

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, MARCH 15, 1907.

NO. 11.



The central attraction of the family is the baby. To keep that baby well and thriving is the mother's pride.
You can help by selling the **Best Food for Infants** :

ROBINSON'S PATENT BARLEY

It pays you a good profit.

Ask your jobber for it or write us

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



MORE AND MORE the trade is realizing that it does not pay to experiment with **Table Syrup** — To begin with it is a line that users are more particular about than almost anything else in the food line. If once they have used

"CROWN" brand Table Syrup

they won't want to change to any other brand. There is nothing better, richer, or more healthful made than "Crown" brand Table Syrup.

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

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

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Worles,
CARDINAL, Ont.

164 St. James Street
MONTREAL, P.Q.

MARKETS BEGIN ON PAGE 34

Absolute Cleanliness

characterizes the different departments in all the C and B factories and the processes by which our goods are made. The greatest care is taken to ensure that all utensils are sterilized before using and there is practically no possibility of dirty utensils or packing jars, bottles, or tins being used, so thorough is the supervision exercised. This cleanliness in manufacture is largely responsible for the high-class keeping qualities of our goods whilst it is everthing in securing the best results obtainable from each process. Let your customers know that C and B goods are made under the most sanitary conditions—in factories that are admitted to be the most up-to-date in the world—and that they can absolutely rely upon the purity of anything which bears our name. You will find the benefit of handling only reliable goods in the increased trade the C and B lines will bring you.

CROSSE and BLACKWELL

SOHO SQUARE, LONDON, ENGLAND.

LTD.

AGENTS,

C. E. COLSON & SON

MONTREAL.

SPECIAL LINES FOR THE PRESENT MONTH—

Potted Fish, Pelchards in Oil, Norwegian Smoked Sardines,
Herrings in Tomato Sauce, Fresh Herrings, Kippered
Herrings.



CODOU'S

**MACARONI,
VERMECELLI**

ETC.

(Genuine) FRENCH

Made in a Model Factory, absolutely new
and up to date. Made only from the
finest Taganrog Russian Wheat—

the only wheat from which the
finest quality of Macaroni
can be made. Nothing
better can be
produced.

ORDER NOW

FOR SPRING

ARTHUR P. TIPPET & CO., Agents,

**8 Place Royale,
MONTREAL.**

**20½ Front St. E.,
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. I.; Mitchell & Whitehead, Quebec; Rose & Lafamme, 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.

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.

I offer for prompt shipment:
1000 Boxes Finest Smyrna Sultanas
700 " Fine
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 28.

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.

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

Direct Shipment of
CURRENTS
just Arriving,
Per **S. S. GERTY**
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

SWIFT'S
"SILVER LEAF"
LARD
20-lb. Pails
60-lb. Tubs

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).

The Mainstays of YOUR Business are the Lines that Pay YOU a Profit. Study the following and you will find money in every one of them:

Canned Salmon

While the market is strong with indications of higher prices, we have some values which cannot be duplicated. A leader in values is

"TIGER," ½-lb. flats, **95c. doz.**

A line that sells well at 10c. A good pink Cohoe.

Element Raisins

Are especially good buying—with the present high prices of **Valencias**. We have only a limited quantity left, which we quote at **8 cents** lb. while they last.

California Asparagus

With the present scarcity of Canadian canned Asparagus and the present active demand, our quotations on

CRYSTAL LAKE ASPARAGUS

2½ tall tins are especially attractive.

"ZEST" IS BEST The Wheat Food

A well-known brand of Breakfast Food. We can offer on a limited quantity, an extra inducement in price. **Sells at 10c.**
Cases, 36 packages—**\$2.52 case.**

Showing you a profit of 43 per cent. on your investment.

PAPER

A special price inducement on Brown Wrapping Paper, in Rolls—15, 18, 20, 24 and 30-in. Our quotations are below to-day's market cost.

Fish Specials

While our stock lasts we can offer special quotations on **Genuine Fall Caught Trout** f.o.b. Midland.

We have some very choice

WHOLE SKINLESS CODFISH Cases—**50 and 100 lbs.**
Our prices will bring your orders

You had better phone us (at our expense) if you want to make sure of any of the above.

The EBY, BLAIN CO., Limited
Wholesale Grocers TORONTO

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.

R. B. WISEMAN & CO.
WINNIPEG, MAN.

Wholesale Brokers and Storage Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.

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.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1887.

JOSEPH CARMAN

Wholesale Grocery Broker and Commission Merchant

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Correspondence Solicited. Highest References.

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

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

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

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

GENERAL AGENTS

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

We Write Ads.

Local merchants who want more business correspond with us, will write a series of strong ads. for your newspaper, also booklets, circulars, etc.—the kind that bring results. Full information on request.

LATOURETTE ADV. AGENCY, Fenton, Mich.

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made. A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets



This design a guarantee of quality.

CANADA PAPER CO., LIMITED,

"Headquarters for high grade Fibre and Manilla Papers"

Toronto.

Montreal.

Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

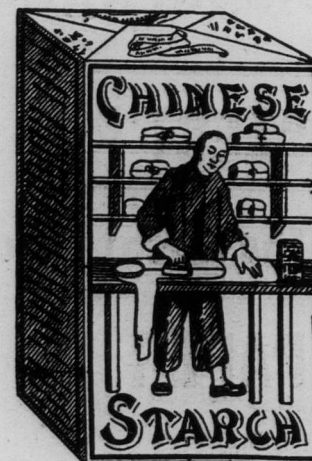
CALGARY, ALTA.
HALIFAX, N.S.
OTTAWA, ONT.

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

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

MONTREAL, QUE.
TORONTO, ONT.

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



More Profit and Better Satisfaction for your customers than any other starch.

Write for prices and sample package

CHINESE STARCH

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.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

CATSUPS

AYLMER AND DELHI
Catsups have captured the market solely because of their superior quality, and attractive appearance.

Look at this record.—Sales of 1906 were nearly two and one-half times as great as in 1905, and over four times as great as in 1904.

QUALITY DID IT

CANADIAN CANNERS,
LIMITED

We Handle High Class Goods

to offer them to you at the best prices. We buy from the countries of growth, in quantities large enough to secure us the lowest cost.

Just In.

One Car Load, 250 bags, high grade, Old Crop Santos, green, all tested to be of finest cup qualities.

Arriving Shortly.

One Carload, 250 bags flinty and fine roasting Rios, green, 3/7s.
A choice lot.

100 bags Old Maracaibos—"Cucutas" and "Meridas," fancy kinds.

All the above selected for their high cup qualities.

The last of our early purchases of Japan Teas

178 h/c	Condor XXXX	Japan	-	22½c.
35 "	Condor V	"	-	25c.
150 "	Condor XX		-	18½c.

Some Choice Little Lots Just In

24 h/c	Japan Tea Dust, early draw	-	-	8c.
12 cases	Imperial Make Moyune G. Powder, choice, pure Moyune liquor at	-	-	30c.
60 chests	Indian Black Pekoe Tea, choice high grown, rich liquoring "Deanston" at	-	-	23½c.
14 chests	Indian or Pekoe Tea, fine, heavy, thick liquor at	-	-	22½c.
21 chests	Ceylon, Black or Pekoe Tea, fancy leaf, rich, flavory liquor at	-	-	27½c.

ASK FOR SAMPLES. IT PAYS!

COFFEES We do our own roasting with the most improved gas machine, and we turn out perfect goods.

Try Our Blends: **EMD 35c.**, Condor 30c., Old Crow 25c., Madame Huots, The Rooster Brand, 1 lb. tins, 32c., 2 lbs., 62c.

