as pure as any olive oil obtainable. Each bottle, half-pints, pints and quarts, bears the certificate of purity after analysis of the French Government. Each bottle is put up in a neat carton, making a

THE CANADIAN GROCER



Laporte, Martin & Cie., Ltd.



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## THE CANADIAN GROCER

very pleasing package. Lipton's teas, in half-pound and one-pound tins, and Lipton's coffees, in one-pound, two-pound, and three-pound tins, occupied a prominent space in part of the stand, while high up on the tower in the centre were bottles of Vita fluid beef. This is a comparatively new line being pushed by this enterprising firm, and has been successfully sold up to the present. Vita is obtainable in one-oz., two-oz., four-oz. and twenty-oz. bottles. Millar's malt extract is another line for which Lapport, Martin & Co. are sales agents. This is a beverage much in demand wherever it is known, having attained much popularity through its excellent quality.

Hiawatha mineral water was supplied

most cosaques, fancy goods, stockings, Easter novelties and various lines of confectionery. With so many lines on hand it was possible to make a very attractive showing of the firm's goods. Huntley & Palmer's biscuits, in infinite variety, were exhibited, as was also an assortment of Cunningham & DeFourrier Co.'s potted meats, game, fish, pickles and other lines.

Ram Lal's pure Indian tea, the kind of tea that reaches the spot, was shown beside Cerebos salt. Samples of both were freely distributed, being eagerly sought for by visitors.

Among other lines exhibited were noticeable Paterson's camp coffee essence, much in demand wherever there are cof-

Fould's wheat germ meal; Aunt Jemima pancake flour; Cook's flaked rice and Malto rice; Laundry Rubber starch; Tanglefoot sticky fly paper; Parsons' household ammonia.

It will be seen that for variety and quality of goods exhibited it would be difficult to find a firm more worthy the attention of visitors. A large staff attended to inquirers, courteously answering all questions relative to the goods and handing out samples most liberally.

### The Canada Maple Exchange.

To the right of the main entrance was an exhibit, which, for the purity of the goods shown was unexcelled. This was the booth of the Canada Maple Ex-



Exhibit of Magic Baking Powder at Montreal Exhibition.

to many who were anxious to sample something good in the way of mineral water. Hiawatha is sold in the standard sizes of bottles, and can be secured in either still natural water or sparkling.

### A Unique Booth.

Unique, indeed, was the booth occupied by Rose & Laflamme, manufacturers' agents. It was seen in the north end of the centre row and one could not easily pass it by with but a glance.

The variety of the lines shown would have done credit to a wholesale grocery firm. One side of the square castle-like booth was devoted to Batger's goods, including jams, marmalades, candied peels, lime juice cordial, lemon squash, Christ-

fee drinkers; Artaud's olive oil in bottles and tins; Farrow & Co.'s specialties in English marrowfat peas, in packages, mustard, mushroom catsup; W. J. Bush & Co.'s English standard flavoring extracts, cluster and seeded raisins and shelled almonds, from Jose Segalerva, Malaga, Spain; Klaus chocolate, which is certainly the real thing; Goodwillie's Canadian fruits in glass jars; MacLaren's Imperial cheese and peanut butter, both tasty lines; Upton's jams, jellies and marmalades; Snider's tomato catsup, chili sauce and salad dressing; Campbell's soups; Ready-lunch shrimp and Cove oysters, put up by Baratavia Canning Co.; Fruit Pudding and Tap-po;

change. Mr. Small was fortunate indeed in obtaining a stand so well located, as it was one which the public visited as soon as they entered. A young lady was employed during the time the fair was in progress to demonstrate the manner in which Small's maple cream chocolates were dipped, and in this way people were shown the absolute care used to make cleanliness certain. Of the purity of the goods the trade is quite well informed. Blocks of pure maple sugar, maple syrup put up in small pails, and maple cream chocolates were also exhibited. Something which many noticed and remarked upon was the number of medals displayed by the manufacturers of Maple Leaf brand chocolates. Medals were there from Japan, Paris, Ottawa and many other centres,

## THE CANADIAN GROCER

all gained over exhibits of the finest goods in the world, a fact which speaks highly for the Canadian manufacturing trade. The Canada Maple Exchange was established in 1881, and since that time its progress has been steadily upward until to-day it holds a front place.

The Exchange, to overcome the difficulty experienced last year of being unable to supply the sustained demand through the winter, are storing large quantities at a temperature of 32 degrees. As a result of this, they expect to be in a position to meet the requirements of the trade early in February, 1908, with an article equal to newly-run sap.

### J. & G. Cox, Ltd., Edinburgh.

This firm, so well known for the last sixty years as manufacturers of the finest quality of gelatine, showed the latest improved and refined product in the form of powdered gelatine, or, as it is called, instant powdered gelatine. The special virtue of this article is that it dissolves more quickly than any other gelatine sold, that it is absolutely pure, that it can be prepared in a minute by the use of boiling water and without soaking required with all shredded and sheet gelatine, while every 6d. packet will make two quarts of rich jelly. The great advantage in using Cox's gelatine over the ordinary jelly powders, is both in economy and in the fact that it can be used for fifty different purposes, for making the most delicate jellies for invalids, for all sorts of gelatine confections, meat jelly, soup thickening, and every known purpose for which gelatine or isinglass can be used. There is no residue whatever when using Cox's gelatine, every grain of it is good, while it is prepared without the use of chem-



The Canada Maple Exchange Display.

icals of any kind whatever, and nothing more wholesome of the kind is produced anywhere. The enormous increase in the business of this firm in the last ten years has led them to put up great factories in Edinburgh and elsewhere and to-day Messrs. Cox are the largest producers of this article in the British Empire.

Cox & Co. are distributing free a cook book to all who apply for it and anyone applying by mail will have one mailed to them without expense. The cook book which they are giving away, is prepared by the celebrated chef, Oscar of the Waldorf-Astoria, New York. Cox's powdered gelatine has always been sold most largely in Canada, and can



Cox's Gelatine.

## THE CANADIAN GROCER

be obtained from any dealer of standing from one end of Canada to the other. The demonstration of the powdered gelatine showed the ease and rapidity with which it could be made up and the delicious jellies required no recommendation.

### A. Comte & Cie.

A comparatively new firm in Montreal grocery circles is A. Comte & Cie., which concern occupied a nicely arranged booth at the fair. Their specialty is coffees, and they offer to the trade some pretty fine lines for the prices they quote. At the Arena during the week and a half of the fair their goods were demonstrated and housewives were given the opportunity of testing the merits of St. Mare, La Creole and Java-Mocha coffees manufactured by this firm. Importers of French coffees, the firm also does a

the manufacture of extracts. Among the good agencies controlled by this firm are several for olive oil and chocolate.

At their booth in the Arena the very pretty red, white and blue packages of coffee attracted much attention. Augustin Comte, and his brother, Henri Comte, were one or the other, generally around to look after the booth.

### Tobler's Milk Chocolate.

With the enterprise characteristic of this firm, Maclure & Langley were well forward with their display of Tobler's milk chocolate. This booth was located in a busy corner to the left of the main entrance and was, perhaps, one of the daintiest booths at the exhibition. J. G. Gordon, the genial manager for eastern Canada, was in charge of the booth.

samples, believing that every person who once tried the delicious confection would become a customer. Grocers who have not this line in their show case should send for prices and samples.

### The Nugget Polish Company.

Though not, strictly speaking, a pure food, yet quite in keeping with a groceries exhibition and providing a pleasing variety from the majority of booths with good things to eat, was the exhibit of the Nugget Polish Company, Limited, which occupied a cosy corner on the right of the main entrance. This firm had on exhibit a very neat display of their splendid English shoe polish, over a year, and which has already taken a prominent place by reason of its excellent quality. The booth was in charge of A. R. Kent, Canadian sales



Augustin Comte & Cie.—Coffees, Teas, Spices.

thriving business is teas and spices. A good trade is theirs, and they are increasing it every week by giving fair treatment and excellent goods to all their customers. Another line handled by A. Comte & Cie., is baking powder which they dispose of in bulk.

But recently this company purchased the property on which their offices and warehouse are located, and will in the near future, remodel the premises to suit their increased business.

The building is a large three-storey structure, situated at 442-444 St. Paul St., in the heart of the wholesale district, and is a fine place for transacting such a business as is done by A. Comte & Cie. Shortly a coffee roaster will be installed and arrangements are being made for the equipping of a factory for

Despite the great increase in the number of milk chocolates which are being exploited upon the Canadian market, Mr. Gordon stated that never in the experience of the firm had business been so prosperous, and that Tobler's, with a greatly enlarged factory and increased staff, were still taxed to their uttermost to keep up with orders.

Tobler's milk chocolate, in addition to having an enviable reputation for quality, is put up in specially attractive packages in as many styles, to suit the taste of the most fastidious.

The booth was very artistically decorated with a display of their various show cards, hangers, etc., while the tasty packages were arranged in a manner most attractive.

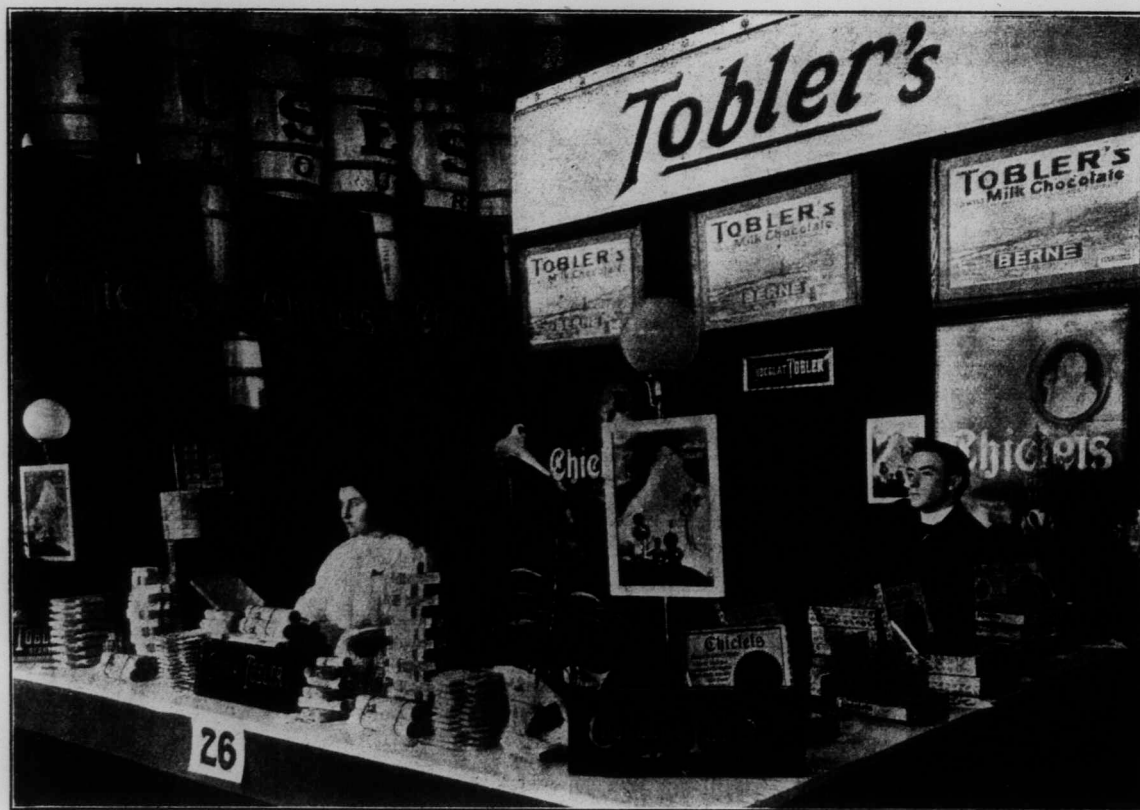
The proprietors were liberal in their

manager, who was kept busy demonstrating the qualities of the goods, especially in regard to its proof against water. Shoes shined with the Nugget polish form the proverbial "duck's back," upon which no water can stay. A basin of water on the front of the booth proved this to the satisfaction of all visitors. A lad in neat khaki uniform was also in attendance upon a chair where a free shine was provided for anybody who wished to avail themselves of the opportunity.

This Nugget Polish, in addition to being waterproof, does not rub off and will not even soil a clean towel, proving conclusively how valuable it is to which has been on this market a little anyone who wishes to avoid soiling clothes. The polish is being retailed at 10c. per tin and the grocers who visited the exhibition were convinced of the



The Nugget Polish.



Tobler's Swiss Chocolate.

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## THE CANADIAN GROCER

advisability of adding it to their stock, especially in view of the fact that it can be kept in stock without fear of its drying up and becoming worthless, neither will it freeze. The firm also manufacture a harness polish and a furniture polish in paste form, the latter retailing at 10c.

### Christie, Brown & Company.

The name of Christie, Brown & Co. is synonymous with good biscuits all over Canada. This firm had a very neat exhibit of their many lines occupying the space of two booths in the centre of the arena. A feature of Christie's biscuits besides their inner good qualities, is the attractive manner in which they are put up. The many handsome boxes with their glass faces through which were seen the large number of varieties, were arranged in artistic fashion tier

### Montreal Packing Company.

A booth which drew crowds afternoon and evening was that of the Montreal Packing Company. The pleasing manner in which the goods displayed struck the eye at first glance generally succeeded in attracting one to the booth to further inspect such goodly appearing lines. Quality has always been a study with the Montreal Packing Company, and they do not allow any of their lines to leave the packing house before being as perfect as their skill in manufacturing can make them. Several lines, hard to beat, were noticeable in the booth occupied by this firm. Corona breakfast bacon, pea meal and plain, was one of the lines shown. For breakfast this is a splendid article and grocers find that there is good demand for it. Put up in one pound packages, sliced, ready

pen in which were two young porkers only five weeks old. The idea conveyed was the care exercised in watching the process by which Corona goods are obtained. Nothing is too good for Corona and the gradual "process of manufacturing" from raw material to the finished article was amply demonstrated.

The Montreal Packing Company puts up everything that is good in smoked meats and any grocer on the lookout for high-grade products need not hesitate.

### Snowdon, Forbes & Co.

The bee is invariably the emblem of industry, and in choosing "Bee" as the name of their several excellent products Snowdon, Forbes & Co., Montreal, acted wisely. There are now ten Bees in this hive of industry, better known as follows: Bee starch, Bee ammonia powder,



Christie's Biscuits.

above tier, the whole contributing to a most attractive display. The firm manufacture no less than six hundred different lines and although only a small proportion of these were on exhibition, there was abundant room for variety. Their standard line is the well known zephyr cream soda biscuit, which is now retailed in neat little half-pound packages at 5 cents. A few other leading brands exhibited were their assorted sandwiches, water-ice wafers, Alexandria, social tea, cheese wafers, cafe noir, oatmeal, fruit ginger bread, arrowroot, fig bars, rusk, wafer rolls, reception wafers, home-made ginger wafers, etc.

Christie's infant food, which has had a remarkable sale, was also on exhibition.

For cooking, it is very convenient for housewives desiring to get a meal ready in a moment. Corona cooked ham, sweet, tender and juicy, no skin, no bone, and no waste, it always pleases, was on display. Packed in one-pound cartons, Corona sausage, Cambridge and Oxford, was a line which readily attracted and held attention. Bologna, Corona, has been pronounced by government analysis free from preservatives. A couple of lines which must not be forgotten are Corona kettle rendered lard and Corona creamery butter. These are obtainable in neat one-pound wrapped packages. The lard is sold in pails as well.

A feature of the booth was a small

Bee soda, Bee cornstarch, Bee borax, Bee baking powder, Bee tea, Bee coffee, Bee extracts and Bee jelly powder. For these brands Snowdon, Forbes & Co. have built up an enviable trade. Their reputation for first-class quality and moderate price has been envied by many but equalled by few. This firm was represented at the exhibition of groceries by a very neat display occupying the space of two booths. The various "Bees" were exhibited in most attractive style, while plants and flowers lent an air of variety and taste. This firm have recently made a wonderful hit with their Bee brand jelly powders, which they are putting up in neat cartons, six flavors to a box—raspberry, strawber-

## THE CANADIAN GROCER

ry, pineapple, lemon, cherry and nutto—the whole retailing for 25c.

The new line most certainly made an impression on the buying public, as the numerous orders booked with both the wholesale and retail grocers and the numerous packages bought by the consumer indicated.

Good advertising was also done for their other various lines at the exhibition. Altogether the firm are looking for an increased demand for their goods from every quarter.

### A Fine Exhibit.

Visitors to the exhibition could not help but be impressed by the magnificent

themselves, forming a glittering aggregation of crystal splendor. A few of the diplomas won by the firm were shown.

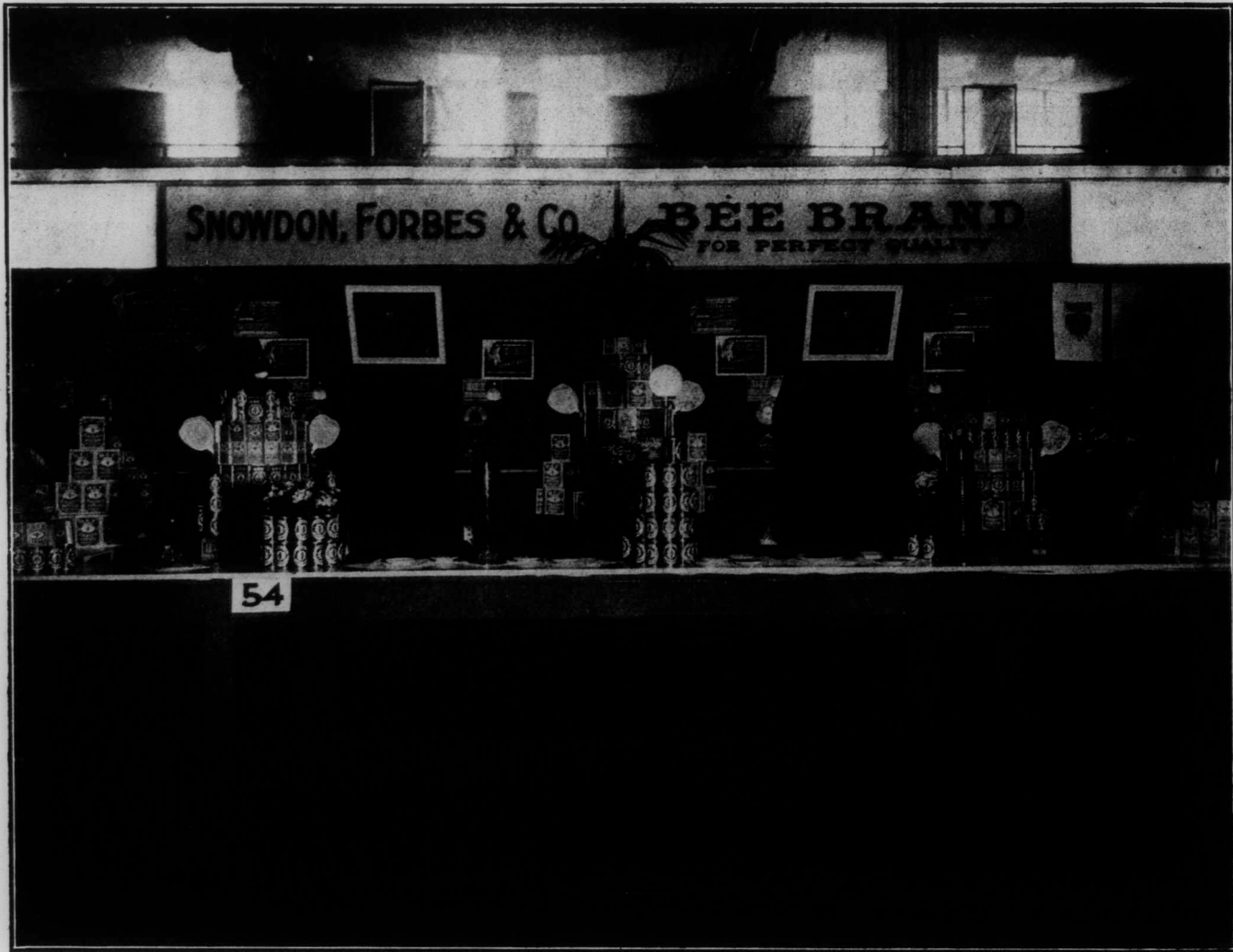
Charles Gurd & Co. have obtained gold medals at Paris, France; Ottawa, and Montreal; besides three silver and five bronze medals and eighteen diplomas at London, Eng., Chicago and elsewhere.