The E. D. Marceau Co., Limited
MONTREAL

We reported to the readers of "The Grocer" last week, that for the first nine weeks this year our increase amounted to 31 per cent. over the corresponding nine weeks of last year.

One record that we are sure will prove of interest to all dealing in tea is the fact that we actually sold 110,347 lbs. of "SALADA" in the six days, ending Feb. 23rd. This is equal to one pound of tea out of every four pounds consumed in the Dominion during six days. We have told you that our increase alone last year was 33,000 lbs. more than the total amount of tea we sold in our first five years of business. Surely you must admit that

"SALADA"

Serves the Public Well

TORONTO
32 Yonge St.

NEW YORK
198 W. Broadway

BUFFALO
11 Terrace

DETROIT
83 Shelby St.

CHICAGO
34 Wabash Ave.

MONTREAL
Cor. St. Paul and St. Sulpice Sts

The makers of

"Gillett's Goods"

started business 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire. Their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have attained such growth.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good goods with a reputation.



Merchants should recommend food-products that are produced in clean factories.



Choose any lines in

"Sterling" Brand Pickles

and you cannot fail to be pleased. There are no "seconds" in these goods—an even high standard of quality runs all through. Made-in-Canada goods that Canadians are proud of.

The T. A. LYTTLE CO.

Limited
TORONTO, CANADA



National Licorice Co.
Brooklyn, N Y.

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

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

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

Begin the New Year Wisely

by stocking up with the famous

“Gingerbread”

BRAND

Molasses

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

Put up solely by

Dominion Molasses Co.,
LIMITED

Hallfax, - 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

The
Cunningham & DeFourier Co., Ltd.

LONDON, ENG.



PACKERS OF
HIGH CLASS GOODS

Pickles
Soups (in glass)
Clear Jellies
Dried English Herbs
Flavoring Vinegars
English Canned Meats
Parmesan Cheese
Preserved Ginger
Fish Pastes
Chutnies
Capers
Sauces, Etc., Etc.



Agents

ROSE & LAFLAMME
Montreal - Toronto

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

Gesye Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

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

Yacht Club Sardines

Fine French Goods, $\frac{1}{4}$ s, retail at 20c.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

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

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

WORTH BY ITS WORK

This is the practical way that

JAMES DOME BLACK LEAD

has proved itself thro every-day use to be the best

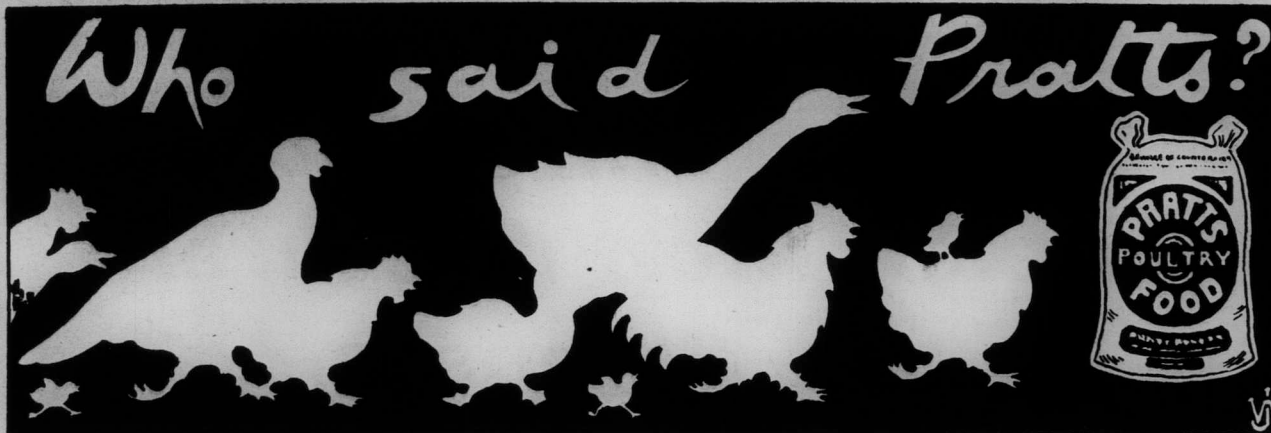
STOVE POLISH

on the Market to-day.

*Sort up your Stock.
Quality never decreases.*

*ORDER NOW.
Sales ever increasing.*

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



The Time to Sell Eggs is When Prices are High

PRATTS POULTRY FOOD

IS THE GREATEST PRODUCER KNOWN, FED WITH IT THE HENS CANNOT HELP LAYING

By the regular use of Pratts Poultry Food during the depths of the severe winter last year, a customer of ours in Nova Scotia obtained 206 eggs from TEN hens during the one month of March.

It costs but a few cents a week for a large flock and pays the poultry man handsomely in actual profitable results.

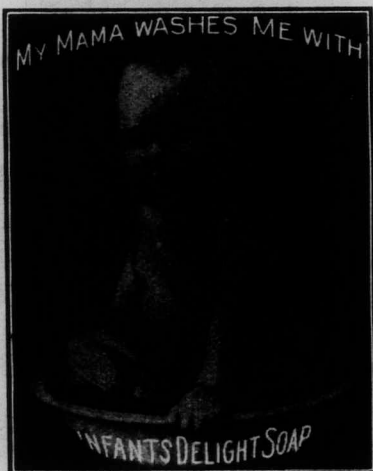
A GOOD TIME NOW TO SELL PRATTS POULTRY FOOD

If you have not yet seen it, ask for a copy of our special advertising offer.

The Robert Greig Co., Limited, - - - Toronto

INFANTS' DELIGHT SOAP

Is the very best soap made.



BEST FOR LITTLE FOLKS.

BEST FOR BIG FOLKS.

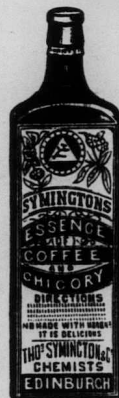
YOU make a GOOD PROFIT and please your customers.

**John Taylor & Company
Toronto**

Canada's Largest Soap Makers

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



**Symington's
"Edinburgh"
Coffee Essence**

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

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

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

**Thos. Symington & Co.
EDINBURGH**

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

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

—No. 3—

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



“Mr. Grocer,—Do you know that SAVOY BRAND is the only high-grade Baked Bean packed in Canada?”

“Do you realize how important it is in these days of Pure Food agitation that you should offer your customers only the best?”

Savoy Brand Pork and Beans

are prepared according to the original Boston recipe—of carefully selected, hand picked, Canadian Beans and tender Canadian pork. They are as different from other beans as day is from night.

HERE'S WHERE YOU COME IN

We ask you to stock Savoy Pork and Beans for two reasons—

First. The excellence of this product will strengthen your reputation for handling the “highest quality” food products.

Second. **YOU CAN MAKE MORE MONEY ON THEM THAN ON ANY OTHER BRAND.** There is strong conviction in this argument. Think it over.

TWO DOZEN TINS FREE

EXTRA PROFIT IN ADVANCE

We will give you one case of 2 dozen No. 2 tins of Savoy Pork and Beans free with every five cases of No. 1, No. 2, or No. 3 purchased. This offer also applies to assorted orders for five case lots of these sizes.

Savoy Beans are packed in four sizes, No. ½, No. 1, No. 2, and No. 3, both plain and in Tomato Sauce.

Send your order to your jobber or direct to us. In the latter case, don't fail to mention the wholesaler through whom you prefer the goods to be shipped.

Send in a trial order for five cases. The Beans sell themselves.

“Made in Canada”

Canadian Factory,
77 Front St. E.

By
ARMOUR LIMITED
Toronto

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined
Sugars
Molasses

Walnuts
Almonds
Filberts

Raisins
Currants
Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA



There's *no secret* about the superior
selling qualities of

"Cow Brand" Baking Soda

other than its *absolute purity, great*
and *uniform strength* and its guaran-
tee that it will pay you better than any
other soda.

CHURCH & DWIGHT, Limited

Manufacturers
MONTREAL

QUALITY UNQUESTIONED!

Years of experience have made possible the
attainment by **SUCHARD'S COCOA** of a reputation
for purity and excellence unequalled by any other.

SUCHARD'S is recognized as the acme of Per-
fection in Cocoa.

Sales are enormous, exceeding **25 TONS A
DAY.**

SUCHARD'S COCOA is used and highly appre-
ciated in every corner of the civilized world.

Why such popularity? There must be some
explanation!

There is. **SUCHARD'S** invariably gives satis-
faction. One trial means a new consumer.

For these reasons **YOU** should see **SUCHARD'S**,
also because of a

Low Cost Price

and a fairly

High Selling Price

you earn

Large Profits

You're interested, and can obtain further information from

FRANK L. BENEDICT & CO.,
MONTREAL.

TO MANUFACTURERS !

This is going to be a **BANNER YEAR** for **BRITISH COLUMBIA**. The terrific winter experienced throughout **Manitoba** and the **Northwest** will bring thousands of families to our beautiful climate. This will mean a very much bigger demand for all **GROCERY COMMODITIES**.

Do you wish to participate in the **GOOD TIMES**? If so place your agency in our hands.

During last month we introduced **THREE NEW LINES**, placing them in **EVERY RETAIL STORE** on this market. We can do the same for **YOU**.

Our travellers cover the entire province of **British Columbia**.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

VANCOUVER, B.C.

"GOODS WELL
ADVERTISED ARE
HALF SOLD."

DON'T PROCRASTINATE !!!

"THERE'LL BE SOMETHING DOING"

in the **Grocery Trade** in **Western Canada** as a
result of

Winnipeg's Big Food Show

JULY 1st to 13th, 1907

Applications for space coming in by every mail.
Manufacturers who want **Western Trade** should
write **TO-DAY**.

For Diagram and Full Information, Address

W. A. COULSON, Secretary

Retail Merchants' Association of Western Canada

53 Scott Block, - Winnipeg, Man.

Diamond E. Blend Coffee

**DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE**

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—You cannot **make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"Diamond E." will put **new life** into your **Coffee trade**—Try it—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

"CAMP"
COUNSELS.

The finest coffee stock
you can possibly get hold of is

'Camp' COFFEE

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

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal



Raisins

Special consignment
fine Sultana Raisins
due to arrive in near
future. Particularly
fine stock which
cannot fail to in-
terest you.

Currants

About to arrive, a
shipment of fine Fil-
iatria cleaned currants
in half cases and
packages, goods which
will appeal to you if
you are after a good
thing.

These goods are offered at very tempting prices.
Considering the quality nothing can approach them.

Wire, 'Phone, Write.

C. A. CHOUILLOU & CO.

14 Place Royale

MONTREAL



Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED

NURSERYMEN

BROWN'S NURSERIES P.O., ONT.

Specials

PRUNES
MAT FIGS
JAMS
SULTANAS

SEE OUR TRAVELLERS OR PHONE FOR QUOTATIONS

Tartan
BRAND

SIGN OF PURITY

TEAS

A large stock purchased before the advance. If you are open write for samples and quotations.

RICE

Consignment of the famous "Full Moon" Imported Japan, packed in 50-lb. packets. The Rice that made Japan famous.

Long Distance Phone 596 free to buyers

Special attention to Mail Orders. Guarantee shipment the day order is received.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Honesty is the Best Policy

We have worked on this axiom ever since we started business.

We were the instigators of the move petitioning the Government to prevent manufacturers of



Maple Syrups and Sugars

branding their goods "pure" unless they were absolutely so.

Our guarantee of purity is printed on every bottle or can.

"Pride of Canada" "Pride of Quebec" Syrups and our Sugars will be found to be the real thing.

Hundreds of grocers are selling them with profit.

Why not you?

THE MAPLE TREE PRODUCER'S ASSOCIATION
WATERLOO, P.Q.

There's Money In A Cough

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

Mathieu's Syrup

of Tar and Cod Liver Oil

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

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

J. L. MATHIEU CO.,

Proprietors

SHERBROOKE, P.Q.

For sale at all druggists
and general stores.

Right from the Sugar Bush

Bright, sparkling and delicious
"Aurora" Maple Syrup.

In Pint Tins
Quart "
½ Gal. "
Gal. "
5-Gal. "

Order "Aurora" and make money
while the sap runs.

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

Your tea-counter cannot be considered complete unless you have a range of

JAPAN TEAS

to show. Values not in any other teas can be offered in the **pure, clean, fragrant, delicious** and **nourishing** teas of Japan. Your best trade will appreciate your selling them these teas.

“ESSEX” PORK AND BEANS



The growing demand for properly prepared Pork and Beans has encouraged The Essex Canning & Preserving Company to add this product to their already large variety of fruits and vegetables. The Essex factory, being located in the most favored agricultural section of Ontario and being new, is equipped with every modern facility for doing things right.

The “Essex” Pork and Beans are prepared by a special process that entirely eliminates that strong taste found in other brands. Every bean used is hand-picked from selected stock and is thoroughly washed and cleansed before being cooked.

On opening a can of Essex brand of Pork and Beans (the very perfection of the Essex process is shown in this) it will be found that every bean is entirely whole, thoroughly cooked, mellow, amber-colored and porous, pleasing to the eye and appetising, a distinct advance over anything attempted in Canada heretofore.

Moreover, when we added to the Pork and Beans our **Special Brand of Tomato Sauce**, made from fresh ripe tomatoes and purest of spices under a special process, we are confident that when you have once tried them you will, like Oliver Twist, “still ask for more.”

Put up in neat packages with attractive labels, 1½s, 2s and 3s.

Write for samples and prices.

The Essex Canning and Preserving Co.,
8 Wellington St. E., Toronto **Limited**

THE PRICE IS SOARING!

BUT WE HAVE NOT RAISED ON

"MELAGAMA"

MOTHER'S FAVORITE TEA

and the quality is always the same.

WE ARE THE LOSERS

In view of the advance, our prices on Bulk Teas will interest—and surprise you. Write us for Samples and Quotations

MINTO BROS., Importers and Blenders, TORONTO



"THE FAIRBANK PLAN" LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

- Gold Dust Washing Powder
- Fairy Soap, Copco Soap
- Fairbank's Glycerine-Tar Soap
- Fairbank's Scouring Soap
- Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.



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.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Governments

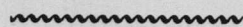
ASK QUICKLY

It will pay you to ask me for samples of tea—Black or Green—all grades—and ask quick.

You know prices are up—up so much that London, Eng., firms are buying all the tea they can find in Canada, and are paying big profits—**but don't worry—ask me for samples before my cheap teas are gone.**

I am not selling in London; My customers have first claim on my stock. If you are one of them, I have some bargains to offer you—If you are not one, you will want to be when you see my samples.

Don't wait! Ask to-day! Write or Wire.



T. H. Estabrooks

Toronto Branch :

3 Wellington East,
GEO. H. CAMPBELL, Mgr.

St. John, N.B.

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net. 2 doz. to case.
 SEVILLE ORANGE
 \$1.50 doz.
 BLOOD ORANGES
 \$1.50 doz.
 LEMON
 \$1.50 doz.
 GRAPE FRUIT
 \$1.80 doz.
 Ass't. case 4 kinds, \$1.50 doz.