Among the goods shown were Gurd's celebrated ginger ale and its companion in popularity, Gurd's apple nectar, besides cherry phosphate, plain soda, sweet soda, lemon soda, cream soda, orange soda, lemonade, sarsaparilla, gin-

upon him for a few words. Mr. Winter was surprised at the excellence of the show and congratulated the management. In his opinion the time was rapidly coming when the real test of pure foods would be the manner in which they could be demonstrated at food fairs, before the public.

E. M. Trowern, secretary Retail Merchants' Association, from Toronto, said that he never believed it was possible to get up such a show and draw such crowds solely through the booths, without any outside, extra attraction. The fair was the finest he had ever seen and in his opinion, outclassed the exhibition held in Toronto earlier in the year.

M. Moyer, treasurer Toronto Retail



Snowdon, Forbes & Co's Bee Brands.

display of Charles Gurd & Co., Limited. Not only was it a revelation to the visitor to observe the great variety of the beverages shown by this firm, but the display itself, as to beauty of design and color, was impressively delightful.

Gurd & Co. have always advertised "Purity" as one of the distinguished features of their goods. It was easy to give them credit for excellence in this regard when the clearness of the liquids exhibited was seen. Their exhibit was in the form of a large pyramid with an arched background, the decorative effect being supplied by the goods

ger beer, seltzer, potash, Scotch kola, vichy, lithia, and the famous Magi Caledonia waters, for which the firm are agents. These goods are in syphons, cylinders, and all sorts of bottles.

### The Banquets.

Three banquets were held in all. There was one during the first week of the fair; a second on Tuesday, April 23, to the medical men of Montreal, and a third on Thursday evening, April 25. The last was the most important.

Chairman A. P. Murray, after the toast of "The King," introduced Mr. Winter, mentioned above, and called

Grocers' Association, did not quite agree with Mr. Trowern, that his home city was "skinned a mile," but he admitted the excellence of Montreal's fair. He said Torontonians concentrated their efforts upon their annual exhibition. Mr. Moyer thought that the grocers were the best class of men in any town. If they were not the right material they very quickly found it necessary to get out of the grocery business. They could not stand the strain. Short addresses were made by Acting-Mayor Giroux, Montreal; Councillor Murphy, Westmount; Ald. Levesque, and by the press.

Saturday evening Secretary-Manager J. A. Beaudry was presented with a

## THE CANADIAN GROCER

beautiful bronze clock by the exhibitors as a mark of their appreciation of his hard work. Mr. Beaudry deserves great credit for the part he played in the exhibition of groceries. He worked very hard and his courteous manner and willingness to oblige made things easy for everybody and won him many friends.

A great deal of praise is due the advisory committee, whose names are given. They all of them gave up much of their time to the work of the exhibition and it is due to their efforts that the fair was such a success.

The Advisory Committee:

A. P. Murray, Edwardsburg Starch

Ogilvie's sign cause a lot of talk. It was a good one.

Snowdon, Forbes & Co. gave away a lot of very pretty fans.

Attendance on the part of the clergy was large for such an affair.

A Chinese youngster about three years old, the much thought of son of one of the Chinamen connected with the restaurant, attracted quite a lot of attention.

The Montreal Packing Company displayed a couple of young porkers, which were fed on milk. One evening a couple of ladies asked what they were given to drink. Councillor Murphy overheard the

Peterborough, Hull and Brantford, was around one evening.

Thos. Owens, Quaker Packing Co., was around as usual.

The goods in all the booths were insured.

Every evening at 10.30 the Arena was taken over by the Dominion Burglary Guarantee Company until 10 a.m.

Aunt Jemima dolls were given away by Rose & Laflamme. Edwardsburg Starch Co. distributed Teddy bears by the hundred.

It would be a good idea next year to provide ventilation of some sort. The air was very hot and stuffy at times.

Brodie's silver polish was demonstrated.

There was a telephone exchange in full working order, as well as branch offices of C.P.R. and G.N.W. Telegraph Companies.

### MENU.

Banquet, Thursday Evening, April 18.

Bovril Soup with Triscuit Croutons.

Creamed Chicken in Shredded Wheat Baskets.

Canada Extra Green Peas.  
[Canadian Cannery Ltd.]

Olives and Heinz Pickles.

Cold Ham.  
[Montreal Packing Co.]

Triscuit and Butter.

Jellied Fruit Sandwich with Whipped Cream.  
[Cairns' Marmalade] [Pure Gold Jelly]

Triscuit and MacLaren's Cheese.

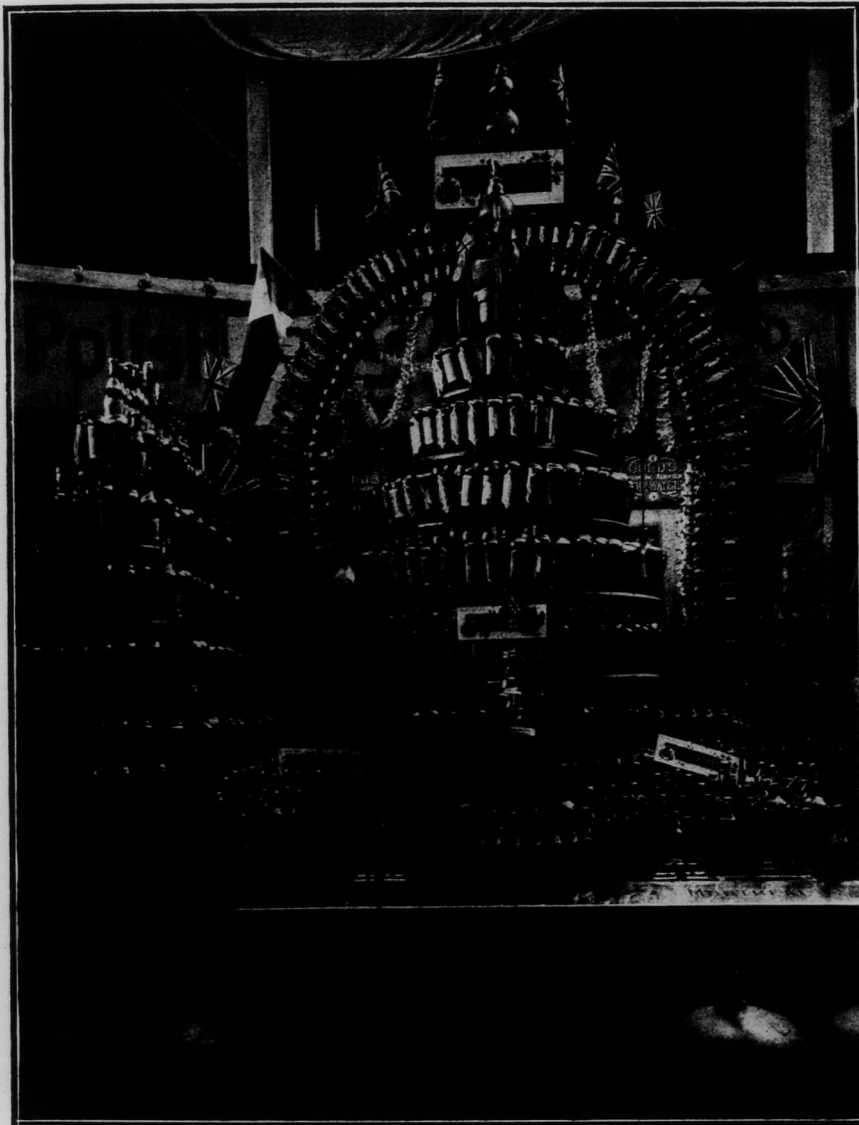
Shredded Wheat Ice Cream.  
[Imperial Ice Cream]

Huyler's Chocolate Triscuit.

Fruit.  
[Joseph Brown & Sons]

Mathewson Coffee. Lipton's Teas.

Hiawatha Mineral Water.



Charles Gurd & Co's Aerated Beverages.

Co., chairman; Col. A. E. Labelle, Ogilvie Flour Mills Co.; Harry Clark, of Wm. Clark; Albert Hebert, Hudon, Hebert & Co.; Jas. Ethier, Laporte, Martin & Co.; S. J. Mathewson, Mathewson's Sons; Wm. H. Dunn, W. S. Laflamme, Rose & Laflamme; P. Daoust, ex-president Retail Grocers' Association, Montreal; J. A. Labonte and J. A. Maynard, Montreal; J. A. Chabot, J. G. Chevalier, U. Carignan.

#### Samples Collected.

The official programme of the exhibition was neat, effective, and a credit to the management.

question, and promptly said: "They don't drink, ladies. This is Westmount."

A good many people did forget the Arena as located in Westmount.

J. A. Dumas, corner Sherbrooke and St. Denis Streets, took the pictures which appear in *The Grocer*.

Acting-Mayor Giroux, of Montreal, opened the exhibition. Quite a number of aldermen were noticed at the fair.

A. B. Paul, Jr., California Fruit Canners' Association, dropped off between trains to see the show. He thought it great.

M. E. Conway, the Geo. Matthews Co.,

#### LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 2, 1907.

BUTTER—Market steady. Supplies light.

CHEESE—Demand good at unchanged prices.

EGGS—Situation unchanged.

PROVISIONS—Featureless market.

# Success is Contagious

That's why all who handle Diamond Crystal Salt are building up a good business in this line.

"Diamond Crystal," that's the name for high-grade Salt for both table and dairy use. It's Salt that's all Salt.

<b>Barrels, 120/2 1/2 -lb. bags</b>	-	<b>\$3.25</b>
" <b>60/5-lb.</b>	"    -	<b>3.00</b>
" <b>50/6-lb.</b>	"    -	<b>3.00</b>
" <b>40/7-lb.</b>	"    -	<b>2.75</b>
" <b>28/10-lb.</b>	"    -	<b>2.75</b>
<b>Cases, 24 x 3-lb. cartoons, case</b>		<b>1.60</b>
" <b>24 x 2-lb. shakers</b>	"    "	<b>1.60</b>
<b>Barrels, 20 x 14-lb. bags, Dairy</b>		<b>3.00</b>
<b>Bags 28-lb.</b>	"    "	<b>.32</b>
" <b>56-lb.</b>	"    "	<b>.64</b>

## TOMATO CATSUP

Crescent Brand, jumbo quart bottles, the finest quality put out at the money. The Crescent Brand is really first-class quality at a very moderate price, \$1.45 doz., packed in barrels, 4 doz. each.

## SARDINES

If you wish something extra fine in quality, then buy Yacht Club 1/4s., 16/18 fish to a tin. Packed in the best of olive oil.

**Yacht Club Brand, 12 1/2 c.**

**Ludella**

Ceylon Tea

**Heinz's**

57

**Quaker**

Canned Goods

# H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

GROCERY TRADE NEWS  
OF NEW BRUNSWICK

St. John, N.B., April 29, 1907.

Now that the river is open and the steamers have started making regular trips, it is expected that there will be a lot of produce brought down and that prices will be considerably easier. Eggs are fairly plentiful and are now quoted at fifteen to twenty cents a dozen, but butter continues scarce and high. One reason for this is that practically all the old stocks have been sold and new butter is not yet offering in any great quantity.

\* \* \*

The present season has been very backward for gaspereaux fishing in the harbor. At this time last year a large number of the fish were being caught, but up to the present time this year the catch has been very small. The shad fishing season commences about the middle of May. At the present time there is just about enough fresh fish offering to supply local wants.

\* \* \*

The annual sale of the market tolls, stalls and city scales was held on Friday in the country and \$4,690 was realized. This is \$713.20 less than was obtained from last year's sale. The stalls were secured by the same merchants who had them last year. F. L. Potts paid \$4,135 for the privilege of collecting the market tolls. Last year O. B. Akerly paid \$4,400 for the privilege.

Although the provincial government has refused the request of the exhibition association for a grant of \$3,000 for an exhibition this fall, there will nevertheless be a fair, and it promises to be the best ever held in St. John. Through the efforts of B. R. Macaulay, of Macaulay Bros. & Co., prominent merchants and hotel men have subscribed liberally and it is expected that more than the requested grant will be raised. Premier Pugsley headed the list with a subscription of \$200. It is proposed to hold the fair about September 20th.

\* \* \*

Local merchants are greatly pleased at the announcement that the I. C. R. authorities are to make some improvements in the local conditions that will enable them to get delivery of freight quicker than heretofore. The congestion in the local yard has been a great drawback to business during the past winter. It is proposed to build another large warehouse and put in a high siding at York Point slip. This will be of great benefit, but there is a feeling among the jobbers that eventually the yard from Dorchester street to Gilbert's lane will have to be widened to allow of better shunting facilities. It is understood that this matter is now being considered by the railway authorities.

Frank White, of the White Catering Co., returned home Saturday after a three weeks' trip to Atlantic City and other amusement centres. While away Mr. White purchased a Ferris wheel, a merry-go-round, some automatic swings, and a shoot-the-chutes, all of which will be installed in Rockwood Park this summer. Fred L. Tufts, who recently disposed of his business in nuts and confectionery, will act as manager of the Rockwood Park interests for the White Co. The work of building pavilions, etc., will commence at once.

\* \* \*

The winter port business is drawing to a close. There is only one more steamer to arrive, the C.P.R. liner Montreal, from London and Antwerp, due on April 30. The season has been very successful, considering the drawbacks. The blockade of freight in the west has cut down the exports somewhat in common with other ports, but the imports show a large increase over previous years.

During the past week the schooner Montrose arrived with 600 packages of molasses and the schooner Water Witch brought 533 packages of molasses and 125 barrels of raw sugar, for the Crosby Molasses Company.

The case of L. G. Crosby vs. the King, in which judgment was given in favor of the Crown on the third of April, in the exchequer court, has been appealed to the Supreme Court of Canada. The details of the suit have been given in previous numbers of The Grocer.

THE LATEST ON THE MARKET

**Bee Brand Jelly Powder**

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

Our **Special Box** contains six flavors—

RASPBERRY  
STRAWBERRY  
LEMON  
PINEAPPLE  
CHERRY and  
NUTTO

but we pack any flavor required.

Write us for free samples and prices

**Snowdon, Forbes & Co.**

449 St. Paul Street

**MONTREAL**

**A Boy's  
Bank Account**

Any boy—in his spare time after school and on Saturdays—can earn in a few weeks enough money to start

**A Bank Account**

Write us and we will tell you how we will start you in business by providing you with capital.

Then you will make a good profit on every sale thereafter.

IN ADDITION

we will give you a watch for good work. Write at once.

**The MacLean Publishing Company,**

10 Front Street East, Toronto

## **CANNED GOODS**

If your stocks are low do not let that bother you. We can meet your wants in all lines. We've got the goods and the best at that. Note a few of the lines we are offering:

**CORN  
TOMATOES**

**PEAS  
STRAWBERRIES**

These are in short supply. We have a large stock of all, but our supplies are rapidly diminishing, so order at once while you can get deliveries. Our stocks are best Western pack.

Our prices are such as will interest all wide-awake buyers.

*Don't Forget the House*

# **L. CHAPUT, FILS & CIE**

Wholesale Grocers and Importers of Wines, Liquors, Teas and Coffees

**2, 4, 6 and 8 De Bresoles Street - Montreal**

## **There is no guess work or boasting about Red Rose Tea**

It is all and more than is claimed for it. By independent tea judges it is recognized as the best standard of quality and value in Canada.

**IF YOU BUY TEA FOR QUALITY AND NOT  
MERELY FOR PRICE, you will certainly buy  
Red Rose Tea if you test it against the others.**

**===== WILL YOU TEST IT? =====**

**Toronto Branch:**

**3 Wellington E.**

## **T. H. ESTABROOKS**

**ST. JOHN, N.B.**

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 2, 1907.)

A steady movement of all staple lines is reported by the wholesale houses, but there are no new features of interest. The railway situation is improving, but conditions are still the occasion of considerable complaint. Values are steady.

CANNED GOODS—There is a continued steady movement at steady prices. We quote:

	FRUITS.	
	Group No. 1	Group No. 2 & 3
Apples—		
3s standard, per doz.	1 29	1 27
gallons, per doz.	3 47	3 45
Cherries—		
2s, red pitted, per doz. case	2 41	2 39
Currants—		
2s, red, heavy syrup, per doz.	1 96	1 94
2s black	2 06	2 04
Gooseberries—		
2s, heavy syrup	2 31	2 29
Lawtonberries—		
2s heavy syrup	1 94	1 91
Peaches—		
2s yellow flats	2 06	2 04
3s	3 12	3 09
Pears—		
2s, F.B.	1 81	1 79
3s	2 39	2 37
2s Bartlett's	1 96	1 94
3s	2 59	2 57
2s Globe, light syrup	1 51	1 49
Plums—		
2s Damson, l.s.	1 34	1 31
2s Lombard, l.s.	1 39	1 37
2s Greengage, l.s.	1 44	1 41
2s Egg, heavy syrup	1 86	1 84
Raspberries—		
2s red, light syrup	1 69	1 66
2s black, heavy syrup	1 91	1 89
Pineapples, whole, 2 lb., per case	3 65	3 65
" sliced, 2 "	4 50	4 50
" grated, 2 "	3 85	3 85

VEGETABLES.		
Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
crystal wax, "	2 18	2 13
Corn—		
2s	2 13	2 08
Peas—		
(No. 4) 2s	1 98	1 93
(No. 3) 2s	2 18	2 13
(No. 2) 2s sweet wrinkle	2 28	2 23
(No. 1) 2s extra fine sifted	2 78	2 73
Succotash—		
2s	2 63	2 58
Beets—		
whole, "	2 08	2 08
sliced, "	2 28	2 28
whole, 3-lb., "	2 64	2 64
sliced, "	2 84	2 84
Spinach—		
2s, per doz.	3 13	3 08
3s	4 09	4 04
gallon, per doz.	11 10	11 10
Asparagus per doz.	2 89	2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
refugee	1 98	1 93

MEATS.		
Pork and beans 1s, per doz.	1 25	1 25
" 2s, "	1 90	1 90
" 3s, "	2 60	2 60
Clark's 1 lb. plain, per case	2 25	2 25
" 2 " " "	1 80	1 80
" 3 " " "	2 25	2 25
" 1 " tomato sauce, per case	2 25	2 25
" 2 " " "	1 80	1 80
" 3 " " "	2 25	2 25
" 1 " Chili " "	2 25	2 25
" 2 " " "	1 90	1 90
" 3 " " "	2 25	2 25
Soups, per doz.	1 25	1 25
Canned chicken (Man. Can. Co.) per doz	3 25	3 25
" turkey	3 25	3 25
" chicken, per doz	3 30	3 30
" turkey	3 30	3 30
" duck	3 30	3 30
Corned beef " 2s per case	2 75	2 75
" 1s " "	2 55	2 55
" Man. Can. Co. 2s per doz.	2 50	2 50
" 1s " "	1 35	1 35
Roast beef (Man. Can. Co.), 2s, per case	2 50	2 50
" (Clark's), 1s, per doz	2 75	2 75
" 2s " "	2 55	2 55
Potted meats, 1s, per doz.	0 55	0 55
Veal loaf 1 lb., per doz.	1 25	1 25
Ham loaf 1 lb., "	2 50	2 50
" 1 lb., "	1 25	1 25
Chicken loaf 1 lb., "	1 85	1 85
" 1 lb., "	3 50	3 50
Lunch tongue 1s, "	3 65	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80	1 80
" 1-lb. tins, "	3 10	3 10
" 1-lb. glass, "	3 35	3 35
Chipped " 1-lb. tins, "	1 45	1 45
" 1-lb. tins, "	2 50	2 50
" 1-lb. glass, "	3 05	3 05

Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25
Corned beef 1-lb. tins, per doz.	1 55
" 2-lb. " "	2 75
FISH	
Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, " "	4 00
" cohoes, " "	5 75
Lobsters (new), 1-lb. flats, per case	16 50
" 1-lb. tails, per case	10 50
" 1-lb. tails, per case	15 00
" flats, per case	15 50

SUGAR—The market is reported firm. We quote:

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

SYRUPS AND MOLASSES—Quoted as follows:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" 5-lb. tins, per 1 "	2 65
" 10-lb. tins, per 1 "	2 45
" 20-lb. tins, per 1 "	2 50
" barrel, per lb.	0 03
" Sugar syrup, per lb.	0 03
Beaver Brand, 2 lb. tins, per 2 doz. case	3 10
" 5 " 1 "	3 60
" 10 " 1 "	3 30
" 20 " 1 "	3 20
Barbadoes molasses in 4-bbls, per gal.	0 40
New Orleans molasses in 4-bbls, per lb.	0 03
Porto Rico molasses in 4-bbls, per lb.	0 04
Blackstrap, in bbls., per gal.	0 31
" 5 gal. bbls., each	0 33
" 2 25	2 25

COFFEE—

Whole green Rio, per lb.	0 10
" roasted " per lb.	0 12
Ground roasted Rio	0 13
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
Maracaibo	0 19
Choice Rio	0 17
Pure	0 16
Seal Brand (C & S) in 2-lb. tins, per lb.	0 33
1-lb.	0 33
Local Blends—	
Mocha and Java in 2-lb. tins, per lb.	0 23
1-lb.	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09
" 2s " "	0 08
" 12 oz. pkgs., per doz.	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal. pail	70
3 " "	1 80
" " "	2 75
Crock	65
Bottles, 18 oz., per doz.	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 85
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz.	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	60
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz.	2 25
" 20 " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz.	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS — No change in price. We quote:

Sultana raisins, bulk, per lb.	0 13
" cleaned, "	0 14
" 1 lb. pkgs.	0 16
Table raisins, Connoisseur clusters, per case	2 80
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian, "	5 25
Connoisseur clusters, 1 lb. pkgs, per case (20 pkgs.)	3 35
Connoisseur clusters, boxes (5 1/2 lbs.)	0 80

Valencia raisins, f. o. s.	1 75
" selected	1 85
" layers	2 10
Trenor's Valencia raisins, f. o. s., per case	2 70
" selects	2 85
" layers	2 96
California raisins, muscatels, 2 crown, per lb.	0 10
" " 3 " "	0 10
" " 4 " "	0 10
" choice seeded in 1-lb. packages	0 10
" fancy seeded in 1-lb. packages	0 10
" per package	0 10
" choice seeded in 1-lb. packages	0 10
" per package	0 10
" fancy seeded, 1-lb. packages, per package	3 10

Prunes 100-120 per lb.	0 04
" 90-100 "	0 05
" 80-90 "	0 05
" 70-80 "	0 06
" 60-70 "	0 06
" 50-60 "	0 07
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb.	0 07
" dry cleaned, Filiatras, per lb.	0 07
" wet cleaned, per lb.	0 07
" Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 08
" Vostizzas, uncleaned	0 08
Hallowee dates, new per lb.	0 06
" in packages, per lb.	0 07
Figs, cooking, in tannets, per lb.	0 05
" in sacks	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" glove boxes, per box	0 09
" square boxes (12 oz) per box	0 08
" 1 lb baskets, per basket	0 15

Apricots, choice, in 25-lb. boxes, per lb.	0 21
Apricots, standard in 25-lb. boxes, per lb.	0 21
Peaches, choice, per lb.	0 15
Peaches	0 15
Pears, choice (halves), per lb.	0 13
standard	0 13
Plums, choice (dark pitted) per lb.	0 14
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10 1/2 to 11c. per lb., and dried at 9 1/2c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

CANDIED PEELS—

Lemon, per lb.	0 13
Orange " "	0 13
Citron " "	0 24

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

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" 5-lb. tins, 1-doz. case	5 40
" 10-lb. " 1/2 doz. "	10 80
" 60-lb. " per lb.	0 14

RICE, TAPIOCA AND SAGO—Japan rice has been reduced to 4 1/2 cents per lb., We quote:

Japan rice, per lb., cwt. lots	0 04
" 50-lb. lots	0 04
Rangoon rice, per lb.	0 04
Patna	0 04
Tapioca, per cwt.	7 50
Sago, per lb.	0 04

NUTS—

Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" in small lots, per lb.	0 11
Filberts	0 11
Peanuts	0 13
Jumbos	0 15
Walnuts, new, Grenoble, per lb.	0 1
" Marbots	0 1
" shelled, "	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 26
Brazils, per lb.	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb. sacks, per sack	1 85
" 40 " "	0 22
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 60

EGG CASES—In good demand at following prices:

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown, per case	1 70
" white	1 85

J. W. Cowan, of Cowan & Co., with family, left Toronto on Thursday night and intends to sail on the 4th inst. for an extended trip through England, Germany, France and Italy. The Grocer wishes them a safe and pleasant trip.

**INSPECTION OF MILK.**

The Private Bills Committee of the British Columbia Legislature has refused the city of Vancouver authority to inspect, through its medical health officer, farms whence comes the city's milk supply, and to refuse admission to the city of milk from farms that do not pass such inspection. The committee held a private discussion and confirmed their conclusion that they could not give the city power to prohibit the importation into the city of milk from farms or other places not previously inspected and certified by the city medical health officer.

"We rejected a similar clause last year," said Chairman Bowser, "because we did not think it right to give the medical health officer power to go outside the city limits in his inspection."

"The trouble is," said Mr. McEvoy, representing the city, "the provincial health inspector only goes around about twice a year, and that is not sufficient where the health of the whole city of Vancouver is at stake. Owing to the flat lands and poor drainage on Lulu Islands the sanitary conditions of farms there are apt to be very inefficient. If the city were given power to inspect and certify the source of supply it would save much trouble. There is no power so potent to affect the health of the city as the milk supply."

Chairman Bowser considered that this would be giving excessive power to the city medical health officer, as under this provision he would have the right to inspect farms on Lulu Island, Dudeney, and as far as Chilliwack.

"It would be intolerable to give Vancouver this power," said Mr. Jardine; to which Mr. Robertson replied: "It would assist those farmers who were trying to carry on their business in a clean and wholesome fashion. The only ones who would suffer would be those who kept their premises in a dirty condition, and it would be only right that they should suffer."

It is probable that Dr. Underhill, medical health officer for Vancouver,

will be made a provincial officer in order to give him power to inspect milk coming from neighboring districts for city use.

**A CALENDAR WITH A MORAL.**

From the Surprise Soap Company comes a copy of their latest calendar, which is really more than a calendar, being, in point of fact, a moral and pathetic allegory. It represents three highly-colored individuals, two of whom, washing operations having been temporarily suspended, are about to exchange an osculatory embrace with every sign of mutual satisfaction.

The transitory and evanescent character of all human bliss is typified in the approach of a third figure, evidently the incensed parent of the young lady, who, with righteous indignation, has been a silent and wrathful witness of her daughter's amours from the middle distance. Fate, swift, powerful and unrelenting to the evil-doer, is exemplified in her uplifted hand, and the rest is mere prophecy. It is safe to assume, however, that the washing in that particular household was improved considerably in speed, thoroughness and general efficiency by reason of this little contretemps, and that in the future Sambo met his Dinah at the back door after much careful reconnoitering as to the whereabouts of the enemy.

**CURRENT SHIPMENTS.**

Of last year's currant crop in Greece 181,644,096 Venetian pounds were exported by January 1, 1907, against exports of 155,634,078 pounds the year before. As usual, about two-thirds of the crop, more than 121,000,000 pounds, went to England. The United States still held second place, taking 21,000,000 pounds, while the trade with Germany and Holland shows still further decrease, and that with France amounted to only about a third of the amount shown at the end of 1905. Japan appears in the list for the first time.

**PERSONALS**

E. C. Winfield, Calumet, Que., was in Montreal last week.

Arthur Gaudet, of St. Marie Salomee, general store, has assigned.

John Morrow, of Warden, general store, has sold to N. F. Shores.

H. F. Ferguson, Fort Erie, says business pretty good with him.

J. A. Laycock, Meaford, has gone on a trip to the Southern States.

R. A. Dutton, Peterboro, was in Toronto last Thursday and Friday.

Mr. Beatty, of Beatty & Ramsbottom, Alliston, was in Toronto last week.

T. Coulter, Port Robinson, is still busy with his gas wells. He has a bonanza.

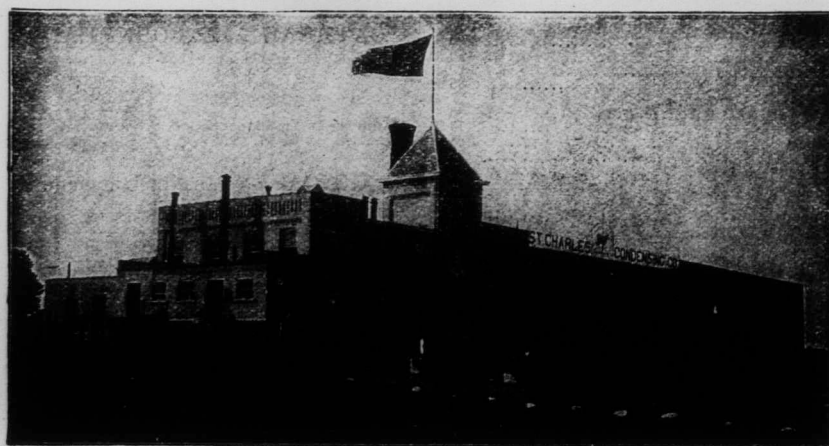
Fred. S. Crosby, of the Crosby Molasses Company, Halifax, spent some time in Montreal recently.

M. E. McFarlane, one of the progressive grocers of Campbell's Bay, Que., was in Montreal during the week.

Ed. Hacker, Beachville, was married last week. He and his bride went on a short honeymoon trip. While he is not the kind to stay away long from business—one reason why he is doing so well—he will go a merry clip while he is away.

J. H. Gardiner, of Sugars, Ltd., Montreal, took time to pay a rush visit to the Toronto office of The Grocer last Saturday. It's hard to get him to talk of anything but Sugars, Ltd., and the growth of this industry. Business was up to the highest capacity notch.

Bryan Spike, for nine years manager of S. A. Gray & Co., Meaford, left on Tuesday for Carman, Man., where he will take charge of a grocery business. He leaves many friends in Meaford who wish him every success. His successor with Gray & Co. is E. Ellis, formerly with W. F. Ellis, Meaford.



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.**

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



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



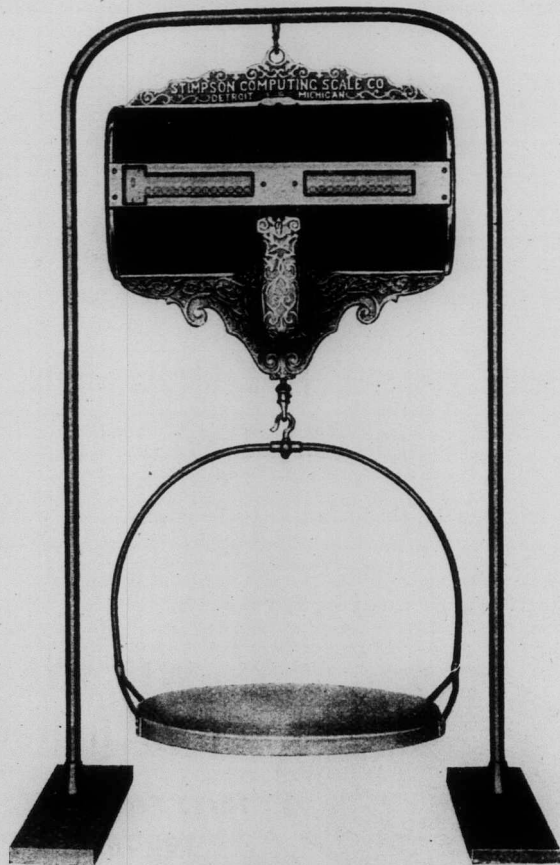
*Gold Standard* JAVA & MOCHA  
**"THE-CHAFFLESS-COFFEE"**

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

Write us for Samples and Prices

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

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



Sold on Easy Monthly Payments.

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

Before buying

**SALT**

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.

*It pays to have proper connections in*

**The West**

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

Consign your cars to us and please your customers.

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

*Charges Reasonable*

*Satisfaction Guaranteed*

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

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East

**WINNIPEG, MAN.**

## The Superior Quality

of our

### Mild Cured Hams

### Boneless Breakfast Bacon

### Skinned Smoked Backs

meets the most exacting requirements of your customers.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

# HAMS

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

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

HAMILTON

LIMITED

WE INVITE THE PUBLIC  
TO VISIT

OUR EXHIBIT

AT THE

ARENA, Montreal

APRIL 15-27

**CORONA**

HAMS, BACON,  
LARD, PRODUCE, Etc.

CUT OUT THIS AD.

Customer presenting at our office  
will receive

COMPLIMENTARY TICKET

**The Montreal Packing Co.**

LIMITED

MONTREAL, P.Q.

## That Brand

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



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

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



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

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

# DAIRY PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

Cheese is not yet the interesting article it generally becomes in the spring of the year. There is some business being done with the old country, but prices asked by local men are too high as a rule to tempt buyers on the other side to make very large purchases. The English importers seem to be taking up only such cheese as they must have to fill immediate requirements.

The make up to the present has not been particularly large. The backward spring is the cause of this state of affairs. Usually at this period the factories have turned out a good quantity of cheese. This year they have not produced nearly so many boxes as in former years.

However, the make is increasing a little each week, and once all the factories get down to real hard work there will be plenty of cheese obtainable.

The question of when prices will be down to such a basis as will permit of a good export business is another matter. Time will show.

Local trading in cheese is but fair. There is still some old cheese offering at prices which are well maintained. The new article is quoted at figures which have not changed materially for some time. There is no possibility of lower figures until the make increases quite a bit, and this will not be possible for a week or ten days at any rate.

Butter continues very firm, but lower prices are still anticipated. It will be remembered that last week it was predicted that prices should be lower in the course of a few days. It was then confidently expected that dealers would be asking lower prices. Subsequent developments made a decline out of the question.

In the first place the expected increase in receipts did not materialize to the extent anticipated by most people. Again, demand kept up and all the butter arriving has been disposed of very quickly. Another fact tending to keep prices from falling is that quite a lot of new butter was shipped to New York, where the market ruled very high at the time. It will be seen that one way and another events worked out to keep prices at their present level.

Old butter is nearly all cleaned up. There may be some few lots of bakers' butter obtainable, but outside of this there is not much.

New butter arriving continues almost all creamery. There is very little in the way of dairy except a few large rolls, which are quickly taken up for shipment to the west.

Canadian butter has no attraction for English dealers yet. From reports received it is seen that receipts of butter, principally Australian and New Zealand, are quite above the consumption, and, as a result, the market is sagging.

## THE PROVISION SITUATION

There isn't any striking change in the provision situation this week. The price for live hogs is the same as last week, 6.15 f.o.b. country points, but some of the smaller buyers, who the large packers describe pleasantly as "having no export trade, and therefore no responsibility in regard to the market are paying as high as 6.40." In the view of the exporting packer, who has been losing 4s. to 6s. a cwt. on his shipments overseas for months, this responsibility is a rather serious matter. His outlook is not improving, for the Old Country market declined 2s. last week, and latest cables promise a further decline this week. Danish deliveries continue as heavy as ever, with a promise of continuing at the present rate. This, combined with decreased supplies of Canadian, has brought the prices of Danish and Canadian to about a parity. If the price of live hogs in Canada were to decline to 5.75 the packer would just about break even on the market as it is at present. American shipments of bacon to England are about 45,000 hogs a week, about as much as Canadian and Danish together. However, it is Danish that is the determining factor in the market and the Americans as well as Canadians are losing money in the English market today.

Big and little dealers, however, look forward to a very active summer trade in Canada, though there has not been as yet any marked increase in demand. The great amount of railway construction will itself entail a large consumption. For some months now most of the large eastern packers have been doing a nice trade in the Northwest, a market heretofore largely supplied from Chicago.

Deliveries of live hogs in Canada last week ran about 21,000, a little larger than before.

## PROVISION MARKETS

### MONTREAL.

PROVISIONS — With the opening of navigation there is a noticeable increase in the sales of bacon and lard. Hams are going fairly well, but they will not be in great demand before warmer weather sets in. Prices have not changed.

Lard, pure tierces	0 12	0 12½
" " 56-lb. tubs	0 12½	0 12½
" " 20-lb. pails, wood	0 12½	0 12½
" " cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12½
" " 5-lb.	0 12½	0 12½
" " 3-lb.	0 12½	0 13

Lard, compound tierces, per lb.	0 09½	0 09½
" " tubs	0 09½	0 09½
" " 20-lb. pails, wood	2 00	2 05
" " 20-lb. pails, tin	1 90	1 95
" " cases, 10-lb. tins, 60 lbs. in case	6 00½	6 10
" " 5-lb.	0 10	0 10½
" " 3-lb.	0 10	0 10½
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb.	0 15	0 16
Hams	0 13½	0 16
Extra plate beef, per bbl.		14 00

BUTTER — Receipts of butter are limited. Dealers expect lower prices and are buying only for immediate use. Most butter received arrives by express to-day and is sold to-morrow. As may be imagined, the market is pretty bare in consequence. Prices are around the same level as those quoted last week, but it is only a matter of time when they will be lower. Some lots were shipped to New York recently and this fact tends to keep the local market firm. Old butter is well cleaned up. There may be a few odd lots of bakers' for sale around 18c. and 19c., but outside of this there is little.

New creamery, choice, boxes	0 25	0 26
" " pound prints	0 25½	0 27
Large rolls	0 21	0 23

CHEESE—Cheese is rather firm this week. The market is not over supplied with stock. New cheese is not yet arriving very freely and there is not a great deal of old obtainable. For the new article dealers are asking anywhere from 12c. to 13½c. Prices asked for old are around 14c. and 14½c.

EGGS—Eggs are steady. More business is being transacted this week than last. Prices in the country are a little firmer than they were last time of writing. Receipts are quite large, greater than the consumption, and as a result considerable quantities are being put into storage. For selects some are asking 20c. No. 1 bring 18c. and 19c.

HONEY — Practically no business is being done in honey. Most houses have not had a sale to report for the last week or ten days. Their customers are buying maple syrup instead. Prices, as a consequence, are quite unchanged.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

### TORONTO.

PROVISIONS—The demand for pork products seems to be increasing slowly. Prices are inclined to be a little easy. This is because the large exporting packers, having reduced their output to England, have been increasing their domestic stocks. The opinion is expressed, however, that the demand this coming summer will provide an outlet for all pork products held here. The high price of beef will have something to do in bringing the prophecy true.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Small hams, per lb.	0 15	0 15½
Medium hams, per lb.	0 14½	0 15
Large hams, per lb.	0 14	0 14½
Shoulder hams, per lb.	0 11	0 11½
Backs, plain, per lb.	0 15	0 15½
" " pea meal	0 17	0 18

**BUTTER, CHEESE, EGGS**  
 If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.  
**B. H. POWER**  
 218 ARGYLE STREET, HALIFAX, N.S.

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

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

 **WILSON'S**  
**Fly Pads**

**Money Saved** does not always mean the dollars you put in the Bank, it applies as well to buying right, buying lines that can be quickly turned into money—like

**Clark's Pork and Beans in Chili Sauce**  
**and Sliced Smoked Beef**

**Business Grows**—with up-to-date Grocers who handle Clark's Meats and Beans.

Heavy mess pork, per bbl.....	20 00
Short cut, per bbl.....	22 50 23 50
Lard, tierces, per lb.....	0 12 0 12 1/2
" tubs.....	0 12 1/2 0 12 1/2
" pails.....	0 12 1/2 0 12 1/2
" compounds, per lb.....	0 09 0 10 1/2
Plate beef, per 200-lb. bbl.....	11 00 12 00
Beef, hind quarters.....	9 00 10 00
" front quarters.....	5 50 6 50
" choice carcasses.....	7 25 8 25
" common.....	5 00 6 00
Mutton.....	0 09 0 11
Lamb.....	0 12 1/2 0 15
Hogs, street lots.....	8 75 9 40
Veal.....	0 08 0 10 1/2

**BUTTER** — The make of both creamery and dairy is increasing rapidly and prices are sagging proportionately. Demand is very active.

Creamery prints.....	Per lb.	0 27 0 29
Dairy prints, choice.....	0 24 0 25	
" " ordinary.....	0 21 0 23	
" rolls, large choice.....	0 22 0 23	
Baker's butter.....	0 18 0 19	

**CHEESE** — The situation and prices so far as old cheese is concerned are unchanged. The new cheese is scarcely yet fit for consumption.

Cheese.....	0 13 1/2 0 14
-------------	---------------

**EGGS** — Demand is very active and the jobbers are storing and pickling large quantities. The result is a pretty

*Your customers want a fly-killer that kills them wholesale.*

**Every packet of Wilson's Fly Pads will kill more flies than 300 sheets sticky paper.**

Archdale Wilson, - Hamilton, Ont.

**EXPORT TRADE DEPARTMENT**

*Firms Abroad Open for Canadian Business*

**JAMES METHVEN, SON & CO.**  
 St. George's House  
 EASTCHEAP, LONDON, ENG.  
 Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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

**HENRY COLBECK**  
 NEWCASTLE-upon-TYNE.  
 Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

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

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

**W. C. GREGSON & CO.,**  
 PROVISIONS CEREALS POULTRY  
 LIVERPOOL, Produce Exchange Bldg.

firm market with prices practically unchanged from last week.

Eggs (strictly new laid) ..... 0 17 0 17 1/2

**HONEY**—Prices are unchanged.  
 Honey, strained, 60 lb tins ..... 0 11  
 " " 10 lb tins..... 0 12  
 " " 5 lb tins..... 0 12  
 " in the comb, per doz..... 2 00 2 50  
 Buckwheat honey, per lb..... 0 5 0 06  
 " in comb, per doz..... 1 50

**POULTRY**—Prices are unchanged.

Live Weight.  
 Old fowl..... 0 11  
 Ducks..... 0 17  
 Young chickens..... 0 13

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

**WINNIPEG.**

The local market is almost bare of creamery butter and there has consequently been a better demand for dairy. Conditions were so bad that one of the local papers reported a butter famine.

Butter—Owing to scarcity, creamery butter is commanding a very high price—35 cents per pound and higher. Dairy is in better demand but produce houses still complain of the general quality. They are paying country dealers 20c. to 24c. per pound for dairy butter.

**EGGS**—Produce houses are paying 18 cents per dozen.

**CHEESE**—  
 Cheese, Ontario large, per lb..... 0 13 1/2  
 " " twins, per lb..... 0 12 1/2  
 " " Manitoba, small (about 20 lbs.)..... 0 12 1/2

**CURED MEATS**—  
 Hams, selected, mild cure, 10 to 14 lbs., per lb..... 0 12 1/2  
 Bacon, " " 5 to 7 "..... 0 12 1/2  
 Baeks, " " 8 to 10 "..... 0 12 1/2  
 Hams, light, 10 to 14 average..... 0 12 1/2  
 " " medium 14 to 16 average..... 0 12 1/2  
 " " heavy, 20 to 30 "..... 0 12 1/2  
 " " skinned, 2 to 3 "..... 0 12 1/2  
 Picnic hams, 6 to 8 "..... 0 12 1/2  
 Shoulders, 10 to 14 "..... 0 12 1/2  
 Breakfast bacon, clear, bellies, 8 to 10..... 0 12 1/2  
 " " clear bellies 10 to 12..... 0 12 1/2  
 " " wide 14-16, strips 6-8 lb..... 0 12 1/2  
 Clear backs, bacon, 8 to 10..... 0 12 1/2  
 " " 12 to 14..... 0 12 1/2  
 Spiced rolls, long..... 0 12 1/2  
 " " short..... 0 12 1/2

**WINDSOR SALT**  
**TABLE, DAIRY and CHEESE SALT**  
**FINE and COARSE SALT**  
*Write for prices*  
**Toronto Salt Works**  
 Agents for  
**WINDSOR SALT**



There is a delicious richness in flavor of  
**"HORSE SHOE" Brand**  
 OF  
**HAMS and BREAKFAST BACON**

*Possessed by no other Curer's Meats*

Every care exercised in selection of stock, method of curing and cleanliness in handling and packing.

We want you to try our goods—*Write for Prices—TRY US—*

**JOHN DUFF & SON**  
*Hamilton, Ont.*



Unsweetened



**JERSEY Sterilized CREAM**

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

**Preserved by Sterilization**  
**PURE MILK**

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

**O'MARA'S BACON**

**THE BEST BACON**  
**that MONEY and EXPERIENCE**  
**can PRODUCE**

**HIGHEST QUALITY**  
**BACON HAMS LARD**  
**BOLOGNA SAUSAGE, etc.**

**JOSEPH O'MARA**  
**PORK PACKER**

**Palmerston, Ont.**  
 Quotations cheerfully given.

**TO RETAILERS—**

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

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

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

**The Manitoba Canning Co.**

SELLING AGENTS: **LTD.**

**NICHOLSON & BAIN**

Winnipeg, Calgary and Edmonton

## CEREALS AND CONFECTIONERY

Crop Reports Have the Grain Markets in Hand—Flour Prices Firm in Sympathy with Wheat—Good Export and Domestic Business Doing.

Grain and cereal markets are now governed solely by crop reports. The drawback in the Canadian west will be decreased acreage. On the first of April the Western Grain Dealers' Association gave out an estimate of 10 per cent. increase in the wheat acreage. It is now believed that owing to the lateness of the season the acreage will be not so large as last year. The late planting also exposes the crop to hot winds and ripening heat before maturity, so that the final outcome cannot be guessed at. In the States conditions are much worse. The freezing weather almost throughout the winter wheat belt has continued all last week, adding serious damage to that caused by winter killing, spring drouth and prevalence of bugs. While winter wheat and oats were the crops immediately suffering, spring wheat has been seriously affected by very late seeding, reduced acreage and increased risk for the balance of the crop from a short cold season. Winter wheat and oat acreage has been seriously reduced by plowing up, and the prospects now are for a short wheat crop, both winter and spring.

In eastern Canada reports do not indicate serious damage. In Europe a decreased crop is promised.

The flour trade is brisk, both domestic and export; and prices, in sympathy with wheat, are very firm. One miller reported a large shipment to South Africa this week and enquiry for an even larger shipment. This same firm had an enquiry from Egypt for 10,000 barrels. Some of this product went there last year and evidently the Canadian product was satisfactory.

### MONTREAL.

FLOUR—With the opening of navigation there is noticeable a considerable increase in the flour business. Quotations have not changed since last report, but if wheat advances any further there may be an advance in flour also. Export trade is very fair. There is not much being done with Japan, as most of the grade demanded by the Japanese is sold. Business with England and South Africa is looking up.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 30
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 80	
Glenora.....	4 00	
Manitoba spring wheat patents.....	4 50	
"    strong bakers.....	4 00	
Buckwheat flour.....	2 25	2 30
Five Roses.....	4 60	

ROLLED OATS—A slightly easier feeling is noticeable in the market. Buyers are not taking hold very freely at the figures quoted, as they believe the

### SPRAGUE

**CANNING MACHINERY CO.,**  
CHICAGO, ILL., U.S.A.

**NAP. G. KIROUAC & CO., QUEBEC**

Receivers and Shippers of Oats.

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

## BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

## GRAHAM FLOUR

Made from carefully selected wheat.  
Send for trial lot

**A. A. McFALL**

**BOLTON, ONT.**

### DON'T TAKE CHANCES

because you can stock our famous

## ROLLED OATS

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

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

## Are You Content?

with the flour you are handling?

If not, get a shipment of

## Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

## LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

## SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

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

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

If you are not stocked write us at once.

## BATTLE CREEK TOASTED CORN FLAKE CO.,

LONDON, ONTARIO

safest plan is to buy only for immediate requirements, as lower prices are possible.

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

**FEED**—Feed continues scarce and high as usual. Some talk of lower prices when the first receipts begin to arrive, but they are a little premature. Present prices are likely to hold even after new crop begins to arrive, so far ahead are millers sold.

Ontario bran	24 00	25 '0
Ontario shorts	23 01	21 00
Manitoba shorts	23 00	23 51
bran	22 10	23 00
Mouillie, milled	24 00	
straight grained	25 00	28 01
Feed flour	1 35	1 45

**TORONTO.**

**FLOUR**—A very firm tone is maintained in the flour market and there is a good domestic demand. Some millers are asking an advance of 10c., but generally speaking, quotations may be said to be unchanged.

Manitoba Wheat.		
60 per cent. patents	4 40	4 60
85 "		4 10
Strong bakers	3 83	3 90

**Ice Cream Powder**

At a Tempting Price

We offer this seasonable line at low rates in large or small quantities. Our formula is an excellent one and customers speak well of satisfactory use and sales.

For store or family use it is unequalled. Write us for quotations.

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

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended		4 01

**CEREALS**—Millers report business fair and an advance in the prices likely. This move is under consideration.

Roll'd wheat in barrels, 100 lbs.	2 40	2 50
Roll'd oats, in wood, per bbl	4 50	4 74
" in bags, per bag 90 lbs	2 25	2 32
Oatmeal, standard, and unsifted, per bbl	5 10	5 50
" in bags 98 lbs.	4 02	2 00

**PREPARED FOODS IN CHINA.**

U. S. Consul-General J. L. Rodgers, of Shanghai, in response to the request of a Minneapolis concern for information as to the present use and future prospects for prepared cereal foods in China, states that the present limited consumption is almost entirely confined to foreigners, and that there is but little reason to believe that the Chinese would become users of such preparations. The cheapness and simplicity of the Chinese diet form the great impediment to the introduction of foreign foodstuffs other than flour and pork, and it is to be doubted if any effort to overcome the obstacles at present existing would be even measurably successful for many years to come.

**NOTES.**

J. M. Wells, confectioner, etc., of Port Elgin, has been burnt out.

H. Brooks, confectioner, of Gainsboro, has sold to F. M. Grant.

John Tracey, baker and confectioner, of Hastings, has been burnt out.

Jos. G. Rymal, confectioner, etc., Tilbury, has sold to J. St. John.

Bouorette & Thibandau, confectioners, of St. Jerome, have dissolved.

John Donaldson, confectioner, etc., Grand Forks, is selling to W. C. Chalmers.

Klein & Melton, flour and feed, of Melfort, have been succeeded by John A. Klein.

C. A. McKillop, confectioner, of Edmonton, has been succeeded by J. A. Campbell.

**EPPS'S GRATEFUL COMFORTING**

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal  
in Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

**THE MOST NUTRITIOUS COCOA**

**McLAUCHLAN'S CREAM SODA BISCUITS**

AT OUR EXPENSE

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

**A Point Worth Considering**

All reputable bakers make good biscuits and make those biscuits pure.

**Perfection Cream Sodas**

are just as good as biscuits can be made. But the reputation of



was won because of their lasting goodness. That means that our perfect process of manufacture is backed up by a perfect process of packing.

**Perfection Cream Sodas**

delight women because their goodness remains.

(3 lb. cards or tins)

**THE Mooney Biscuit & Candy Company, LIMITED.**

Stratford, - Canada



'Tis Sixty Years Ago

**COX'S GELATINE**

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

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



THIS IS THE BRAND  
THAT SIGNIFIES THE  
BEST BREAD FLOUR  
IN THE WORLD



Made entirely from the very choicest  
selected Manitoba Hard Wheat in the  
most modern and best equipped milling  
plant in the Great Dominion,

## PURITY FLOUR

is the perfect standard of Patent Flour  
for Bakers' and Household use.

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



Mills at  
WINNIPEG, GODERICH  
and BRANDON



Toronto Office

Long Distance Phone Main 6060  
Phone in your Orders at our expense.

## Particular People Like Our Flour

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

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

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

Order direct or from our nearest agent.

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

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



Pure Food is Essential  
to Good Health

Grocers Buy

**Wagstaffe's Fine  
Old English**

Pure Fig and Lemon Marmalade. This  
is something new—a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars,  
every pound guaranteed pure.

**Wagstaffe, Limited**

PURE FRUIT PRESERVERS  
HAMILTON, ONT.

Agents:

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



Thousands of Grocers  
recommend

**Nicholson's Mince Meat**

because it pays them well to  
do so. Send along that trial  
order now.

It also pays to recommend

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

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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



# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Produced in Switzerland)

People are finding out now what really is Swiss Milk Chocolate — Since CAILLER'S has been on the Canadian market other brands have had to take to the woods—

Try a sample order —  
Every Jobber—or write to

General Agent for Canada  
**William H. Dunn, - MONTREAL**  
394-396 St. Paul Street

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,  
Cake Icings,  
Cream Bars, and  
Cowan's famous Milk  
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED**  
**TORONTO**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

## 2

Favorites with the Canadian  
Grocery trade.

### Mott's

"Diamond" and  
"Elite" brands of

## Chocolate

Purity, uniform quality all the  
time, has made them this—

FOR SALE BY ALL JOBBERS.

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

SELLING AGENTS:

J. A. Taylor  
Montreal

R. S. McIndoe  
Toronto

Jos. E. Huxley  
Winnipeg

Arthur Nelson  
Vancouver

Write for

# Free Tasting Samples LUCERNA

Swiss Milk

## CHOCOLATE

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

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

Prices on application to Dominion Agents :

**JOHN BEARNS, Ltd.**

11 Bank of Hamilton Building  
Winnipeg, Man.

Agents Wanted where not already represented.

## TRAFFIC DELAY SERIOUS IN BRITISH COLUMBIA

Vancouver, B.C., April 17, 1907.

It did not require a threatened coal strike, and consequent tie-up of freight traffic, to make life a burden to the wholesale trade here. For the entire past winter, freight conditions have been simply "fierce." No regularity has been maintained in shipments from eastern sources of supply, and many shipments have been practically "lost." Freight traffic agents often do not know where cars have been side-tracked and it has more than once occurred that missing cars have suddenly turned up in the terminal yards here. But no such good luck attends the wayfaring of the bulk of the delayed shipments.

At the present moment freight conditions are entirely at the mercy of the striking coal miners of the various mines of the Crow's Nest Pass and in the Province of Alberta. Calgary Board of Trade has urged upon the Boards of Trade in this province to join in making representations to the Dominion Government asking for immediate action in the interest of business throughout the west. Vancouver Board of Trade at a meeting held yesterday afternoon took prompt action and telegraphed the authorities at Ottawa pressing upon them the urgent demand for action.

Already the C.P.R. has tied up the ore trains in the Kootenay district, recognizing the uselessness of moving ore forward to the smelters when the latter have but three days' coke supply, and the mines are unable to send forward any more owing to the strike. General freight is still moving on the main line, but the expectation is that if the strike continues all traffic other than passenger service will be suspended. In Vancouver, Victoria, and the rest of the coast cities that means the tie-up of the saw mills as well, which is a serious matter.

Not only are many lines of staple groceries short in the coast cities, but dairy produce is also among the luxuries. Butter of any sort is scarce and dear. The local supply of creamery butter has increased very materially during the past few weeks, and there is some local dairy being marketed in small way, but outside sources of supply have almost entirely failed. The last Australian steamer brought in 250 boxes last week. This sold at 36 cents, and 36½ cents for one-pound prints. It lasted but the length of time the proverbial snowball lasts.

Some supplies of indifferent quality have been coming in from California and these have sold up to 40 cents per pound. Even these shipments have been limited, though the price has been paid, so keen is demand. From the east practically no supplies have been forthcoming, though one or two shipments, bought on the Montreal market, have been expected for some time. This eastern stock could not sell less than 33 cents if it were here. Local cream-

ery still brings 35 cents to the trade, while local dairy is selling up to 30 cents.

There are no eastern eggs yet on the market, weather and freight conditions having been against importations. Some limited supplies from Oregon have been coming forward. With that exception the market has been entirely dependent upon local production. Recently demand has been such that prices have been forced back up to 33 cents wholesale. At that figure the market is bare of stocks.

Lard, pure leaf, is quoted at 14 cents in 3's and 5's and 10's; hams, 19 cents; bacon, 20 cents.

Grocery staples show scarcity, in fact entire absence of condensed milk and cream, shortage of caddies of tobacco, and many other lines. In dried fruits there is a quieter feeling. Prices are still high, but some good stocks are carried here. In apricots there is no surplus, and the quotation is 23 cents. Dried peaches are 15 cents and 15½ cents; plums, 14 cents and 15 cents; pears, 11½ cents; prunes, 4¼ cents to 8½ cents, the lowest figure for 90 to 100's and the higher for 30 to 40's, though the big sizes are scarce. California figs are 6½ cents.

In canned goods no changes are reported in prices, which are all based on Canadian Cannery's quotations, with exception of tomatoes, which are \$1.50. No canned strawberries are in stock at all. Rice is stiffening up in Japanese markets, though the price still holds at \$78 per ton here. Stocks of tapioca and sago are plentiful and goods on order in these lines coming forward regularly. Prices are, tapioca, 7 cents; sago, 6¼ cents.

Potatoes have gone up steadily and remain firm at high prices. The stocks have run very low and supplies are mainly from the upper country. Some have even been brought from the Kootenay, a very radical change from conditions a few years ago when practically none were produced in that district. Many have been shipped from the Okanagan district, and while some have reached this market, the bulk of the stock has gone to the prairie, Calgary being very short. Prices now quoted here are from \$32 per ton up.

Local hot-house lettuce is short at the present time, not half enough coming in to meet demand. Victoria growers, who supply the larger proportion, will not have any to market for over a week yet. Local green onions, radishes and hot-house cauliflower are on the market. The onions are 25 cents per dozen bunches; radishes, 40 cents per dozen bunches; cauliflower, \$2.50 per dozen heads. Rhubarb is all local now and present price is 8 cents per pound, but the tendency is downward, and before many weeks less than half that price will be asked.

California cabbage is in good supply, a carload having just arrived this morn-

ing. The price is rather high at present, being 4 cents to the trade. Fresh asparagus, California-grown, is plentiful, at 18 cents per pound. Celery is scarce, and supplies are all from California. The price is up to \$1.00 per dozen.

Last week's Australian steamer brought in a considerable consignment of Tasmanian apples, which are in splendid condition. The price is on a luxury basis, being \$3.50 to the trade for the 40-pound box. Local apples are practically off the market, and what few are still in hands are of very indifferent quality. A very few Oregon apples are still on the market at \$2.75 and \$3.00. California navel oranges and Mediterranean sweets are in good supply, though the former variety is nearing the end of its season. Prices are from \$3.50 to \$4.00 per box. A considerable quantity of tangerines, California-grown, have been on the market this season. They sell fairly well, at somewhat lower prices than standard oranges. Lemons have gone up to \$5.50 with indications that they will rival last year's fancy figures before the season is out. Some Florida tomatoes are due in to-morrow. They will sell at \$6.50 to \$7.00 per 40-pound box to the trade. The California tomatoes which have been supplying the market recently, have been selling at \$4.00 for the 20-pound box. Bananas are in plentiful supply, about two cars a week coming forward on the average. They bring 5½ cents per pound.

### BUSINESS NOTES.

W. E. Hamlin, grocer, has sold to J. L. Gesuer.

R. A. Pollard, baker, Petrolea, has sold to Samis Bros.

C. M. Vollick, of Muncey, general store, is selling out.

Alfred Edwards, grocer, of Montreal, is selling out at auction.

Mrs. M. Cardinal, grocer, of Ottawa, is retiring from business.

F. R. Mills, of Dauphin, grocer, has sold to A. J. McPherson.

J. W. Burgess, grocer, of Wallaceburg, has sold to E. H. Ruttan.

The assets of J. W. Tremblay, general store, Bic, have been sold.

Henry Chausse, of Port Arthur, grocer, has sold to Colleron & Foote.

D. G. Parker, of Watford, boots, shoes, and grocery, is retiring from business.

J. M. Shields & Sons, general store, Phelpsston, have sold to L. Shanahan.

G. D. Raymond & Co., grocers, of Cannan, have been succeeded by Raymond & McDonald.

Brick & Brick, general store, and James O'Reilly, who runs a boot and shoe department in connection with his grocery, both of Hastings, were burnt out a few days ago.

Wagstaffe, Ltd., Hamilton, have ready for delivery their new season "Fig and Lemon Marmalade" which had such a large sale last year. This marmalade is a delicacy both toothsome and appetizing, and is a good tonic for toning up the system. It is just the marmalade for spring, being a combination of figs, lemons and the best granulated sugar.

**LEA AND PERRINS**

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

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

**SAUCE**

BY ROYAL WARRANT

**It will Pay**

you to stock and push the sale of the famous

**Frame-Food**

PREPARATIONS

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

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

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



**"Pride of Canada"**

**PURITY**

You have our absolute guarantee that any maple syrup or maple sugar sold under our label is **purest made**.

We stand ready to back this statement.

No need to fear the government inspector if you carry our goods. They have stood the test in the past, and will always be looked upon as the acme of purity and perfection in maple goods.

**Maple Tree Producers' Association**

WATERLOO, - QUE.