Pure Fruit Jam

1-lb. net 2 doz. to case.
 RASPBERRY
 \$2.00 doz.
 STRAWBERRY
 \$2.00 doz.
 PEACH
 \$1.80 doz.
 PLUM
 \$1.80 doz.
 BLACKBERRY
 \$2.00 doz. Ass't. case, \$1.90 doz.
 CRAB APPLE JELLY
 \$1.50 doz.
 GRAPE JELLY
 \$1.50 doz. Ass't. case, \$1.50 doz.

Above cut represents exact style of our 1-lb jar

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s, and 10s** at same price as you are paying for blackstrap.

Nut'y Creams, Fruit'y Creams and Mint Buttons are all good sellers.
Put up in pails to sell at 20c. lb.

Your Jobber's Traveller will give you prices.

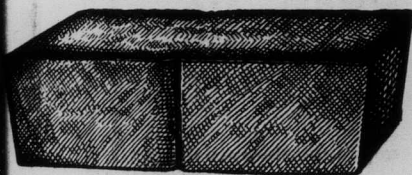
SUGARS LIMITED, MONTREAL



Diamond Brand Maple Syrup

True to Nature, the Syrup with
the real smack of new sap goods
about it.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed
on the box. None other is genuine. Sells
for 10c. each.

MAPLE CREAM HEARTS

Don't forget this delicious, fast selling specialty.
They will please your most fastidious customer.
Sells for 20c. lb.



BUTTER BEANS

A new line of confectionery in pails, immense seller.
Sells for 20c. lb.

ASK YOUR JOBBER'S TRAVELLER FOR PRICES. DROP US A POSTAL FOR
OUR ILLUSTRATED CATALOGUE.

SUGARS LIMITED, - - 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 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.

25

THE ONLY WAY to interest most men
in business is to show them where they
make good. Grocers are in business for
the cash that's in the game first, last
and all the time. That's why

Wonderful Soap

has caught on. It is purer than most
soaps. Its use is health-giving, and
grocers who are pushing it declare that
the profits, direct and indirect, resemble
the soap. Are you getting your share?

The Guelph Soap Co.
GUELPH, ONT.

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
Borromee Street.

Montreal

Mr. Grocer!

Certain brands of starch annoy your cus-
tomers, and although they do not tell
you their starch troubles, it's safe to
suppose that the same grocer won't hand
them the wrong starch long.

IVORINE

is certainly different from all other
brands. **Ivorine** is the housewife's favor-
ite, and the wise grocer reckons **Ivorine**
as trade builder of the first water.

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Spring is the Cleaning Season

BON AMI

Is the Best Cleaner

Bon Ami

Will do 50% more
work, or last 50% longer
than an equal weight
of any other cleanser
or polisher.

It is the cheapest.

Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER
FROM OCEAN TO OCEAN

Cases of 3 doz. \$1.19 per doz, or \$14.28 per gross

F.O.B. wholesaler's shipping point

Lots of 5 gross, \$13.40 per gross

Delivered to any railway station from Halifax
to Vancouver

Terms: Net 30 days.

HUDON, HEBERT & CO., Limited

MONTREAL

The most liberally managed firm in Canada

The Selection of Coffees should not be leased on price alone. The main point to consider is **quality.** Chase & Sanborn's High-Grade Coffees are first in quality.

Chase & Sanborn,
The Importers, Montreal



Pure Food is Essential
to Good Health

Grocers Buy

**Wagstaffe's Fine
Old English**

Pure Orange Marmalade, Jams, Jellies,
Sealed Fruits, etc., your jobber has them
in stock, 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.

The King's Household
Captivated and held
by Southwell's



What does that mean? Every
grocer in Canada should know.
It just means this that

**Southwell's Jams
and Marmalades**

are by all odds the purest,
most wholesome and best ever
placed on the world's markets.
There's profit direct and in-
direct for you in that statement.

Order Southwell's right away

Frank Magor & Co.
MONTREAL

Canadian Agents for Southwell's Jams
and Marmalades.

"Red Feather" Spices, Extracts and Jelly Powder

Our sales are monthly increasing, showing the housekeepers are finding the quality of this brand of goods is unsurpassed.

If you have never tried **"Red Feather"** Spices, Extracts or Jelly Powder start now. Our travellers have an especially attractive deal to offer you to introduce the goods.

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

Select Goods at Special Prices

We have had special advantages in the purchase of several fine lots of merchandise such as Dried Fruits, Canned Fruits and Vegetables, we want our trade to take advantage of the low prices we are able to quote. As to Teas, in spite of the rise in prices, we maintain our old quotations, which are absolutely in favor of the purchaser, and we guarantee exceptional values.

Olive Oil We have bought a large quantity of Olive Oil of a superior quality and that at a price which enables us to sell at a very low price. We handle it in $\frac{1}{8}$, $\frac{1}{4}$, $\frac{1}{2}$, 1 and 5 gallon tins. Do not fail to ask us for our prices.

Dried Fruits Nuts, Grapes, Prunes, etc. Our stock is varied and complete. We stick to our low prices.

Canned Goods In Fruits, Vegetables and Fish, we carry a stock to meet all requirements, our prices—sent on request—command the attention of all practical buyers.

Teas Positive superior values—advantageous prices to prompt buyers, and that in spite of the bullish tendency of the market.

Write or phone or wire at our expense.

LAPORTE, MARTIN & CO., Limited
Wholesale Liquors, Wines and Groceries
Montreal

GUILD PRESIDENT URGES RETAIL ORGANIZATION

H. C. Beckett Approves Suggestion by "Believer in Organization" — For the Improvement of the Trade, Retailer and Wholesaler Must Co-operate.

To the Editor of the Canadian Grocer:

In your issue of March 8th, a "Believer in Organization" makes a suggestion that should favorably appeal to every wholesale and retail grocer in the Dominion. Only those engaged in this generally unprofitable business can appreciate the great difficulties with which the grocery trade have to contend.

There are reasons for the present evils that exist, and there are remedies that can be applied if all could be persuaded to give a little of their time and money for the benefit of the trade with which they are identified. The united forces of the wholesale and retail trade would receive prompt recognition from the press and political parties. The press, by reason of the fact that their advertising patronage is largely from the merchants, and parliament by reason of the fact that politicians usually consider votes of prime importance.

The evils that exist in trade to-day, and there are many, can only be remedied by education up to a true knowledge of trade conditions. Laws that recognize and protect honest principles in business; that recognize time honored customs and usages, are more necessary than much of the legislation taking months of debate to enact. We will not get such laws until such time as those in power realize and understand the necessities of trade.

The objects and principles of the Dominion Wholesale Grocers' Guild are not selfish, as many imagine; they are for the general uplifting and improvement of the grocery trade, both wholesale and retail.

The Guild believes that trade should be conducted on sound, honest principles—that the laborer is worthy of his hire, and that it is wrong to encourage dishonest methods.

The Guild believes that the cleavages in trade should be recognized; that a wholesaler should not sell direct to a consumer; that the trade of the consumer belongs entirely to the retailer.

The Guild has passed resolutions condemning the practice of manufacturers putting proprietary goods upon the market to be sold retail at a price that will not cover the retailers' cost of distribution, and has set its face against manufacturers subsidizing salesmen in the employ of wholesalers, believing the practice to be bad for the retailer and degrading to the traveler.

The Guild believes that it is unfair for a manufacturer to sell five per cent. of the retail trade at wholesalers' cost and expect the other 95 per cent.

to pay five per cent., or ten per cent., advance by buying through the wholesaler.

The Guild says to the manufacturer: "If you sell five per cent. of the retail trade at wholesalers' cost, sell the other 95 per cent. on the same basis." It is unfair to put a few retailers in a position to undersell their competitors. Such a condition is frequently the cause of financial failure.