**"Pride of Quebec"**

## STRAWBERRIES

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

Have also car each of

**FLORIDA TOMATOES  
CUBA PINES  
and  
NEW CABBAGE**

Do not forget we are headquarters for

**ORANGES  
and  
LEMONS**

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St., TORONTO



### QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

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

## FRUITS, VEGETABLES AND FISH

The Deciduous Fruit Situation in California — Eastern Business Quiet — Cuban Pines Late and High—The Potato Situation.

The most recent information obtainable from California gives the prospects of the deciduous fruit crop of that district, from the fresh fruit shipping standpoint, and with particular reference to the heavy fresh fruit shipping districts, as decidedly encouraging.

Early cherries will be light, with the later-blossoming varieties, especially Royal Arms, fair to heavy. The first box went forward about the 25th, several days later than last year. Apricots are practically a failure, and the crop will not exceed one-eighth of what might be expected under normal conditions. The peach prospects, though not exceptional, are brighter than last year, and a generally very fair crop may be looked for. Bartlett pears promise well, and though a number of trees in some districts have suffered severely from the fire blight, the season's yield should be well up to the average. All stock shipped is to be strictly first-class, since the bruised and scabby pears which formed the bulk of occasional shipments last year were found to reflect upon the standing and reputation of the growers as well as the importers. The grape prospect is magnificent, no damage or injury having been reported from any place. There seems to be a sufficiency of rainfall to mature all crops in every district.

The date of ripening will be a little later than last year, and at least two weeks behind the average season. If the weather continues warm and favorable, as at present, however, much of the lost time may be regained.

Trade in Montreal and Toronto continues quiet, though the recent balmy

days have done much to put business on a more active footing. Collections are a little slow, the stringency of money being noticeable for the past month. It seems, however, to be merely a question of patience and there are few complaints.

The general impression is that the Cuban crop of pineapples is at least 20 per cent. less than that of last year, and that the prices will continue proportionately higher.

Potatoes are a somewhat ticklish proposition at this time of year. As the weather becomes hotter the stock grows at an amazing rate, and a bag of potatoes will lose from three to five pounds in a week if allowed to lie undisturbed. Under these circumstances dealers are cautious about letting a big stock accumulate on their hands, and unless they see their way clear to an immediate sale can hardly be induced to buy.

### MONTREAL.

FRUITS.—Oranges are high but demand is very good. Lemons are scarce, receipts being light. Demand for various lines is rather limited. Apples are slow, although a few good lots have been sold recently. Florida grape fruit is cheaper. Bananas are high on the seaboard, and locally prices are somewhat above those quoted last week. The bananas offering, however, are really worth the extra money, being of the finest stock obtainable.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 00	3 00
Cocoanuts, per bag	3 50	3 75
Pineapple, crate	4 00	5 50
Apples, bbl	3 00	5 00
Lemons	3 25	3 50

YOU ALWAYS  
GET THE

**BEST GOODS**

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

# FRESH

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

Also full lines of Oranges, Lemons and Bananas

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

## HUGH WALKER & SON

Established 1861

**Guelph, Ont.**

The C

Mexican orange  
California orange  
Jamaica orange  
Florida orange  
Valencia orange  
New figs, per  
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Florida grape  
Jamaica grape

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Parsley, per do

Sage, per doz.

Savory, per doz

New asparagus

Montreal cabb

American cabb

Florida tomato

Turnips, bag

Green beans, b

Water cross, la

Lettuce, per d

Boston lettuce

Caery, per doz

Florida celery

Asparagus, doz

Radishes, doz

Spinach, per b

Cucumbers, per

ba

Paranips, bag

Potatoes, green

New potatoes,

Jersey sweet p

Spanish onions

Egyptian onion

Red onions, bbl

bag

New beets, doz

Old " bag

Carrots, bag

Mushrooms, lb

Horseradish, lb

Rhubarb, doz

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ESTABLISHED

Mexican oranges, box.....	2 65	2 75
California oranges, new navels.....	3 25	4 50
Jamaica oranges, per bbl.....	4 75	5 50
Jamaica oranges, per box.....	2 65	5 00
Florida oranges, box.....	4 00	4 50
Valencia oranges, case.....	0 08 1/2	0 12 1/2
New figs, per lb.....	6 00	6 50
Candian, bbl.....	4 00	4 50
Florida grape fruit, box.....	4 00	4 50
Jamaica grape fruit, box.....	4 00	4 50

**VEGETABLES** — With warmer weather more business is being done in vegetables. River navigation is opening and this means increased trade. Potatoes are going well locally. The price is unchanged. There is a good demand for onions at figures quoted. Egyptians are now on the market, prices asked running between 2½c. and 3½c. a pound. Old cabbage is about done and new stock is being sold freely. Quite a number of price changes are noticeable this week.

Parsley, per doz. bunches.....	0 40	0 75
Sage, per doz.....	0 40	0 60
Savory, per doz.....	3 00	4 50
New cabbage, crate.....	2 00	2 25
Montreal cabbage, per bbl.....	2 00	2 25
American cabbage, bbl.....	3 50	4 50
Florida tomatoes, crate.....	0 75	0 90
Turnips, bag.....	0 40	0 75
Water cress, large bunches, per doz.....	0 75	1 00
Lettuce, per doz.....	0 75	1 00
Romaine lettuce, per doz.....	1 10	1 50
Celery, per doz.....	4 50	5 00
Florida celery, case.....	10 50	14 00
Asparagus, doz. bunches.....	0 40	0 60
Radishes, doz.....	1 25	1 75
Spinach, per bbl.....	4 50	6 50
Cucumbers, per doz.....	1 25	1 50
basket.....	0 60	1 10
Parsnips, bag.....	0 60	0 80
Potatoes, green mountain, per bag.....	8 50	9 25
New potatoes, lb.....	3 50	3 75
bbl.....	0 02 1/2	0 03 1/2
Jersey sweet potatoes, basket.....	4 50	5 00
Spanish onions, crate.....	1 75	2 00
Egyptian onions, lb.....	1 25	1 50
Red onions, bbl.....	1 25	1 50
bag.....	0 75	1 00
New beets, doz. bunches.....	0 15	0 25
Old " bag.....	0 15	0 25
Carrots, bag.....	0 15	0 25
Mushrooms, lb.....	0 15	0 25
Horseradish, lb.....	1 00	1 25
Rhubarb, doz. bunches.....	1 00	1 25

**FISH** — A fair trade is passing in fish, although it is never much at this time of year. New halibut is arriving freely and is disposed of without trouble at 8c. Haddock and cod are lower in price. Fresh fish generally are offering more freely this week, many lines being quoted. Some new

## BANANAS

Special care has been given in our new building to the Banana business. The most modern ripening rooms have been built, so that Fruit when ripened will be firm and hard.

A large supply for this coming week.

## PINEAPPLES

Prices are coming down a little, but by another week they should be "rightly priced." A good time to get your trade started. Packed in cases 24s, 30s and 36s, uniform in size and thoroughly ripened.

## ORANGES

When in doubt buy **Broncos**: Our trade is limited only by our supply. High-class, extra fancy, the finest Navel Oranges in Orangedom.

# WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106

TORONTO AND HAMILTON

## EVERYBODY'S

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

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

We have fresh arrivals daily or

**STRAWBERRIES, TOMATOES, CABBAGE** and other new vegetables

PINEAPPLES more plentiful

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

Cor. West Market and Colborne Sts.

## We Are Now Offering the Trade:

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

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

## MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

## SHIP TO US

We pay highest market prices for

## DRIED APPLES

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

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

Packers and Exporters

7 and 9 Market Street,

HAMILTON

## DRIED APPLES

BRIGHT, DRY STOCK

WANTED

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

INGERSOLL

ESTABLISHED 1888

I offer for prompt shipment:

1,000 cases *Persian Sultana Raisins.*

Cheapest line ever offered.

Prices and samples on application.

**ANDREW WATSON**

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409



## 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.

Are Your Goods on The Market?

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

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

### Expert Bookkeeping

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

#### Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

### Square your accounts

### J. & R. McLEA

Wholesale Fish Dealers

23 Common St. MONTREAL

No. 1 Lab. Salmon	11.00 ½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00
Frozen Smelts No. 1	6 ½ a lb.	
" " No. 2,	4c. a lb.	

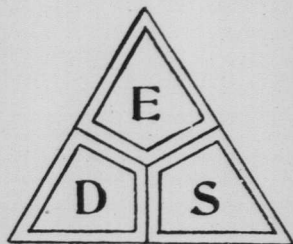
You can make money as well as oblige your customers if you handle our

## BASKETS

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

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

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



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

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

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

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

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

Summer freight rates are now in effect.

# SALT

Fresh English Salt will arrive by first steamship.

All Brands and every grade

GLAD TO SEND PRICES

**VERRET, STEWART & CO.  
LIMITED**

12 Port Street, - - MONTREAL



**They Cost  
Something,  
Of Course.**

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

#### IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

#### ALLISON COUPON CO.

Manufacturers  
Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

**W. S. LOGGIE CO., LIMITED  
CHATHAM, N.B.**

Packers and Exporters of Canned Lobsters  
—Wholesale only

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

## MERCHANTS

who appreciate the advantage of handling an article that is well-known and popular should make a leader of

# PACKAGE CODFISH

bearing this trade mark



Our efforts to supply Fish of a quality that will suit the best trade are such as should commend them to every good store-keeper. We are trying to make it easier for the grocer to sell more Fish, first by giving him a fine assortment of saleable articles, and second by advertising it generously and effectively.

## Atlantic Fish Companies,

Limited

### LUNENBURG, N.S.

A. H. BRITAIN & CO., MONTREAL, General Agents for Ontario and Quebec.

## "Just As Good"

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

## Jams and Jellies

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

## Pure Apple Juice

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

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

## Sardines NEW PACK SARDINES Sardines

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

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

## Connors Bros., Limited

Black's Harbour, N. B.

varieties worth mentioning are: Dressed bullheads, carp, sturgeon, sea trout and new buckshad. Haddies and kippers are arriving in larger quantities. Labrador herring is up 50c.

Fresh and Frozen Fish.	
Haddock, per lb.	0 05
Halibut, express, per lb.	0 08
Dressed bullheads	0 10
Bluefish, per lb.	0 14
Grass pike, express	0 08 1/2
Mackerel, small	0 08
New buckshad, lb.	0 35
Dore	0 08 1/2
Carp, lb.	0 05
Smelts	0 08
Steak cod, lb.	0 08
Sturgeon, lb.	0 11
Lake trout, lb.	0 10
Sea trout, lb.	0 14
White fish, lb.	0 07
Salmon, lb.	0 20
Smoked and Salted—	
New haddies, boxes, per lb.	0 08
Kipper herring, half boxes	1 00
Smoked herring, per small box	0 10
Yarmouth bladders, box	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05 1/2
Boneless fish, 25-lb., boxes, per lb.	0 04 1/2
Dry cod in bundles	5 50
Shredded cod, 2 doz., per case	1 80
Oysters	
Standards, bulk, per imp. gal.	1 50
Standards, Imp., qt. tins, sealed	0 40
Oyster pails, pints, per 100	1 00
" " quarts, "	1 25
Pickled fish—	
No. 1 Labrador herring, per bbl.	5 50
" " per half bbl.	3 00
No. 1 N.S. herring, half bbls.	2 75
No. 1 Sea trout, bbls.	10 50
No. 1 Sea trout, kegs	5 75
Labrador salmon in bbls.	12 50
Labrador salmon, half bbls.	6 50
Large green cod, 200 lb. bbls.	8 00
No. 1 green cod, in bbls. of 200 lbs.	6 50
Small	4 50
No. 1 Mackerel, pail	1 75
No. 1 green haddock, bbl.	6 00

TORONTO.

FRUIT — Strawberries are arriving more freely, and the demand increases with the warm weather. Prices are a little easier, the market ruling about 13 cents a pint for Louisiana berries. Pineapples are considerably lower and exhibit a tendency to drop still further during the week. A considerable percentage of the Cuban crop seems to have been badly damaged.

Oranges—	
Navels, extra fancy, 80's, 96's, 112's, 250's, 288's	3 60 3 75
128's	3 50 3 90
150's	4 00
176's, 200's, 216's	4 25
Navels, extra choice, 80's, 96's, 112's, 250's, 288's	3 25
128's	3 50
150's	3 75
176's, 200's, 216's	4 00
Mexicans, 126's, 150's, 250's, 1/2 box	2 25 2 50
Small	2 75
Valencias ordinary 420's, per case	4 00 4 25
Bloods, 80's, 100's, 150's, 1/2 boxes	2 25
Ovals, 80's 100's, 150's, 1/2 boxes	2 25
Grape fruit, Floridae, 64's, 80's	6 00
Lemons, No. 1's 300, 360	3 75
" " 2's 300, 360	3 50
Pineapples, 24's, per case	5 25 6 00
" " 30's, "	5 50 5 50
" " 35's, "	4 50 5 25
Apples, Ben Davis, Nos. 1 and 2	3 70 4 00
Bananas, Jamaica firsts, per bunch	1 75 2 00
Bananas, jumbo bunches	2 00 2 50
Strawberries, Louisiana, per qt.	0 20 0 25
" " per pint	0 12 1/2 0 15

VEGETABLES — Tomatoes show a rise of 50c. to 75c. over last week. There is difficulty in obtaining sufficient supply since, even at the increased prices, there is no abatement in the demand. Asparagus, celery, spinach and new cabbage all exhibit an upward tendency. Onions, especially Bermudas and Valencias, are easier.

Potatoes, Delawares, per bag	1 00 1 05
" Ontario	0 80 0 95
Sweet potatoes, per hamper	2 25 2 75
New potatoes, per bush basket	3 00 3 50
Onions, Spanish, per large case	3 00 3 15
" " small case	1 10
" Red Globe, per bag	1 50
" Yellow Danvers, per bag of 75 lbs.	1 65
" Green onions, per doz.	0 15
" Potato, per lb.	0 07 1/2

" Egyptian, 110-lb. bag	3 25
" Bermuda, per crate	3 25
Cabbage, new Canadian, per case	3 50
Beets, new, per doz. bunches	0 85 1 00
Carrots, Canadian, per doz. bunches	0 85 1 00
Lettuce, Canadian leaf, per doz. bunches	0 35 0 40
" Boston head, per doz.	1 50 1 75
Radishes, Roseland, per doz.	0 50
Cucumbers, hot house, per doz., fancy Boston	1 25 2 25
" Florida	1 25
Beans, white, prime, bush	1 40
" " hand-picked, bush	1 50
" Lima, per lb.	0 06
" green, per bushel	4 50
Peas per bush	4 50
Tomatoes, fancy, per crate	4 50 5 25
Tomatoes Florida, per crate	4 50 5 25
Parsley, per doz.	0 25
Celery, Florida, 4, 6 and 8 doz., per case	3 25 4 00
Asparagus, fancy California large, per bunch	1 00
" " per doz.	3 50
Fancy Baltimore spinach, per hamper	0 90 1 00
Rhubarb, per doz. bunches	1 00 1 25

FISH — New lines of fresh-caught stock are arriving more freely, among them trout, whitefish, perch, pike and halibut. The last-named are exceptionally fine, but prices on all fresh fish are still too steep to admit of very free movement.

Haddock, fresh caught, per lb.	0 04
Whitefish, winter caught, per lb.	0 08 0 10
Whitefish, fresh caught, Lake Erie	0 13 0 15
Trout, per lb.	0 12
Osceos, per basket	1 30
Finnan haddie, per lb.—fresh cured	0 10
Labrador herring, per bbl.	4 75
Smelts, per lb.	0 08
Cod, per lb.	0 07
Halibut, fresh caught, per lb.	0 10 0 12
Yellow pickerel, winter caught, per lb.	0 07
Tubilees, per lb.	0 06
Shredded cod, per lb.	0 08
Shredded cod, per doz.	0 80
Flounders, per lb.	0 05
Digby herrings per bundle	0 60
Halifax fish cakes, case	2 40

LARGEST IN THE WORLD.

Claim of the California Fruit Packers' Association.—A. B. Paul in Canada.

A. B. Paul, Jr., manager of the dried fruit department of the California Fruit Canners' Association, San Francisco, was in Toronto this week on his annual business trip to Canada. He came from Montreal, where he visited the grocery exhibition, and there the sign of the Canadian Cannery, Ltd., arrested his attention, "Largest Cannery of Fruits in the World."

"Either you or we will have to take that sign down," he told them, and to The Canadian Grocer he said: "We claim to be the largest cannery of fruits and vegetables in the world."

He went on to relate that the association, with a capital of \$5,000,000, was organized eight years ago and had 29 factories and 12 dried fruit packing plants. They lost three canneries in the San Francisco fire and are now rebuilding them. Their combined capacity will be 250,000 cans packed and stocked in a day. The association's loss in the fire was \$660,000, less the insurance, yet the gross profits last year were over \$700,000.

The association began packing fruit only a year or two ago and last year was their first in the Canadian market. Mr. Paul asserts they are the largest packers on the coast, however, with a capacity for raisins alone of 360,000 lb. cartons (10 carloads) a day.

Speaking of the prune crop last year, Mr. Paul said it was 180,000,000 lbs., and that there were left on the coast only 15,000,000 lbs. The crop of Lima beans was 900,000 bags and of citrus fruits 27,000 carloads. Apricots had again been ruined by the frost, he said, and the crop this year would be about the same as last, 10 or 15 per cent. of an average. Last year's raisin crop was exceptionally heavy and as it is unlikely

that two abnormal crops will follow in succession, only about 100,000,000 lbs. are looked for this year.

Mr. Paul was seen by The Canadian Grocer at the office of Geo. Musson & Son, who are the Toronto representatives of the association.

NOTES.

J. H. Lemox, Ivy, is building a new up-to-date general store.

J. W. Graydon, Grand Valley, is moving to the Northwest and is taking his stock with him.

W. J. Clute, grocer and confectioner, Creemore, has sold out to W. J. Orr and gone west.

T. H. Dodds has started a grocery in Port Hope. He opened on Monday. Here's success to him.

Bishop Bros., Niagara, are going into the canning business this season. They are at work now on a factory.

J. Lithgow, town councillor, Bobcaygeon, has sold his grocery business to W. A. Graham, of Lakefield.

Herbert Sharp, who opened a grocery at Goodwood about a month ago, reports business very satisfactory.

Shields & Son are opening up in Grand Valley on the 1st of May, with an entirely new stock of general merchandise.

Willison & Merrill, of Hastings, in a new partnership, have bought out A. P. Parsons. Mr. Parsons is going to try his fortune in the west.

W. A. Dulmage, Harriston, has succeeded S. A. Todd of that village in the grocery business. Mr. Todd is going west. Mr. Dulmage was formerly a clerk with Hanna & Company, Wingham.

W. Graham, Kirkfield, has bought out W. Lithgow, Bobcaygeon. Mr. Graham sold out his new business three months ago. He will open his new store on May 1.

The Walter Baker Company, manufacturers of chocolate, etc., have put a new size of their Premium No. 1 chocolate on the market which promises to meet with popular favor. It is a quarter-pound size in neat package.

Geo. Edmonds, Fingal, has sold his business to Mr. Scott, formerly clerk with A. McCormick, grocer, London. Mr. Edmonds is retiring from business and will go shortly on a trip to the Old Country. It is said, too, he has designs on an automobile.

Owing to the great increase of business for "White Moss" cocoanut and their other lines, the Canadian Coconut Co. have been compelled to make extensive alterations and enlarge their plant, putting in new and larger machinery so as to be thoroughly prepared to supply all comers.

The Canadian Coconut Co., Montreal, are increasing the capacity of their plant, a step necessitated by the growing demand for their White Moss Cocoanut. With their increased capacity they will be able to look after all old and new customers promptly and efficiently.

CONDICAD

Advertisement: Where repl cents must be

Advertisement: ADRIAN GRC

Advertisement: JOHN NEV 156 Bay

Advertisement: GROCERY stores and da makers, stoc hundred. Jo

\$11.0

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**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, i.e. a word each insertion.  
 Conjunctions count as one word, but five figures (as \$100) are allowed as one word.  
 Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.  
 Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

**AGENCY WANTED.**

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

**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.

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

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

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

**FIRST-CLASS Residential Grocery** doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

**ILL** health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

**FOR RENT.**

**STORE** to rent—Plate front, solid brick, 80 ft. deep, two storeys and basement; situated in a good village of 1,200 people, good streets, electric lights, waterworks and first-class surroundings; good opening for general store with crockery and dress-making; old business stand; good references. Apply Box 144, MacLean Publishing Co. (19)

**FOR SALE.**

**ONE** power Samson's cash railway, run by water or electricity, length, 90 feet, four stations—cost \$350, will sell for \$50. One dried out cutter—cost \$18, will sell for \$10, including fixtures. W. G. Wagner, Cornwall, Ont.

**NATIONAL Cash Register** in good order; cost price, new, \$110; will sell at \$65. J. A. McCance, St. Thomas, Ont. [18]

**SITUATIONS VACANT.**

**BRIGHT**, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

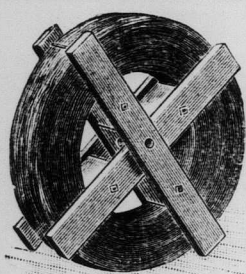
**MAN** of good address and 10 years' experience in the grocery and crockery business is moving to Victoria, B.C.; would be open for engagement to represent one or more lines in British Columbia; best references. Address F.B., CANADIAN GROCER, Toronto. [18]

**SPECIALTIES WANTED.**

**NOVELTIES** and specialties wanted by a live agent in Western Ontario, best of references. G. S. Heyward, Chatham.

**SITUATIONS WANTED.**

**MRS. Jellies**, Marmalades, Preserves—Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control the business and staff successfully. System, CANADIAN GROCER, Toronto.



**Self-Drawing Wire Strapping**



Holes punched every three inches.  
 An excellent strap for binding cases, made in two sizes, 5,000 ft. on wooden frame.

**J. N. WARMINTON**

43 Scott St., Toronto. 207 St. James St., Montreal.



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

**THE OZO CO., LIMITED,  
 MONTREAL**

## " A BETTER WAY OF DOING BUSINESS "

If one or two or a score of Grocers made that remark when speaking of any man's business method it would be worth considering ; but when 85 per cent. of the Grocers in this Dominion say so the phrase becomes important. Apart from the known goodness of

# PHARAOH and PEBBLE

it is remarkable that so large a percentage of Canadian Grocers should speak that way of my business methods. How much does the phrase mean to you? Shouldn't you, in fairness to yourself, find out? Better Cigars you cannot stock than **PHARAOH** and **PEBBLE**. Connoisseurs say so. I want your personal opinion of my way of doing business. Send me your address to-day.

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

**Mr. Grocer, Stock**

# T. & B.

**Because**

**T. & B. Sells more than Tobacco.**

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

**HAMILTON, CANADA**

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GROCERY TRADE NEWS ON THE ATLANTIC COAST

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., April 15.

The grocery markets are very firm and show an upward tendency. Tea in bulk has been advanced, but there is no change thus far in packages. Sugar has advanced ten cents per hundred pounds and rice is also higher. Business has been good, large supplies being required for the fishermen who are now out on their spring trips, and by the lumbermen who are preparing for the spring drives. Flour is firm; lard is expected to be a little higher, and pork and beef are a shade easier. Eggs are coming in very plentiful and the price is declining very rapidly. They are now quoted at 17c. The cold storage men have not yet commenced to lay in their stocks as it is too early in the season. The price holds well, however, considering the quantity of stock on the market. Butter is a very scarce article at present and very little good stock can be bought under 26 cents. Dairy tubs are practically off the market. Dealers are at a loss to understand what the farmers are doing with their stock, as it does not appear to be reaching the market. Good stock finds ready sale, even at the high prices.

**FISH.**—The fish markets are very dull at present and the stocks on hand are pretty well exhausted. The shipments now are very light, and dealers are clearing out their old stocks in preparation for receiving new fish, which will be coming in in the course of a few months. Many of the fishermen are now out on their spring trip. The price of lobsters is still very high and the catches to date are unusually high. The market is well supplied with fresh fish at present, and some trout and salmon are offered for sale. The first fresh salmon of the season was marketed this week.

**Fishing Outlook.**

According to advices received here great difficulty is experienced in procuring crews to prosecute the Bank fishings. The western outfitters of the colony are offering higher wages than usual and still they cannot get men. The explanation lies in the fact that the Labrador fishery has proved more attractive than usual in the matter of wages the last few years, and all the northern men are absorbed in that direction, while the southern contingent are finding more and more employment across the gulf every year. Fish is expected in abundance on some parts of the Newfoundland coast, and the fishermen are making big hauls, though they are greatly handicapped owing to the short supply of bait.

Large quantities of sugar and molasses are now being landed at this port. The steamer Parima, which arrived here last week from Barbados, Antigua and St. Kitts, brought 1,179 barrels of sugar, 15,400 bags and 301 barrels of molasses, and 693 puncheons, 40 hogsheads and 55 barrels of molasses.

**Fish Plant Changes Hands.**

The Gorton-Pew Fish Company, of Worcester, Mass., has purchased the extensive fish plant of the C. Robin Collingwood Company, of Halifax, and within a short time, under new ownership, the fish curing plant will be in operation on a larger scale than ever before.

The firm of Bezanson & Thompson, who have been carrying on a general grocery, flour, meal and fish business at Mahone, N.S., for the past five years, have decided to go out of business, and the entire stock will be closed out at once. Mr. Bezanson is going west to reside.

\*\*\*

A. Hobrecker, tobacconist, of Halifax, has taken over the business conducted by George Harris, tobacconist, of Sydney.

\*\*\*

J. Cox Tillman, a big West Indies fruit merchant, was a visitor to the city last week, en route to England in the interests of his firm.

\*\*\*

Emmerson Bigelow, one of the staff of clerks in the H. W. Eaton Company establishment at Canning, N.S., has left for Regina, where he intends residing permanently.

\*\*\*

T. H. Allison, representing Bauld Bros., of Halifax, wholesale grocers, who has been confined to his room at the Sydney Hotel by illness, has recovered and is able to be out again.

\*\*\*

The Canada Beverage Company will erect a large frame and stone building on Spring Street, Amherst, this summer.

\*\*\*

Larder & Young, wholesale fruit merchants, of Sydney, will soon commence the construction of a large warehouse on their property at the corner of George and Pitt Streets, Sydney. The new business house will be built of wood and will be fitted up with all modern appliances for handling the different lines in which this firm is engaged.

\*\*\*

Further development of the tobacco business successfully conducted by

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all the Wholesale trade

**CLAY  
PIPES**

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

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

Firm Established in 1887

**JOS. COTE**

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Town  
Warehouse: 119 St. Andrew St., Lower Town  
Branch 179 St. Joseph St., St. Roch

We shall receive from different European firms, per Str. direct to Quebec, \$25,000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

**All First-Class Grocers**

**Handle**

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

Hickey & Nicholson, of Charlottetown, P.E.I. is proposed. The firm has been incorporated with a capital of \$100,000 to conduct a general tobacco business on a large scale. E. B. Hartnett, who has severed his connection with the Empire Tobacco, has joined the new firm. The present premises will be enlarged and more machinery will be added to increase the output of goods. At a provisional meeting it has been decided to offer for sale \$30,000 of stock.

**To Boom Agriculture.**

An aggressive campaign is planned for this summer by the Department of Agriculture for Nova Scotia. Every effort will be made to induce the farmers to raise more live stock and produce, and to work the vacant farms. A series of live stock meetings just concluded in King's County were most successful, some of them being attended by over two hundred farmers. These meetings, which were held at Starr's Point, Church Street, North Kingston, Kingston, Berwick and Waterville, were under the auspices of the King's County Farmers' Association. The attractive feature at these meetings, which were addressed by Principal Cumming, of the Agricultural College, was that at each afternoon session the farmers brought various classes of live stock, including dairy cows and beef cows, horses, sheep, etc., which were made the basis of practical demonstrations on the judging of live stock and for stimulating farmers to improve the quality of their stock.

Principal Cumming reports that the general feeling among the farmers whom he met is one of optimism. Prices for various farm products have been so good that farmers are trying to produce more. Moreover, the value of quality in all classes of farm products has become so impressed that everyone is talking about methods of growing cleaner fruit, better breeds of cows and more marketable horses. The County Farmers' Associations are doing a magnificent work to encourage this sentiment. Agriculture will receive more attention from the Government this year than ever before and \$66,100 will be expended for this purpose, which is an increase of nearly \$12,000 over last year.

The City Abattoir Company, of Sydney, has been incorporated under the laws of Nova Scotia. The company has purchased a site on the Lingan Road, at Sydney, on which they propose to erect a modern plant.

**NOT TO BE TRUSTED WITH CASH.**

The Michigan Tradesman, in commenting upon a letter published in its columns on the subject of C. H. Raymond, the fraudulent and self-appointed representative of The Canadian Grocer to whom the attention of our readers has already been drawn, says: "We deem it our duty to warn the trade against this man as a protection to itself in case he should ever undertake to victimize any of its readers. He was never employed by The Tradesman and has never represented this paper a single moment. Members of the staff have made him temporary loans from time to time during the past twenty years, but the advances have proved to be permanent investments instead of loans. Raymond has been employed in the past by The Michigan Merchant (Saginaw), Detroit Commercial, Detroit Grocer and Butcher, and other short-lived publications of a questionable character. He has never, so far as The Tradesman's information goes, been connected with a first-class publication—with the knowledge and consent of the publisher. He was many years ago connected with Proctor & Gamble, but failed to hold that position long."

**CHECKING OF FREIGHT BILLS.**

This subject of very great interest to the retailer and wholesaler is taken up in the April number of the Hardware Dealers' Magazine by A. D. Allen. There is a good deal of friction caused between consignor, consignee, and transporter, by dilatory checking of freight bills and by neglect to check them. Mr. Allen clearly illustrated his ideas by the citing of an instance directly connected with the hardware company in which he was interested.

Early last fall his company made a shipment of high-class guns to one of their customers six hundred miles distant. The consignee had several times objected to paying the freight bill and finally stated after enquiries being made by the consignors that the guns were rusty. He had opened the boxes in the freight shed and found them in bad condition. The goods were returned to the consignors, with unpaid freight charges, together with accumulated storage charges, which had been unpaid. The consignors were unable to collect any

damage charges from the railroad because no expense bill had been filled out with the damage noted. If the consignee had requested the station agent to write on the face of the expense bill, "badly damaged by rust," the consignors, or having the goods shipped back to them, would have been able to make a full collection of damage charges from the railroad company.

As Mr. Allen truly says, railroad companies are essentially carriers. That is what they exist for. They are not for a moment to be held responsible for differences between consignor or consignee, caused by neglect on the part of either of the latter. He said, "We know of no road that is not reasonable in the matter of settling claims based on an expense bill marked in accordance with facts as stated in the claim."

A great advantage could be gained if consignees would be insistent in their demand that railroad agents write on the face of their expense bills that damage has been done and, if necessary, a description of the damage sufficiently detailed to convince the claims office just what the damage is and that theirs is the responsibility. If the consignee would do that and then accept his shipment it would only be necessary to return the goods to the shipper, attaching the expense bill so marked. Such a simple precaution would prevent friction between consignor and transporter and put the consignor and consignee on more amicable terms.

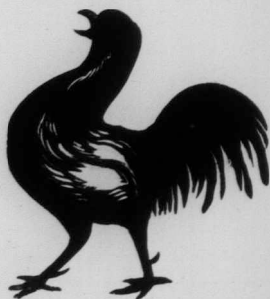
**PINEAPPLE TRUST BLOCKED.**

From Singapore the following dispatch reaches the London Times:

"The negotiations for cornering the pineapple market are proceeding. The Chinese exporters, who are chary of committing themselves, contemplate, if the trust terms are unfavorable, a counter move by fixing the market rate so as to improve prices. The possibility of success for the combination is doubtful. The amount involved in the Singapore trade is \$3,250,000 (about \$1,850,000 gold.)"

A later dispatch was as follows: "After a prolonged meeting the Chinese packers have decided against the proposal of a European export firm to form a pineapple trust. It was agreed to meet weekly in order to fix prices."

**WE CAN CROW**



over the quality of the cigars manufactured in our factory. We know they're *THE* goods. Years of experience have made possible the turning out by us of two brands which are world-beaters.

**Royal Sport and Hogen-Mogen Cigars**

have been selling for years, ever in larger quantities. You wonder why? Quality, which is ensured through our buying only *the best raw tobacco*, and employing *only expert workers*.

*Sell these brands to upbuild your tobacco department.*

**THE SHERBROOKE CIGAR CO., - Sherbrooke, Que.**

## A Perfect System Means No Loss

A loss in time, labor and money indicates a fault in the System.

## The Crain Continuous Systems

will save time, will save labor, therefore must save money.

You are so taken up with the details of your business that you crowd the most important part of the business—the book keeping. Then why not make this all-important part of your establishment, simple, accurate and time-saving?

**The Crain Monthly Account System** with one writing will keep your accounts up to the hour. With it accounts are always ready to hand out. It is only half the labor and costs no more. Then why not have the best?

This is only one of the many Systems we manufacture, but it is the all-important one for the busy merchant or manufacturer who has accounts to render.

Write us for particulars.



# The Rolla L. Crain Co., Limited

## Ottawa, Canada

**Toronto:**  
18 Toronto Street

**Montreal:**  
Alliance Building, 107 St. James St.

**Winnipeg:**  
11 Nanton Block

## Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: \$10.00, \$12.50 and \$15.00

Send for Catalogue

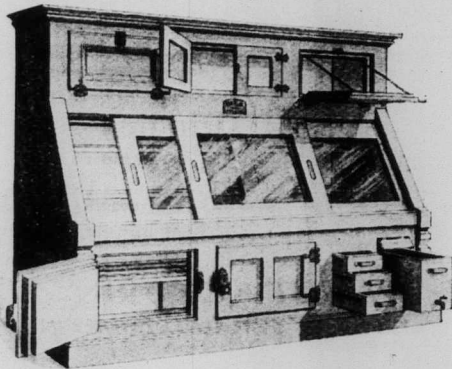
The Ontario Office Specialties Co.,  
126 Adelaide E., TORONTO



The Finest  
Family Polish  
on the Market.

## BLACK JACK

AT YOUR JOBBERS'



## Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

## The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

## C. P. FABIEN

Proprietor and  
Manufacturer,  
MONTREAL, CANADA

Refrigerators made to order in any size and style.

## Too Expensive For My Business!



Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

**BUSINESS SYSTEMS**  
LIMITED  
85 SPADINA AVE.  
TORONTO, CANADA

## Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

### Walker Bin Fixtures



insure:

A clean and attractive interior  
Fresh stock temptingly displayed  
Prompt and efficient service  
Satisfied and permanent customers  
A larger volume of business and

### INCREASED PROFITS

**WALKER BIN FIXTURES** are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**THE WALKER BIN & STORE FIXTURE CO., LIMITED**

BERLIN, ONT.

Representatives

Manitoba: Stuart Watson, Winnipeg, Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

## COLES Electrically Driven Coffee Mills



Single and Double Grinder

Pulverizing and Granulating

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

**Our Grinders Wear Longest**

**Grinding Capacity**

Granulating 2 lbs. per minute.

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

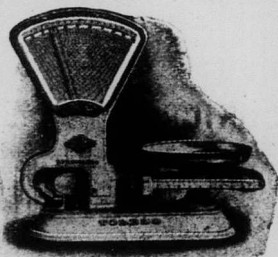
Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

AGENTS:

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

## TOLEDO COMPUTING SCALES

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



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

**The Arctic Refrigerator**, made for all lines of business. We have **just what the grocer needs**. The best on the market. Write for our new catalog.  
**JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.**

## COMMON SENSE

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

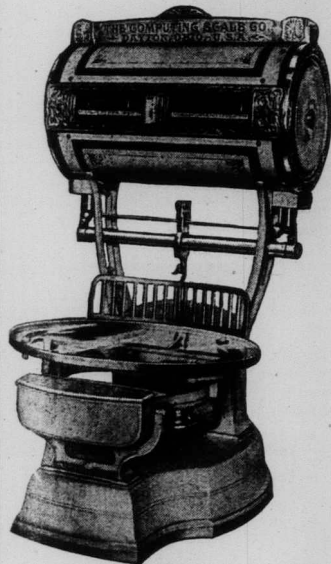
All Dealers and 381 Queen St. W.

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.

## 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.

## We Make The Waggon It Will Pay You Best To Buy



Tell us your waggon wants and we'll produce **THE WAGGON YOU WANT**—making it just as artistic and durable as a waggon can be built. **AN ABBOTT WAGGON** certainly does improve business. It talks about you.

Write for interesting facts.

**H. G. Abbott & Co. London, Ont.**

## Foolish Economy

There is such a thing. There are men who save dimes to lose dollars. The retailer who worries along without our

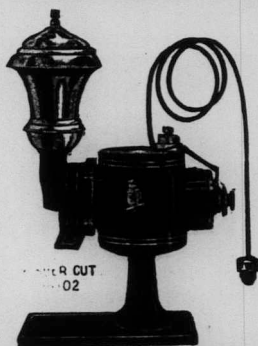
## "Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

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



## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

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

# Easy to Buy—Easy to Sell

The Fine Flavor and Neat Appearance of

## UPTON'S

# Jams, Jellies and Orange Marmalade

makes them easy to sell.

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Every wholesale grocer carries them in stock. That makes them easy to buy. Upton's Jams, Jellies and Orange Marmalade have easily the largest sale, for the simple reason that the consumer appreciates their superior qualities.

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Grocer, a

Book's Frien  
10c 1, in 2 a  
" 10, in 4 d  
" 2, in 6  
" 3, in 6  
" 3, in 4  
Round tins, 1  
12oz. tins, 1  
5-lb. " 1

Diamond—  
1 lb. tins, 2 d  
1 lb. tins, 3  
1 lb. tins, 4

IMPE  
Cases.  
4 doz. ....  
3 doz. ....  
1 doz. ....  
3 doz. ....  
1 doz. ....  
1 doz. ....

Ocean Baking  
" "  
Borax,  
Cornst  
Freigh



ROY  
Sizes.  
Royal—Dime  
" 1 lb. .  
" 6 oz. .  
" 1 lb. .  
" 12 oz. .  
" 1 lb. .  
" 3 lb. .  
" 5 lb. .

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Crown Brand  
1 lb. tins, 2 do  
1 lb. " 2 "  
1 lb. " 4 "

Seen's Oxford  
In 10-box  
Brett's Mam  
Wiley's "Oery  
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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. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 3, 1907.

**Baking Powder.**

Brand	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 3, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Round tins, 2 doz. in case.....	3 00
12-oz. tins, ".....	2 40
6-lb. ".....	14 00

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

**Diamond—**

Size	Per doz.
1 lb. tins, 2 doz. in case.....	\$1 00
1 lb. tins, 3 ".....	1 25
1 lb. tins, 4 ".....	0 75

**IMPERIAL BAKING POWDER.**

Cases	Sizes	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	5 50
3 doz.....	12-oz.	3 40
4 doz.....	2 1/2 lb.	10 50
1 doz.....	5 lb.	19 75

**OCEAN MILLS.**

Item	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.....	\$0 45
" 1 lb., 5 doz.....	0 90
" 1 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case.....	0 78

Freight paid 5 p.c. 30 days.

**MAGIC BAKING POWDER**

Cases	Sizes	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	18 ".....	1 65
2 ".....	18 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	

**ROYAL BAKING POWDER.**

Sizes	Per Doz.
Royal—Dime.....	\$ 0 95
" 1 lb.....	1 40
" 6 oz.....	1 95
" 1 lb.....	2 55
" 12 oz.....	3 85
" 1 lb.....	4 90
" 3 lb.....	13 50
" 5 lb.....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

**CLEVELAND'S BAKING POWDER.**

Sizes	Per Doz.
Cleveland's—Dime.....	\$ 0 83
" 1 lb.....	1 33
" 6 oz.....	1 90
" 1 lb.....	2 45
" 12 oz.....	3 70
" 1 lb.....	4 65
" 3 lb.....	13 50
" 5 lb.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

**T. KINNEAR & CO.**

**Crown Brand—**

Size	Per doz.
1 lb. tins, 2 doz. in case.....	\$1 20
1 lb. " 3 ".....	0 80
1 lb. " 4 ".....	0 45

**Blue.**

Item	Per lb.
Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Keen's Mammoth, 1/2 gross box.....	3 00
Keen's "Cervus," 1/2 squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 08
According to size.....	0 08 0 10

**JAMES' DOME BLACK LEAD.**

Size	Per gross.
6a size.....	\$2 40
2a size.....	2 50

**Cereals.**

Item	Per pkg.
Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	



**PETERBOROUGH CEREAL CO.**

Item	Price
Canada Flakes "English" 36/10's.....	\$2 85
Canada Flakes "Household" 24/25's.....	5 00
5-case lots.....	4 90

Freight prepaid on 5-case lots assorted.