Then again, the manufacturer will put a proprietary article on the market with so little margin for both wholesaler and retailer that it is not sufficient to pay the cost of distribution. The manufacturer sometimes relies on advertising to create the demand. I have seen letters from advertising agencies suggesting to manufacturers that they need not concern themselves about the profit of the wholesaler or retailer—they say: "Advertise and the trade will be compelled to handle the line whether it pays or not."

On the other hand, a manufacturer may pursue a different course, and arrange his prices to the consumer on a basis that will justify the wholesale and retail trade pushing the line. In the course of time a retailer, who has, perhaps, bought at wholesale prices, cuts the selling price to the consumer, and, according to a recent judgment, the manufacturer has no right to prevent that; he must helplessly see the trade in that line sacrificed.

At the last two annual meetings of the Dominion Wholesale Grocers' Guild, the Guild has invited representatives of the retail trade, and have heard masterly addresses from these gentlemen that were entirely in accord with the views of the wholesaler. The Retail Merchants' Association of Canada has in the secretary, E. M. Trowern, a gentleman with a thorough knowledge of the conditions of trade, and a worker to be proud of. With the support and encouragement his ability justifies, great results would attain to the trade. The Guild has passed resolutions and endorsed the views of the retailers as represented by Mr. Trowern, Mr. Moyer, and others, and has empowered the appointment of a committee to meet a committee of retailers at any time with a view to benefitting the trade with intelligent organization and co-operation. The wholesalers are anxious to meet in a friendly way the representatives of the retail trade, and it is hoped the time is close at hand when benefits will be derived from such meetings. Through your widely circulated journal it is to be hoped that this expression as to the position of the Dominion Wholesale Grocers' Guild will be the means of opening the way to relations that, while friendly in the past, have not, by rea-

son of ignorant misrepresentations, been as cordial as circumstances would warrant.

H. C. BECKETT,
President Dominion Wholesale
Grocers' Guild.

Hamilton, March 11th, 1907.

WHOLESALE GROCERS AS INSURANCE AGENTS.

That the interests of the retail and wholesale branches of the grocery trade are mutual is to-day a recognized fact. Little surprise therefore is expressed at an innovation recently adopted by many of the most progressive jobbers, which a few years ago would have been considered startling but is now welcomed all over the Dominion as a modern convenience.

There are many petty but vexatious losses made daily in a retail grocery store, which although small in themselves, are difficult to keep track of and in the aggregate burn up more of the proprietor's profits than he has any idea of. Take for instance eggs, one of the most difficult and delicate things in the store to handle and yet one of the most essential, losses through breakage often far exceed the profits and in the past the grocer has been unable to avert such losses. A simple invention has however created a revolution in the egg business and to-day by paying a small premium, one-third of one cent per dozen, the grocer can be insured absolutely against any breakage in handling eggs. He pays the premium to the wholesale grocer, who will supply him with a dozen or more of Starr Egg Carriers and Trays the use of which device not only makes breakage an impossibility, but saves money in time and labor alone than the insurance costs on several dozens of eggs.

Correspondents from almost every section of the country report that the Starr Egg Carrier is now in general use in all the more modern stores and the wholesale trade are therefore to be congratulated upon their enterprise in introducing it.

Retail grocers who have not had the principles of eggs insurance explained to them are strongly advised to write to their jobber asking for information, and in the event of not being able to get it apply to the general agents in Canada for the Starr Egg Carrier and Tray Manufacturing Co., the MacLaren Imperial Cheese Co., Toronto, who will furnish full particulars, price lists, etc. Every egg broken is money simply thrown away, when "egg insurance" is knocking at the door.

SPELLED THE NAME WRONG.

We wish to draw attention to an error in our last issue. Geo. F. Foot, until now of the selling staff of Lucas, Steele & Bristol, Hamilton, who has bought out H. Chausse, of Port Arthur, was referred to as Mr. Fookes. We apologize to Mr. Foot, and assure him that our congratulations which accompanied the mistake, still stands.

E. Leseur has joined the travelling staff of Leon Fontanel, Montreal, and will cover the Province of Quebec.

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FROM GROCER CORRESPONDENTS

KINGSTON.

A hot discussion occurred on the Market Square among the grocers. Jim said the country trade was practically lost to the merchants. A few years ago farmers' rigs went home heaped up with goods, now the country merchant gets their produce and trade.

Then a tax is imposed on farmers selling on our market.

A by-law of ancient type exists, which prevents merchants buying and farmers selling before ten o'clock, and farmers are simply disgusted with it, especially those coming a long distance with large loads, and the very ones who would make large purchases of dry goods, hardware and groceries if they could sell early and get around.

"And now the last straw on the camel's back," said Jim, "is the fact of the banks having branches in all the little villages around the city." Another hindrance to trade, surely.

"Boys," said Jim, "we must look to our guns. We must kill that alderman who favors the market tolls and the ten o'clock by-law. We must cut out so much careless credit. Why not phone each other and find out about these pirates who rob us of our living? Look at that stylish woman with the Eat-on-coat—not paid for—buying expensive flowers from the gardener, and on tick. She's a beat. When she was a little girl her mother called her a peach; now she is a plum and full of sharp tricks."

The Senator made his usual call and sold a lot of biscuits around the city. He recommended his biscuits highly. Only "rich traveler." He couldn't understand where they got that name, as there was no such thing as a rich traveler.

T. Wilson was on the square and looking around to locate Jim, and he did at last and with well directed aim threw a lead package of tea across the market and hit Jim square on the head. Jim nearly tipped with the blow, but recovered, and quietly picked up the package and put it in his pocket. Jim has been threatened several times but was never openly assaulted before.

Jim Stewart, our new postmaster, is now safely in position, and a more popular man the country doesn't possess. He is the right stamp for such a position, and we hope he will stick to it for many years to come.

Mr. Fish, Lumsden's traveler, made his usual call, and he is a live fish out of water. He thinks his lines of brooms and Old Church canned goods ahead of all others, and this is where retailers are puzzled, for all travelers have the same story about their goods being better than the best.

Wholesalers selling directly and indirectly to consumers is a great injustice to retailers, and I am surprised at some travelers who sell to hotels, boarding houses, butchers and bakers, some of whom supply their friends at wholesale rates—and that is where the harm comes in. I enclose you a list, if you like to publish it, just to show you the results of selling to one little bake shop. I tell you it would pay responsible wholesalers to act as wholesalers and support the retail trade, and retail you can put a stop to it with your pen. Stab them through the press.

[There isn't room this week for our correspondent's little list. It includes the names of 28 wholesalers, creditors of a Kingston baker and confectioner, who failed with liabilities of \$710, and paid the unprotected creditors 6½ cents on the dollar, just \$46.15.—Editor.]

MONTREAL.

C. E. Box has one of the most neatly arranged stores in Montreal. It might be larger because the business is growing, and if the pace keeps up more

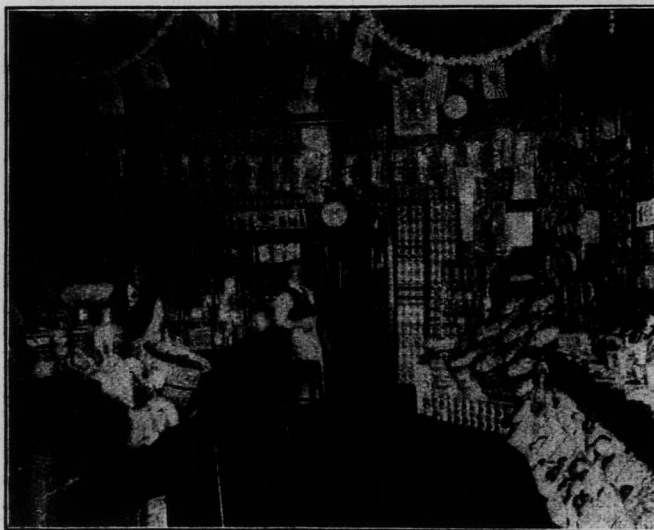
each complete. Confectionery is sold in good quantities, the corner in which this department is located being one of the most attractive in the store. All fruits are handled in season, and holiday goods of every kind find their way onto the shelves.