**THE COWAN CO., LIMITED.**

**Cocoa—**

Item	Per doz.
Perfection, 1/2-lb., per doz.....	\$2 40
" 1 lb., ".....	1 25
" 10c. size ".....	0 90
" 5-lb. tins per lb.....	0 37
Soluble, No. 1.5 and 10-lb. tins, per lb.....	0 20
" No. 2, 5 and 10-lb. tins, ".....	0 18

Special quotations for cocoa in bbls., kegs, etc.

**Chocolate—**

Item	Per lb.
Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 35
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Item	Per lb.
Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Item	Per lb.
Perfection, 1/2's, per lb.....	0 30
" Flat cakes, per lb.....	0 30

**Icings for cake—**

Item	Per doz.
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1/2-lb. pkgs., per doz.....	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.....	1 75

**Confections—**

Item	Per doz.
Cream bars, 60 in box, per box.....	1 80
" 6 in box, per doz. boxes.....	2 25
Chocolate ginger, per lb.....	0 30
" 1/2 lbs., per doz.....	2 25
Crystalized " 1/2's, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

**FRY'S.**

Item	Per lb.
Chocolate—	
Caracac, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 34
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 34

**Cocoa—**

Item	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" 1-lb., ".....	4 50
" 1-lb., ".....	8 25
Homeopathic, 1/2's, 14-lb. boxes.....	
" 1/2's, 12 lb. boxes.....	

**EPPS'S.**

Agents, C. E. Colson & Son, Montreal.

Item	Per lb.
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

**BENSCHORF'S COCOA**

**A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.**

Item	Per doz.
1 lb. tins, 4 doz. to case.....	\$ 90
" " " " ".....	2 40
" " " " ".....	4 75
" " " " ".....	9 00

**JOHN F. MOTT & CO.'S**

R. S. McIndoe, Agent, Toronto.  
J. A. Taylor, Montreal.  
Jos. E. Huxley, Winnipeg.  
Standard Brokerage Co., Vancouver, B.C.

**MOTT'S DIAMOND CHOCOLATE**

Item	Per
Elite, 1/2's (for cooking).....	\$0 32
Prepared cocoa, 1/2's.....	0 30
Prepared 1/2's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 40
" " " " ".....	0 38
" No. 1 chocolate, 1/2's.....	0 32
" Navy " 1/2's.....	0 28
Vanilla sticks, per gross.....	1 00
Diamond chocolate, 1/2's.....	0 24
Confectioner's chocolate, 2lb. to 0 31	
Sweet Chocolate liquors, 2lb. to 0 35	

**WALTER BAKER & CO., LIMITED.**

Item	Per lb.
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 37
Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 44
German sweet chocolate, 1/2 and 1/4-lb. cakes, 6-lb. boxes.....	0 28
Caracac sweet chocolate, 1/2-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 41
Cracked cocoa, 1/2-lb. pkgs., 5-lb. bags.....	0 34
Caracac tablets, 100 bundles, tied 5's, per box.....	3 00

The above quotations are f.o.b. Montreal.

**WALTER M. LOWNEY CO.**

Canadian Branch, 165-171 William St. Montreal

Item	Per lb.
Breakfast cocoa—	
5-lb. screw top cans, 10 cans in case, 38c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 39c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 39c.	
6-lb. boxes, 12 boxes in case, 1/4-lb. tins. 39c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

**Sweet chocolate powder—**

Item	Per lb.
5-lb. tins, 10 tins in case.....	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 27c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 29c.	
6-lb. boxes, 12 boxes in case, 1/4-lb. tins. 28c.	

**Premium chocolate—**

Item	Per lb.
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 33c.	
6-lb. boxes, 12 boxes in case, 1/4-lb. pkgs. 34c.	

**Milk chocolate—**

Item	Per lb.
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 28c.	
100 2-cent pieces in box, each.....	\$1.35

**Vanilla sweet chocolate—**

Item	Per lb.
100 2-cent. pieces in box.....	\$1.25
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1/4-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 26c.	

**Diamond sweet chocolate—**

Item	Per lb.
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " 12 " 1/2-lb. " 23c.	

**Gold Medal chocolate powder—**

Item	Per lb.
5-lb. tins, 10 tins in case.....	38c.
10-lb. tins, 10 tins in case.....	35c.

**XXX chocolate powder**

Item	Per lb.
5-lb. tins, 10 tins in case.....	29c.
10-lb. tins, 10 tins case.....	27c.

**TOBLER'S MILK CHOCOLATE.**

Item	Per lb.
5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquets (20).....	1 50
20c. " (10).....	2 42

**Condensed Milk.**

**BORDEN'S CONDENSED MILK CO.**

Wm. H. Dunn, Agent, Montreal & Toronto.

Item	Cases	Doz.
"Eagle" brand (4 doz.).....	\$8 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00

**Evaporated cream—**

Brand	Per doz.
"Peerless" brand evap. cream.....	4 75
hotel size.....	4 90



**TRURO CONDENSED MILK CO., LIMITED.**

Item	Per case
"Jersey" brand evaporated cream, per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60



**Coffees.**

**JAMES TURNER & CO.**

Item	Per lb.
Mocha.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12

**E. D. MAROEAU, Montreal.**

Item	Per lb.
"Old Crow" Java.....	\$0 25
" Mocha.....	0 27
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandehing Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I. 40-lb. boxes.....	45c.
" II. 40-lb. boxes.....	42c.
" III. 80-lb. boxes.....	37c.
" IV. 80-lb. boxes.....	36c.

**THOMAS WOOD & CO.**

Item	Per lb.
"Gilt Edge" in 1 lb. tins.....	\$0 33
in 2 lb. ".....	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters.....	0 30



**Imperial—Large size jars..... per doz. \$8 25**

Item	Per doz.
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

Item	Per doz.
\$1, \$2, \$3, \$5, \$10 and \$20 books.....	

Item	Un- num bered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.....	4c.	4c.
100 to 500 books.....	3c.	4c.
100 to 1,000 books.....	2c.	3c.

A Guarantee that is Worth Something

**RISING SUN**  **SUN**  
**SUN**  **PASTE**  
**STOVE POLISH** **STOVE POLISH**  
**IN CAKES** **IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

## FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL



For cleanliness in manufacture and Purity of Milk

## BORDEN'S BRANDS

"Eagle Brand" Condensed Milk and  
 "Peerless Brand" Evaporated Cream  
 stand unrivalled, unapproachable in their line—

EVERY JOBBER HANDLES THEM.

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

Scott, Bathgate & Co., Winnipeg, Man.

Shelcross, Macaulay & Co., Vancouver and Victoria, B.C.



(Unsweetened)

Allison's O  
 \$1.00 to \$3.00 book  
 5.00 books .....  
 10.00 " .....  
 15.00 " .....  
 20.00 " .....  
 25.00 " .....  
 30.00 " .....



The Davidson &

Extra  
 LAPORTE, MA

"Vita" Pasteurized I

Bottles 1-oz., case  
 " 2 " "  
 " 4 " "  
 " 20 " "  
 " 25 " "

Wilson's  
 50 10c. per  
 three boxes

Infants  
 Robinson's patent bar  
 " " gro

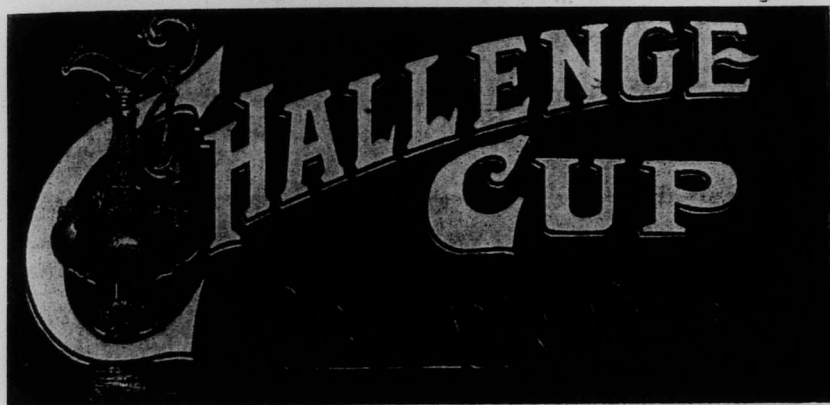
Jams and  
 SOUTHWEL

Frank Magor  
 range marmalade...  
 Clear jelly marmalad  
 Strawberry W. F. Jam  
 Raspberry " " Jam  
 Apricot " "  
 Black currant " "  
 Other jams.....  
 Red currant jelly .....

T. UPTO  
 Compound Fruit Jam  
 12-oz. glass jars, 2 doz.

**WM. BRAID & CO.,** Importers of **TEAS,**  
**COFFEES** and **SPICES**

**DO YOU WANT A LEADER?**



Something special to offer your customers? If so

**Challenge Cup Tea**

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in 1/2 and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfts.

WRITE FOR SAMPLES

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

**Allison's Coupon Pass Book.**

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
50 00 "	13 "

**Cleaner.**

**BRUNSWICK'S EASYBRIGHT**

4-oz. cans \$ 0 90  
8-oz. " 1 35  
10-oz. " 1 85  
Quart " 3 75  
Gallon " 10 00

Wholesale Agent,  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**

LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles 1 oz., case of 2 doz	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 25 " " 1 " "	9 00

**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

**Infants' Food.**

Robinson's patent barley 1-lb. tins \$1 25  
" 1-lb. tins 2 25  
" groats 1-lb. tins 1 25  
" 1-lb. tins 2 25

**Jams and Jellies.**

**SOUTHWELL'S GOODS.** Per doz

Frank Magor & Co. Agents.

Orange marmalade \$1 50  
Clear jelly marmalade 1 80  
Strawberry W. F. Jam 2 00  
Raspberry " 2 00  
Apricot " 1 75  
Black currant " 1 75  
Other jams " \$1 55  
Red currant jelly " 2 75

**Compound Fruit Jams—**  
12-oz. glass jars, 3 doz. in case, per doz. \$1 00

2-lb. tins, 2 doz. in case	per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07 1/2
30-lb. wood pails	0 08 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case	per doz. 1 00
7-lb. tins, 2 doz. in case	per lb. 0 07 1/2
5 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 19

**Lard.**

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces \$0 10 1/2	20-lb. tin pails	2 05
1-bbls.	Cases 3-lb.	0 10 1/2
Tubs, 60 lb.	5-lb.	0 11 1/2
Pails	10-lb.	0 11

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (26 or 50 sticks)	per box 1 25
" Ringed" 5-lb. boxes	per lb. 0 40
" Acme" pellets, 5-lb. cans	per can 3 00
" Acme" pellets, 5-lb. cans (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 30 5-lb. cans	1 50
" Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

**Lye (Concentrated).**

**GILLET'S PERFUMED.** Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	\$ 40

**Mince Meat.**

Wetley's condensed, per gross net \$12 00  
per case of doz. net \$ 00

**Mustard.**

**COLMAN'S OR KEEN'S.**

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D. 1-lb. tins	per doz. 0 25
" 1-lb. tins	1 45
" Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$ 0 25
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 25
Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 25
1-lb. tins	0 23
1-lb. tins	0 23 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Olive Oil.**

LAPORTE, MARTIN & OIE, LTD

Minerva Brand—

Minerva, qts. 12's	\$5 75
" pts. 24's	6 50
" pts. 24's	4 25

**Orange Marmalade.**

**T. UPTON & CO.**

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

**Sauces.**

Worcestershire, Holbrook's, small, per doz. \$2 15  
Worcestershire, Holbrook's, large, per doz. 3 00  
Less than case lots, 10c. and 15c. doz. extra

**Soda.**

**COW BRAND.**

**DWIGHT'S BAKING SODA**

Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs. per box, \$3 00).  
Case of 1-lb. and 1-lb. (containing 30 pkgs. per box, \$3 00).  
Case of 50 pkgs. containing 96 pkgs. per box, \$3 00.

**MAGIC BRAND.** Per case.

No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. " "	2 75
No. 3, " 30 1-lb. " "	2 75
No. 3, " 60 1-lb. " "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

**Soap and Washing Powders.**

**GUELPH SOAP CO.**

Royal City Soap (bar)	1 case. 2 50	5 case. 2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb.	5c.	

JOHN TAYLOR & COMPANY, TORONTO.

**TAYLOR'S BEST BORAX SOAP**

**A. P. TIFFET & CO., Agents.**

Maypole soap, colors	per gross \$10 20
" black	15 20
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

**Starch**

**EDWARDSBURG STARCH CO., LIMITED**

Laundry Starch— per lb.

No. 1 White or blue, 4-lb. carton	\$ 0 06 1/2
No. 1 " 2-lb.	0 06 1/2
Canada laundry	0 05 1/2
Silver gloss, 5-lb. draw-ld boxes	0 07 1/2
Silver gloss, 5-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Eggs silver gloss, large crystal	0 07 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, bbls. and kegs	0 07 1/2
Canada White Gloss, 1-lb. pkgs.	0 07 1/2
Benson's enamel	per box 1 25 to 2 50

**AMERICAN PURE FOOD COMPANY.**

Japanese Starch. Case

1 case, 5 doz.	\$5 00
5 " 5 "	4 25
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

# STUMPS

Impede progress on the farm unless pulled up and removed. If you find obstacles in your business, throw them out and put

## "WOOD'S COFFEES"

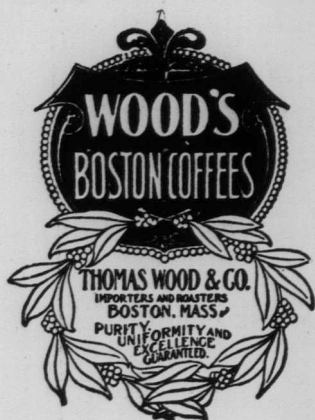
in their place.

They make "smooth plowing" for the Grocer.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL,



**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.

<b>Laundry Starches—</b>	
Canada Laundry, boxes of 40-lb.	\$0 05 1/2
Home Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05 1/2
Barrels, 300 lb.	0 05 1/2
Cases, 100 lb.	0 05 1/2
<b>Lily White Gloss—</b>	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case.	0 07 1/2
6-lb. enameled tin canisters, 8 in case.	0 07 1/2
Kegs, 25 crystals, 100 lb.	0 05 1/2
<b>Brantford Gloss—</b>	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.	3 50
<b>Ordinary Starches—</b>	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Oryzoid Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
<b>SAN TOY STARCH.</b>	
PKGS., cases 5 doz. per case.	4 75
<b>ST. LAWRENCE STARCH CO., LIMITED.</b> Ontario and Quebec.	
<b>Ordinary Starches—</b>	
No. 1 Lawrence corn starch, 40 lb.	0 07
<b>Laundry Starches—</b>	
No. 1 White, 4-lb. cartons, 48 lb.	0 05 1/2
3-lb. cartons, 36 lb.	0 05 1/2
300-lb. bbl.	0 05 1/2
100-lb. kegs.	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05 1/2
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07 1/2
1-lb. fancy, 30 lb.	0 07 1/2
large lumps, 100-lb. kegs	0 05 1/2
Patent starch, 1-lb. fancy, 36 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 07 1/2



**CHINESE STARCH**  
with  
"WEIGHT  
IN  
GOLD"

**OCEAN MILLS.**

Chinese starch,  
per case of 4  
doz., \$4. less 5  
per cent.

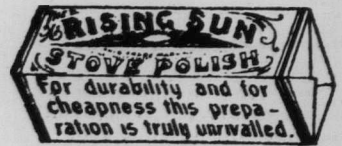
**J. & J. GOLDMAN'S, LIMITED.**

Rice Starch—  
Packed in cases of 56 lbs. each (cases free)  
No. 1, London— Per lb.  
In papers of 4 to 5 lbs. 82c.  
Blue, white or assorted.

In Plotoria—Cardboard Boxes—  
4 lbs. net weight 84c.  
1 lb. gross weight 82c.  
1 lb. gross weight 80c.  
1 lb. gross weight 10c.

Buff Starch, for Curtains, Lace, etc., in  
Cardboard Boxes.  
1 lb. gross weight 92c.

Stove Polish.



For durability and for  
cheapness this prepa-  
ration is truly unrivalled.

Per gross.  
Rising Sun, 6-oz. cakes, 1-gross boxes \$3 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1-gross boxes 10 00  
Sun Paste, 5c. size, 1-gross boxes 5 00

**Syrup.**

**"CROWN" BRAND PERFECTION SYRUP.**

Barrels, 600 lbs.	0 02 1/2 per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs.	0 03 1/2 "
2-gal. pails 25 lbs.	1 14 each
3 " 38 1/2 lbs.	1 50 "

Plain tins, with label— Per case—  
2 lb. tins, 2 doz. in case 2 00  
5 " 1 " " " 2 45  
10 " 1 " " " 2 40  
20 " 1 " " " 2 35  
(5, 10 and 20 lb. tins have wire handles.)

**SMALL'S BRAND—Standard.**

5 gal. tins, per can.	4 40
1 " " " " " "	4 90
" " " " " "	5 45
" " " " " "	5 70

**LUCAS, STEELE & BRISTOL.**

**Empire Maple Syrup—**

Cases 24, pts.	2 50	Cases, 24 pts.	4 80
12, 1-gal 4 80		6 gals.	4 50
1, 5-gal 4 00			

54 lots prepared up to 40c. rate.

**Empire Golden Syrup—**

Cases, 24-2's.	2 00	Bbls. per lb.	0 02 1/2
12-5's.	2 45	1/2-bbl.	0 03
6-10's.	2 40	Kegs	0 03 1/2
3-20's.	2 35	Pails, \$1.10 and \$1.50	

Usual freight allowance for factory shipments

**ST. LAWRENCE STARCH CO., LIMITED.**

**Bee Hive Brand Corn Syrup.**

Barrels, 60 lbs.	0 02 1/2 per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs.	0 03 1/2 "
2-gal. pails 25 lb.	1 10 each
3 " 38 1/2 lbs.	1 50 "
2-lb. tins, 24 in case, per case	2 00
5-lb. " 12 " " "	2 45
10-lb. " 6 " " "	2 40
20-lb. " 3 " " "	2 35



**Teas.**

**SALADA CEYLON**

<b>Wholesale. Retail.</b>	
Brown Label, 1's.	\$0 30 \$0 35
" " 1/2's.	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's, 1/2's and 1/4's	0 30 0 40
Red Label, 1's and 1/2's	0 38 0 50
Gold Label, 1's.	0 44 0 50



Blue Label, 1's.	\$0 18 1/2 \$0 25
Blue Label, 1/2's.	0 19 0 25
Orange Label, 1's and 1/2's	0 21 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1/2's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1/2's.	0 40 0 50

**LAPORTE, MARTIN & CIE, LTD.**

Lipton's Teas, cases 50 lbs. Ceylon and  
Indian green or black.

"A," 1's and 1/2's.	\$0 45
"B," 1's and 1/2's.	0 40
No. 1 "C," 1's and 1/2's	0 35
No. 2 " " " "	0 30
No. 3 " " " "	0 22
No. 4 " " " "	0 20

**Japan Teas—**

Victoria, hf-c, 90 lbs.	0 25
Princess Louise, hf c, 80 lbs.	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs.	0 18
Duchess, cases 60 lbs.	0 19

**MOTHER'S FAVORITE MELAGAMA TEA.**



put up in 30, 60 and 100 lb. boxes.

<b>Wholesale. Retail.</b>	
Black, green, mixed, 1 lb.	0 18 0 25
" " 1/2 lbs.	0 19 0 25
" " 1 lbs. & 1/2 lbs.	0 20 0 30
" " 1 lbs. & 1/2 lbs.	0 28 0 40
" " 1 lbs. & 1/2 lbs.	0 35 0 50
" " 1 lbs. & 1/2 lbs.	0 40 0 60



**Ceylon Tea in 1 and 1/2-lb. lead packages, black or mixed.**

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1-lb., " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



**Head Office, St. John, N.B. Toronto Office, 3 Wellington E.**

<b>Wholesale. Retail.</b>	
Brown Label, 1's and 1/2's.	0 20 0 25
Crimson " 1's and 1/2's.	0 22 0 30
Green " 1's and 1/2's.	0 25 0 35
Blue " 1's, 1/2's, 1/4's	0 30 0 40
Bronze " 1's, 1/2's, 1/4's.	0 36 0 50
Gold " 1's, 1/2's, 1/4's.	0 44 0 60

All grades, either black, green or mixed.