The door seen in the back leads to a fine store room, where cooked meats, butter, and such lines are kept. To the right is a packing room, while at the there is a good-sized yard, as yards go in the city, and a storehouse where is kept coal oil — Mr. Box firmly believing that this commodity should be stock a good distance away from the stock of groceries. That's a good belief.

Mr. Box keeps three assistants in the store and a bookkeeper, and his deliveries keep two vans going every day.

PETERBOROUGH.

A great deal of interest in organization has been created here through the unsatisfactory relations between the retail trade and the Wholesale Grocers' Guild. Nearly every grocer in the city, and especially the larger ones, has felt the inroads cut in his trade by the wholesale men. Many of the grocers are at their wits' end to know just how to cope with such unfair competition. Some are very strong in favor of the cash system; others advocate a number of retailers banding together and buying in large quantities and at the same price the wholesale men do. This, however, will be a most difficult proposition, as



A Montreal Interior.

room will certainly be required. For the time being Mr. Box is hustling in present quarters, busy every day, and making each year a better one than the last. The store now occupied is on Sherbrooke street, near Victoria avenue, in Westmount. Here Mr. Box worked for three years with A. A. Perry & Co. Then he started himself. That was in 1901, and for six years he has been working hard to build up his present trade.

A fine stock is carried, all good quality. The store is up-to-date in every respect, has its departments, which are

the manufacturers, one after another, state that they will not sell except through the wholesalers.

The time is coming, however, when the retail men will organize throughout the province and then will be in a position to make equitable terms. It is a great wonder they did not organize long ago. The grocers here have no separate society, although they belong to the Retail Merchants' Association, which is at present quiescent here. But now many of the grocers are advocating a society of their own, and until such has been accomplished there is little hope of their position being any better. A very strong association should exist

here. There are something over 150 grocers in the city and what would be a good thing for one man would certainly be of benefit to all.

Within the next couple of months a new and fancy cheese will be put on the Canadian market. It will be known as celery cheese. McFarland Wilson, of the China Hall, is the proprietor of the new delicacy. He conceived the idea some two years ago that the two companions, viz., cheese and celery, would be very nice if they could be combined. He started to work, and after many trials and experiments he succeeded in producing an article which exactly suited his idea. It is a delicious cream cheese with a distinct celery flavor.

As soon as Mr. Wilson accomplished the art of blending the celery with the cheese he applied for a patent and last October it was granted. The article will be manufactured by the Celery Cheese Co., of Peterboro, and will be put up in pots or jars of quarter-pound, half-pound, one-pound and two-pound sizes. The factory will be located in this city and the cheese put before the public through the wholesale houses.

When asked how he produced the celery flavor, Mr. Wilson said it was obtained from the celery seed, but he would not give the formula at this time. Celery cheese will, however, prove to be a strong feature on the market. The quality of the cream used in the cheese will be the very best and all other material used will be of the best.

The price of the new article will be about the same as other fancy cheeses now on the market. Mr. Wilson says he will have his goods into the wholesale houses just as soon as he receives a shipment of pots, which have been on order for some time.

**RETAILER REPLIES
TO GUILD PRESIDENT.**

To the Editor of The Canadian Grocer:—I must apologize to Mr. H. C. Beckett for making statements to The Canadian Grocer's correspondent which "has a ring about it that is not true," I willingly admit that it was not true in so much as that I did not go far enough because I was trying to let the wholesalers down light, as I have confidence in some of them yet. Had the whole truth been stated it would have looked much worse than represented in my "ridiculous statement." I am willing to admit for my part that the retail grocers have "no correct knowledge of the subject," nor are we "correctly posted," for which Mr. Beckett and his organization should be thankful because if we were not so ignorant there would be no so-called retail grocers or wholesale grocers' scullions. We would all be wholesale grocers. Mr. H. C. Beckett says, "the trouble seems to be that a few retailers want special favors from the manufacturers in matter of prices, which manufacturers cannot afford to give." This is not true. The retail grocers want no favors, they merely want full value for their money without any rake-off to the wholesalers for services they do not render.

Again, Mr. Beckett says, "the margin allowed by the manufacturers to the wholesalers for the services they render is not sufficient." The retail grocers do not object to a good margin for "services rendered," but do most strenuously object to a margin allowed by manufacturers to the wholesaler for services they do not render.

Demanding Pay for Services Not Rendered.

This is the one and only point of difference between the retailer and wholesaler to-day. Why should the wholesalers demand a margin for services not rendered? When this is settled between those two factions there is no doubt everything will run along smoothly again. But the retail grocers have been and are now easy marks. It is only a few years ago that they acted as the sandwich man with the wholesale grocers on one side demanding pay or a margin of profit for goods that never passed through their hands, or handled in any shape or form, and the trading stamps on the other, demanding a profit for services they did not render. In other words, the wholesaler stepped between the manufacturer and the retailer, while the trading stamp man stepped between the retailer and the consumer. In any case it is the retailer who

E. F. MASON.

has to pay the shot.

CHATHAM.

The price of eggs here took a phenomenal drop Saturday. During the winter the price has held steady at about 28c., but Saturday it fell to 22c., and even lower.

Ald. Westman, chairman of the industrial committee, is booming the establishment of a cold storage plant here and has been in communication with the Ottawa Government regarding the project.

On the average 100 cases of eggs are shipped from this point every day via C.P.R. for Montreal, while the G.T.R. probably duplicates these figures.

Mr. and Mrs. Edgar Putnam, Queen street, celebrated the 20th anniversary of their wedding last week. The many friends of the energetic Queen street butcher wish him many happy returns of the day.

ST. CATHARINES.

The McLaren Co., departmental store entered into a new phase on Monday, March 11th, by voluntarily reducing the time of labor of their employes by one hour, Saturdays excepted. The former hours of labor were from 8 o'clock in the morning until 6 o'clock in the evening. The present rule is from 8.30 o'clock and closing at 5.30 o'clock in the evening.

Mr. James B. Dolan purposes to establish a knitting factory in the immediate future, providing he secured the needed co-operation of the St. Catharines council to whom he has applied, and indications point favorably in that direction.

The Kenleith Paper Manufacturing Co. find their present large manufacturing plant is of insufficient capacity to meet their requirements and purpose as early as practicable this spring to erect another large building, which, when completed will give room for one hundred or more extra employes.

Messrs. Grey & Reardon have moved to St. Catharines from Niagara Falls and have opened a pop and soda water manufactory on the premises formerly occupied by the Star Printing Company on Ontario Street. As they have, so far, manufactured good goods they are being well patronized.

The Board of Trade held their annual meeting on Wednesday last when the following officers for the year were elected: President, John C. Notman; vice-president, George Burch; secretary Samuel W. Secord; treasurer, George W. Hodgetts; council, Alexander McLaren, Samuel P. Gourlay, Charles G. McGhie, W. F. Burgoyne, John S. Campbell, R. G. W. Connolly, N. R. McGregor, John Marshall, M. Y. Keating. The board is anxious to have permanent quarters to hold their meetings and to this end a proposition was made to write to Andrew Carnegie, the donor, for permission to hold their meetings in the library building. A resolution was passed re railway service and adopted unanimously, favoring continued eastward extension of the Canadian Northern Railroad, and hopes of its passing through St. Catharines and into the cities and towns of Ontario, also favoring aid by the Dominion of Canada and Province of Ontario in the construction of the company's line from Port Arthur through those districts which are not thickly settled.