**BLUE RIBBON TEA CO., TORONTO**

<b>Wholesale. Retail.</b>	
Yellow Label, 1's and 1/2's.	0 20 0 25
Green Label, 1's and 1/2's.	0 22 0 30
Blue Label 1's and 1/2's.	0 25 0 35
Red Label 1's, 1/2's 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's and 1/2's.	0 70 1 00



**"CROWN" BRAND**

<b>Wholesale. Retail.</b>	
Red Label, 1-lb. and 1/2's.	\$0 25 \$0 50
Blue Label, 1-lb. and 1/2's.	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Crown Label, 1/2	0 20 0 25
Japan 1's	0 19 0 35

**E. D. MARCEAU, Montreal.**

**Japan Teas—**

"Ondor" I 40-lb. boxes.	\$ 00
" " II 40-lb. boxes.	00
" " III 40-lb. boxes.	00
EMD AAA Japan, 40 lb "at.	00
" " AA 40	00
Blue Jay, basket fired Japan, 70 lbs.	00
"Ondor" IV 80-lb. "	00
" " V 80-lb. "	00
" " XXXX 80-lb. boxes.	00
" " XXXX 30-lb. "	00
" " XXX 80-lb. "	00
" " XXX 30-lb. "	00
" " XX 80-lb. "	00
" " XX 30-lb. "	00
" " LX 80-lb. per case, lead packets (25 1's and 70 1/2's)	0 27 1/2

**"Ondor" Ceylon black tea in lead packets**

Green Label, 1/2, 1/4 and 1/8	0 27 1/2 at 0
Grey Label, 1/2, 1/4 and 1/8	0 30 at 0 23
60-lb. cases, retail	0 35 at 0 26
Yellow Label, 1/2 and 1/4	0 40 at 0 30
Blue Label, 1/2, 1/4 and 1/8	0 50 at 0 34
50-lb. cases, retail	at 0 40
Red Label, 1/2, 1/4 and 1/8	
White Label, 1/2, 1/4 and 1/8	
50-lb. cases, retail	

**Black Teas—"Old Crow" blend—**

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0

**Tobacco**

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 4s, 6s and 12s.	\$0 45
" " Amber, 6s. and 12s.	0 50
" " Ivy, 7s.	0 51
" " Rosebud, 7s.	0 46
Chewing—Currency, 12s. and 6s.	0 48
" " 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, 6s. and 12s.	0 48
" " Club, 6s. and 12s.	0 53
" " Universal, 12s.	0 47
" " Dixie, 7s.	0 58

**JOS. COTE, QUEBEC.**

**Cigars, per thousand.**

Cote's Fine Cherokees, 1-10	\$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20-1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

**Cut tobaccos.**

Petit Havana, 1-3, 1-13-1-6.	0 25
Quesnel, 1-4, 1-2	0 25
" " 1-9	0 25
Cote's Choice Mixture, 1-lb tins	0 25
" " 1-lb	0 25
" " 1-lb	0 25

**Vinegars.**

**E. D. MARCEAU, Montreal. Per ga.**

EMD, pure distilled, highest quality.	\$0 32 1/2
Ondor, pure distilled.	0 27 1/2
Old Crow	0 25 1/2
Special prices to buyers of large quantities.	
White Wine, proof.	0 32
" " extra strength pickling	0 28
" " XXX	0 25
" " XX	0 20
" " X	0 16

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz. in case.	1 10

We erato cases

lining family notice twent

**Batger's**

**Lime Juice Cordial**

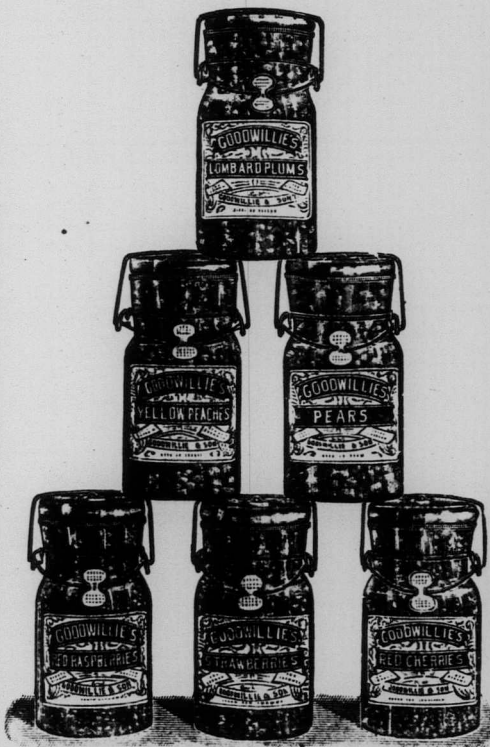
is a trade-winning article to sell. In selling Lime Juice quality is everything

**Batger's has it**

**Rose & Laflamme**

Agents

**MONTREAL and TORONTO**



The Fresh Fruits are carefully selected  
 \*\*\*\*\*  
 Their delicious flavor appeals to everybody

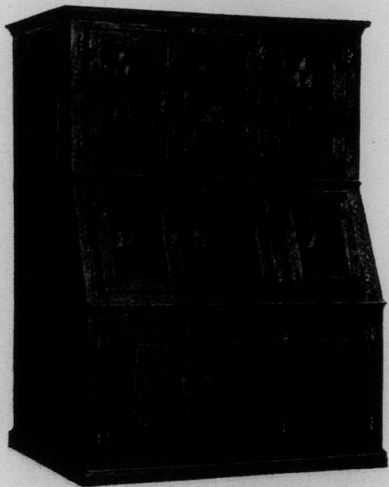
**You should have them in stock.**

Agents :

ROSE & LAFLAMME, - - - MONTREAL

**REFRIGERATORS**

We manufacture the largest line of refrigerators in Canada. In oak and northern ash cases. Vitrified enamel glass and galvanized



linings. For grocers, butchers, clubs and family use. Any size made to order on short notice. Send for general catalogue, showing twenty different sizes.

**J. H. HANSON**

**MONTREAL**

422 and 424 St. Paul St.



**DON'T GROPE AROUND IN THE DARK**

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

**One Cent Per Word.**

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

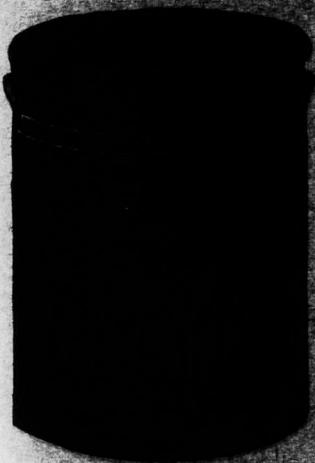
**CLASSIFIED LIST OF ADVERTISEMENTS. The Canadian Grocer**

- Accountants and Auditors.**  
Davenport, Pickup & Co., Winnipeg.
- Awnings, Tents, Rope, Etc.**  
Gourock Rope Exporting Co., Montreal.  
Tobin Tent & Awning Co., Ottawa.
- Baking Powder.**  
Codville-Georgeson, Ltd., The, Winnipeg.  
Gillett, E. W. Co., Toronto.  
McLaren's W. D., Montreal.  
National Drug Co., Montreal.
- Beer—Non-Alcoholic**  
Kops Breweries, London, S.W.
- Biscuits, Confectionery, Gum, Etc.**  
Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
McLaughlin, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.
- Brooms, Brushes and Woodenware.**  
Woods, Walter, & Co., Hamilton.
- Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Canadian Cannery, Hamilton.  
Farmers Canning Co., Bloomfield, Ont.  
Lakeside Canning Co., Wellington, Ont.  
Owl Homestead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.
- Cash Sales Books.**  
Carter-Crume Co., Toronto.
- Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin
- Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.
- Cutch Nails.**  
Warrington, J. N., Montreal.
- Cocoas and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Barnes, John, Ltd., Winnipeg.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Frame-Food Co., London, S.W.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestle's Chocolate, Montreal.
- Cocoanut.**  
Canadian Cocoanut Co., Montreal.
- Computing Scales.**  
Butt, Wm. J., Winnipeg.  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.
- Concentrated Lvs.**  
Gillett, E. W. Co., Toronto.
- Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.
- Counter Check Books, Etc.**  
Carter-Crume Co., Toronto.
- Crockery, Glassware and Pottery.**  
Campbell's, R. Sons, Hamilton.  
Toronto Pottery Co., Toronto.
- Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Co., Hamilton, Ont.  
Ingersoll Packing Co., Ingersoll, Ont.  
Fearman, F. W. Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto.
- O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Power, B. J., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Egan, Wm., & Co., Toronto.
- Delivery Wagons.**  
Abbott, H. G., & Co., London, Ont.  
Ewart, J. A., Toronto
- Egg Trays.**  
Star Egg Carrier & Tray Mfg. Co.  
Rochester, N. Y.
- Financial Institutions & Insurance**  
Bradstreet Co.
- Fish.**  
Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor, N.B.  
Loggie, W. S., & Co., Chatham, N.B.  
McWilliams & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.
- Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.
- Foreign Importers.**  
Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.
- Fruits—Dried, Green, and Nuts.**  
Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Fisher, Frederick, & Sons, London, Eng.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinross, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliams & Everist, Toronto.  
Rattray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guilph.  
White & Co., Toronto.
- Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.
- Grain, Flours and Cereals, Seeds**  
Alexander Milling Co., Ltd., Brandon.  
Battle Creek Toasted Corn Flake Co.,  
London, Ont.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Leitch Bros, Oak Lake, Man.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Tangray, Alf. T., Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Woodstock Cereal Co., Woodstock, Ont.
- Grocers—Wholesale.**  
Balfour, Smye & Co., Hamilton.  
Ozo Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
Colson, R. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinross, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.
- Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Modern Canner Co., St. Jacobs, Ont.  
Sprague Canning Machinery Co., Chicago
- Infants' Foods.**  
Keen, Robinson & Co., London, Eng.
- Interior and Exterior Store Fittings.**  
Walker Bin & Store Fixture Co., Berlin.
- Jams, Jellies, Etc.**  
Batger's—Rose & Laflamme, Montreal.  
Windsor, J. W., Montreal.  
Goodwillie's—Rose & Laflamme, Montreal  
Smith, E. D., Winona, Ont.  
Ozo Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.
- Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Carman, Joseph, Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax N.S.  
Honeyman, Haultain & Co., Regina.  
Holmes, W. G., & Co., Calgary, Alta.  
Hughes, A. J., Montreal.  
Jarris, C. E., & Co., Vancouver, B.C.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm. Co., Toronto.  
Shallcross, Macaulay & Co., Victoria and  
Vancouver, B.C.  
Scott, Bathgate, & Co., Winnipeg.  
Taylor, W. A., Winnipeg.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P. & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.
- Matches.**  
Improved Match Co., Montreal.
- Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W. Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe, Limited, Hamilton.  
Wetley J. H., St. Catharines.
- Office Supplies.**  
Business Systems Ltd., Toronto.  
Crain, Rolla L., Co., Ottawa.
- Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.
- Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.
- Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
Gillard & Co., Walthamston, London,  
N.E.
- Ozo Co., Montreal.  
Hudon, Hebert & Cie, Montreal
- Paterson's—Rose & Laflamme, Montreal.  
Taylor & Pringle, Owen Sound, Ont.
- Poison, Rat.**  
Common Sense Mfg. Co., Toronto.
- Polishes—Metal.**  
Majestic Polishes, Ltd., Toronto.  
Oakley, John, & Sons, London, Eng.
- Polishes—Shoes.**  
Dalley, F. F. Co., Ltd., Hamilton, Ont.  
Whitemore Bros. & Co., Cambridge, Mass.
- Polishes—Shoes.**  
Nickel Plate Polish Co., Chicago.  
Morse Bros., Canton, Mass.
- Refrigerators.**  
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Hanson, J. H., Montreal.  
Hillock, John, & Co., Ltd., Toronto.
- Salt.**  
Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.
- Soap.**  
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Guelph Soap Co., Guelph, Ont.  
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St. Lawrence Starch Co., Port Credit.
- Storage and Warehouses.**  
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Edwardsburg Starch Co., Cardinal, Ont.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.
- Teas, Coffees, and Spices.**  
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Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Codville-Georgeson Co., Winnipeg  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
Lipton, Thos., New York.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
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- Wrapping Paper, Paper Bags, Tins, Wood Dishes, Etc.**  
Canada Paper Co., Toronto.
- Yeast.**  
Gillett, E. W. Co., Toronto.

**INDEX TO ADVERTISERS.**

Abbott, H. G., & Co. .... 24	Dalley, The F. F., Co., Limited ..... 11	Kirouac, Nap. G., & Co. .... 56	Quance Bros. .... 48
Acme Can Works ..... 79	Darling & Brady ..... 14	Kops Breweries ..... 16	Queen City Oil Co. .... 65
Adam, Geo. & Co. .... 2	Davenport, Pickup & Co. .... 64	Lakeside Canning Co. .... 22	Rattray, D., & Sons ..... 16
Adamson, J. T., & Co. .... 2	Davidson & Hay ..... 22	Lambe, W. G. A. .... 2	Robinson, O. E. & Co. .... 63
Alexander Milling Co. .... 58	Dawson Commission Co. .... 63	Leitch Bros. .... 54	Rose & Laflamme ..... 8, 79
Allison Coupon Co. .... 14	Doughty, A. C., & Co. .... 63	Lipton, Thos. .... 13	Rowat & Co. .... 17
American Tobacco Co. .... 63	Douglas, J. M., & Co. .... 61	Loggie, W. S., & Co. .... 64	Royal Crown Limited ..... 19
Anderson, Powis & Co. .... 4	Duff, John, & Son ..... 55	Lucas, Steele & Bristol ..... outside back cover	Rutherford, Marshall & Co. .... 54
Ashley & Lightcap ..... 4	Eby, Blain Co. .... 3	Lytle, T. A., Co. .... 7	Ryan, Wm. Co. .... 52
Atlantic Fish Company's ..... 65	Edwardsburg Starch ..... outside front cover	MacLaren's Imperial Cheese Co. .... 2, 66	Sherbrooke Cigar Co. .... 70
Baker, Walter, & Co. .... 49	Empire Salt Co. .... 69	McDougall, D., & Co. .... 69	Smith, E. D. .... 64
Balfour, Smye & Co. .... 17	Enterprise Mfg. Co. .... 64	McFall, A. A. .... 66	Sprague Canning Machinery Co. .... 56
Battle Creek Toasted Corn Flake Co. .... 59	Essex Canning Co. .... 15	McFarlane & Field ..... 2	St. Charles Condensing Co. .... 61
Bearns, John, Limited ..... 57	Estabrooks, T. H. .... 9	McLaren's Cooks' Friend Baking Powder ..... inside back cover	Stimpson Computing Scale Co. .... 63
Belleville Fruit and Vinegar Co. .... 65	Eureka Refrigerator Co. .... 65	Magor, Frank ..... outside front cover	Stringer, W. B., & Co. .... 63
Bickle, J. W., & Greening ..... 57	Ewart, J. A. .... 64	Manitoba Canning Co. .... 55	Standard Brokerage Co. .... 23
Blue Ribbon Tea ..... 3	Ewing, S. H., & Sons ..... 16	Maple Tree Producers' Association ..... 61	Stuart, Watson & Co. .... 2
Bode's Gum Co. .... 56	Fabien, C. P. .... 71	Marshall, James ..... 54	"Sugars" Limited ..... 21
Borden's Condensed Milk Co. .... 76	Fairbank, N. K., Co. .... 63	Mason & Hickey ..... 51	Symington, T., & Co. .... 10
Bowser, S. F. & Co., Inc. .... 65	Farmers Canning Co. .... 14	Mathieu, J. L., Co. .... 17	Taylor, John, & Co. .... 19
Bradstreet's ..... 4	Fearman, F. W. Co. .... 11	Methven, J., Sons & Co. .... 54	Taylor, W. A. .... 2
Braid, Wm., & Co. .... 77	Fisher, A. D., Co. .... 73	Millman, W. H., & Sons ..... 2	Terminal Warehouse and Cartage Co. .... 62
Brock, J. G. .... 22	Fontanel, Leon ..... 50	Minto Bros. .... 24	Thompson, G. B. .... 52
Bryce, Chas. C., Co. .... 57	Frame-Food Co. .... 61	Modern Canner Co. .... 20	Tippet, Arthur P., & Co. .... 1
Business Systems Limited ..... 72	Galbraith, Wm., & Son ..... 20	Montreal Fruit Exchange ..... 63	Tobin Tent & Awning Co. .... 25
Cailler's Chocolate ..... 59	Gibb, W. A., Co. .... 63	Montreal Packing Co. .... 52	Toledo Computing Scale Co. .... 73
Campbell's, R. Sons ..... inside back cover	Gillard & Co. .... 47	Mooney Biscuit and Candy Co. .... 57	Toronto Pottery Co. .... inside back cover
Canada Paper Co. .... 4	Gillard, W. H., & Co. .... 18	Morse Bros. .... 76	Truro Condensed Milk Co., Limited ..... 55
Canada Sugar Refining Co. .... 18	Gillett, E. W., Co., Ltd. .... 22	Mott, John P., & Co. .... 69	Tuckett, Geo. E., & Son Co. .... 68
Canadian Cannery ..... 20	Gorham, J. W., & Co. .... 2	National Licorice Co. .... 58	Turner, James, & Co. .... 65
Canadian Castile Soap Co., Ltd. .... 25	Gourock Rope Work Export Co. .... 20	National Drug Co. .... 23	Turnon, T., Co. .... 74
Canadian Cocoanut Co. .... 20	Gray, Young & Sparling ..... 48	Nestle's Chocolate ..... 58	Verret, Stewart & Co. .... 64
Canadian Salt Co. .... 10	Greig, Robt., & Co. .... 19	Nicholson & Bain ..... 58	Wagstaffe Limited ..... 58
Capstan Manufacturing Co. .... 20	Guelph Soap Co. .... 19	Nicholson & Brock ..... 58	Walker Bin & Store Fixture Co. .... 72
Carman, Joseph ..... 2	Hamilton Cotton Co. .... 39	Nickel Plate Store Polish Co. .... 71	Warren, G. C. .... 2
Carter-Crume Co. .... 73	Hanson, J. H., & Co. .... 73	Oakley, John, & Sons ..... inside back cover	Watson, Andrew ..... 63
Carter, S. J., & Co. .... 20	Hillock, John, & Co. .... 11	Ocean Mills ..... 4	Western Canada Flour Mills Co. .... 58
Ceylon Tea Association ..... 15	Holmes, W. G., & Co. .... 2	Old Homestead Canning Co. .... 4	White & Co. .... 63
Chouillon, C. A., & Co. .... 11	Honeyman, Haultain Co. .... 2	O'Mara, Joseph ..... 55	Whitemore Bros. & Co. .... 21
Church & Dwight ..... 16	Hughes, A. J. .... 2	Ontario Office Specialties Co. .... 71	Wilson, Archdale ..... 54
Clark, W. .... 54	Hudon, Hebert & Co. .... 2	Ozo Co. .... 52	Winn & Holland ..... 19
Codville-Georgeson Co. .... 51	Improved Match Co. .... 71	Patrick, W. G., & Co. .... 2	Wiseman, E. B., Co. .... 51
Colbeck, Henry ..... 54	James Dome Black Lead ..... 10	Payne, J. Bruce ..... 68	Wood, Thos., & Co. .... 78
Coles Manufacturing Co. .... 72	Japan Teas ..... 18	Power, E. H. .... 64	Woods, Walter, & Co. .... 54
Colson, E. C. & Son ..... inside front cover	Jarris, C. E., & Co. .... 4		
Common Sense Mfg. Co. .... 73	Jones & Swan ..... 2		
Computing Scale Co. .... 73	Kingery Mfg. Co. .... 58		
Connors Bros. .... 65	Kinnear, Thos., & Co. .... 14		
Cote, Joseph ..... 69			
Cowan Co. .... 59			
Cox, J. & Co. .... 57			
Crain, Rolla L., Co. .... 71			

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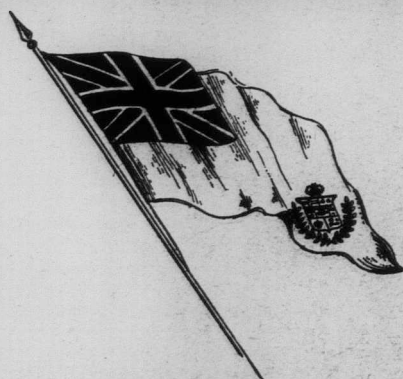
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