The McKinnon Dash and Metal Works Company purpose in the early spring to erect additional workshops to their already large plant to make room for increased business and the addition of a large staff of skilled workmen.

The Jenkes Manufacturing Company, who located here several years ago, erected two mammoth buildings—ample accommodation, as they thought, for their business—find themselves cramped for room, will, in the early spring erect other buildings to meet their requirements. Additional workmen will be able to obtain employment.

The farmers and gardeners keep the market clerk busy these days as their products are rushed in in large quantities and prices rule favorably. Hay sold as high as \$14 per ton. Butter is quoted at 30 cents per lb., eggs at 30 cents per dozen. Meats of all kinds remain about stationary. Vegetables and fruits, for first-class good prices are paid. Wood, of which little is offering, sells readily at six dollars per cord.

LONDON.

London, Ont., March 12, 1907. The package cereal food producers have replied to the protest of the local Retail Grocers' Association against what the latter claim are exorbitant prices charged for these goods. The reply, in effect, is that no relief can be afforded and, as a result, the dealers are determined to push bulk goods, as they are determined not to pay so large a share of the producers' advertising bill as they have in the past. Charcoal is another article the wholesale price of which is considered extortionate, and here, too, the manufacturers contend they can do no better. In this matter the grocers will have to grin and bear the ills they complain of, for they have no substitute to offer.

The Retail Grocers' Association have secured upwards of 500 signatures to a petition asking the city council to take definite action in regard to the telephone question and refuse to grant exclusive privilege or any privilege to any company, or any individual who will not undertake to provide unlimited business phones with the newest and

(Continued on Page 38.)

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - President

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RETAIL ORGANIZATION.

H. C. Beckett, president of the Dominion Wholesale Grocers' Guild, in his letter in this issue of The Canadian Grocer, states very forcibly and plainly that the retail trade should be organized; that the interests of the retail and wholesale trade are inseparable; that retailers and wholesalers should act in concert and that the wholesale trade, already organized, should assist in securing the organization of the retail trade. No man can foretell the benefits that would result to the grocery trade by organization on right lines and with legitimate aims. Few men who have not studied the subject and watched the course of organized effort in other countries could state the possibilities of such an association in the first five years, yes, in the first two years.

We gladly admit to a strong faith in organization for the betterment of conditions in the foodstuff trade and we hail this pronouncement of the executive head of the Guild as the most encouraging sign that has appeared in the grocery sky in a long time. The Canadian Grocer has been urging upon the retail trade the absolute necessity of

organization; time and again we have called for a volunteer to make a start. A retailer of high standing over the pen name "Believer in Organization," in our issue of a week ago put forward the suggestion that the Guild utilize its efficient organization to promote the organization of the retail trade. Mr. Beckett has responded promptly to that suggestion, and we have such faith in his ability, energy and tact that we believe very great and far-reaching results will shortly be achieved. We bespeak for his effort the hearty co-operation of every retailer. No matter what a retailer's views in regard to the Guild may be, the way to straighten out differences and correct abuses is to get together and by free and fair and friendly discussion arrive at a better understanding of both your own and the opposite point of view and perhaps dispel some prejudices. The thing to bear in mind is that here is a rallying point for organization and every grocer from Halifax to Victoria should rise to the occasion and declare himself unequivocally for trade betterment.

THE LATE THOMAS MARTIN.

In the death of Thomas Martin of Mount Forest, the Parliament of Canada loses a man of a class that is all too few in the public life of the Dominion. He was a business man of the highest integrity, with a keen sense of public duty, and an exceptionally well informed interest in public affairs. This interest led him to take a prominent part in the municipal affairs of his home town, and in Parliament it made him one of the most valued and useful members on the Government side. His knowledge of business, of foodstuffs, of manufacturing and of the conditions of trade were invaluable. It is such men as he who should have a leading, a controlling part in making legislation. With his capacities as business man, publicist, churchman and bowler, he combined a rare kindness of spirit that brought him the love as well as the respect of an unusually wide circle of friends.

RETAILER AND WHOLESALER.

The letter of E. F. Mason, of Peterboro, on page 30 of this issue is published because we believe it is an honest expression of Mr. Mason's views. These views are held by too many grocers and not without cause. The real cause, however, is the lack of organization of the retail trade, a lack which prevents united action and organized effort. But in the nature of things it is utterly impossible to believe that the retail and wholesale interests are antagonistic any

more than the interests of the retailer and consumer are antagonistic. The retailer's obligations to the consumer may be thus stated: pure food, good service, fair treatment. For these the honest consumer is prepared to pay. The relations between wholesaler and retailer are even more intimate. The suggestion that the wholesaler is an unnecessary middleman and an impediment to trade is utterly untenable because not one-tenth of one per cent. of the retail trade could buy in quantities large enough for importation or for direct shipment from factory. If every manufacturer had to keep travellers on the road to cover the retail trade the cost of most articles to the consumer would be greatly increased. It would be just about as possible for the consumer to buy direct from the wholesaler. Mr. Mason's letter teaches very pointedly the need for retail organization.

LOBSTER PACKERS AND DATING.

The lobster packers are making a strenuous kick against the dating clause in the bill, now before the Senate, respecting the inspection of meats and canned goods. Their objection is not based in any way upon the general tenor of the bill, in so far as it relates to thorough inspection of the factories. They are, on the contrary, strongly in favor of this portion of it, realizing that it will tend to raise the standard of manufacture, and thus work to their own advantage. They claim that the proposed dating and labelling would, in a great measure, ruin their business, of which Canada has so far enjoyed a practical monopoly. It would add a great expense to the industry, arising not only from the labelling, but from the necessity of changing their dies every year. The continental lobster buyers, moreover, prefer to get the cans unlabelled, in order that they may label them themselves, and thus an additional, and entirely unnecessary expense would be thrown upon our lobster packers, which would not only hamper them, but have the effect of checking foreign trade. The fresh expense involved would be unproductive of any benefit, as the labels would be scraped off, and new ones substituted. Especially would this be the case with the continental firms. Cans left over from one season to another would be rendered useless by the old date embossed upon them, and much valuable material would be thereby wasted.

Senator Robertson is championing the cause of the packers in the Senate, and is to be commended for bringing the matter to the attention of Parliament.

Markets and Market Notes

QUEBEC MARKETS

Pointers

Fish—Revised.
Beans—Higher.

Montreal, March 14, 1907.

Business now being transacted between jobber and retailer is more or less limited, being of a hand-to-mouth character. The season is just between the tail end of the winter months and the first days of spring. There is always some buying done, but at this period it is only for actual wants which must be filled immediately.

Trade not being very active, the markets do not present any features of unusual interest. Prices during the week have been pretty well maintained on all lines. Beans are higher since last report, as much as \$1.60 having been obtained by one firm. Outside of this line it cannot be said that there are any price alterations of note. Sugar is firm and not likely to decline for the time being. Canned goods are moving out steadily in small lots, which are gradually bringing stocks down to a low level. Molasses is interesting as far as the primary market is concerned, but locally it is not selling very freely. Syrups are still selling in large quantities. Teas are strong. Coffees and spices are unchanged. Evaporated apples are quoted at figures about the same as ruled last week. Lots of new maple syrup and maple sugar are expected to arrive next week. Dried fruits are featureless. Tapioca is firm.

SUGAR.—Sugar is firm, but no actual advance in prices has taken place. Orders received by the jobbing trade are of fair size, demand being of a good character as far as consumptive trade goes.

Granulated, bbls	\$4 30
" 4-bbls	4 45
" 2-bbls	4 25
Paris lump, barrels	4 95
" half-barrels	4 95
" boxes, 107 lbs	4 85
" box s, 50 lbs	4 95
Extra ground, bbls	4 70
" 10-lb. boxes	4 87
" 25-lb. boxes	4 90
Powdered, bbls	4 57
Phoenix 5-lb. boxes	4 70
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.—Molasses is still without particular feature locally. Reports from Barbadoes say that 17c. still rules. Corn syrups continue in good demand.

Barbadoes, in puncheons	0 30
" in barrels	0 22
" in half-barrels	0 33
New Orleans	0 23
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" 1-bbls	0 03
" 2-bbls	0 03
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " 1 doz. "	2 35
" 20-lb. " 1 doz. "	2 25

TEAS.—Prices continue very high. Low grade teas are now selling at figures which would have been considered good money for medium grades a few months ago. Stocks held are not very large; in fact, cheaper grades are practically unobtainable.

Japans—Fine	0 25	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 15	0 17
Ceylon—Fok-n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 18	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" pra leaf	0 19	0 22
" pinhead	0 30	0 35

COFFEE.—Coffees are selling freely at figures quoted, which show no change since last week. Considerable interest is being displayed in the new crop, and estimates are being made as to its size by various interested parties. The valorization scheme also comes in for a great deal of discussion.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 18	0 10
Santos	0 10½	0 11
Maraicao	0 11	0 13
Roasted and ground 20 per cent. additional.		

SPICES.—Situation in spices is unchanged since last week.

Peppers, black	Per lb.	0 16	0 20
" white		0 25	0 37
Ginger, whole		0 16	0 50
Cochin		0 17	0 20
Cloves, whole		0 20	0 30
Cream of tartar		0 25	0 32
Allspice		0 12	0 18
Nutmegs		0 30	0 55

FOREIGN DRIED FRUITS.—Outside of a little hand-to-mouth business there is not much being done in dried fruits. Trade is limited owing to the very high prices which rule in most lines. Prunes are reported in good demand at figures quoted. A fair quantity of currants are being sold. Little activity is noticeable in raisins. Brazil nuts, new, are offering. There is nothing further than this new in nuts.

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

Dates—		
Hallowees, per lb.	0 04½	0 05
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches		0 18
Pears		0 16

Malaga Raisins—		
London 'ayers	2 25	
" Connoisseur Clusters	3 00	
" 1-box	1 10	
Royal Buckingham Clusters, 1-boxes	1 37½	
" boxes	4 50	
" Excelsior Window Clusters	5 50	
" 1's	1 50	

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

Prunes—	per lb.	
30-40s	0 09½	
40-50s	0 09	
50-60s	0 08½	
60-70s	0 08	
70-80s	0 07½	
80-90s	0 07	
90-100s	0 06½	
Oregon prunes (Italian style), 40-50s	0 08½	
50-60s	0 07½	

Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases	0 08	0 08
" cleaned	0 08	0 08
" in 1-lb cartons	0 09	0 09
Finest Vostizzas	0 03½	0 09
Amalias	0 01½	0 07½
Sultana Raisins—		
Sultana raisins, per lb.	0 13½	0 15
" 1-lb carton	0 13	0 15

Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	0 15
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown	0 07½	0 07½
Glove boxes, fine quality, per box	0 15	0 10
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " box	0 25	0 30

PEELS.—Peels are exceedingly scarce, the market being practically bare. Prices are strong, but not likely to advance for the time being.

Citron peel, per lb.	0 10	0 21
Limon peel, per lb.	0 11	0 12
Orange peel, per lb.		0 12

EVAPORATED APPLES.—Evaporated apples are strong at prices ranging from 11c. to 12c. Some are getting 12c., but it is rather difficult to obtain higher than 11½c.

BEANS.—Beans are firm at prices quoted. Some jobbers are asking higher figures than given hereunder. Beans which can be purchased at \$1.50 are worth consideration.

Choice prime beans	1 50	1 60
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MAPLE PRODUCTS.—No lots of new season goods have yet arrived but first receipts are expected next week. Nice stock in new sugar is expected to sell for 10c.

Pure maple syrup, bulk, per lb.	0 08	0 09
Compound maple syrup, per lb.	0 04½	0 05½
Pure Townships sugar, per lb.	0 08½	0 09
Pure Beauce County, per lb.	0 19	0 10

RICE AND TAPIOCA.—Sales of rice are being made at prices quoted in numerous instances, but the market is without feature. Tapioca is still firm at unchanged prices.

B rice in 10 bag lots	3 05	
B rice, less than 10 bags	3 15	
C C rice, in 10 bag lots	2 95	
C C rice, in less than 10 bag lots	3 05	
Tapioca, medium pearl	0 07	0 07½

RAW FURS.—Prices quoted remain:		
Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 01	25 00
Marten, dark	3 00	15 01
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	5 50
Weasels	0 10	0 50
Skunk		0 00

"CANADIAN" OF MEXICO.

"The Canadian" is the name of a small, four-page paper published in the city of Mexico. The second issue, Feb. 15, has just reached this office. It contains a lot of interesting information about Canada and a little advertising.

Leon Fontanel, Montreal, has been elected a member of the Chambre de Commerce Francaise.

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TWO GROCERY TRAVELERS IN BUSINESS FOR THEMSELVES

Two members of the travelling staff of H. P. Eckardt & Co., Toronto, have severed their ties with the firm and gone into wholesale business for themselves, not groceries. They are John Shouldice and W. J. Bradley, the former 17 years, the latter 10, with the firm. Both of them are men of great popularity and salesmen of the first order. Something more than ordinary in the way of a send-off was coming to them, and they got it.

The travelling staff, sample room force and representatives of the office and warehouse staffs of H. P. Eckardt & Co., entertained the two gentlemen to dinner at the Queen's hotel on the evening of March 1, and the course of conviviality was interrupted for a moment to make them the recipients of very handsome presents. Those present were: S. H. T. MacKenzie, C. F. Richardson, A. J. Chalm, J. W. Charles, A. G. Hill, W. K. Booth, St. Geo. Price, F. H. Prosser, G. J. Gould, G. L. Scott, B. R. Brown, W. E. Sutton, E. J. Wood, H. J. Middleton, J. H. Cooper, and two Eckardt & Co. old boys, Messrs. Kyle and Carmichael.

Having toasted the King in patriotic poesy, the toast list in four parts was taken into consideration, on this basis, "H. P. Eckardt & Co.," "Shipping and Warehouse Staff," "Guests," "Old Boys." The speakers were A. J. Chalm, C. F. Richardson, W. K. Booth, H. J. Middleton, S. H. T. MacKenzie, John W. Shouldice, W. J. Bradley, John W. Charles and Messrs. Kyle and Carmichael.

Then came the presentation of three handsome pieces of cut glass to Mr. Shouldice, and a gold locket and lob to

John W. Shouldice was born at Chatsworth, in the county of Grey, in that section of Ontario tributary to Georgian Bay, commonly called the "north country." He got his early business training with Cephas Good, now a grain man of more than provincial repute, then a gen-



W. J. BRADLEY.

eral merchant and grain buyer, and a very keen business man. His store was located on the Shouldice farm, along with a considerable portion of the village. After five years in training young Shouldice went into business for himself in his native village, in company with a partner, Mr. Hopkins. For five years they conducted a general store under the firm name of Shouldice & Hopkins. In January, 1890, Mr. Shouldice sold his interest to his partner and a month later joined the travelling staff of H. P. Eckardt & Co., to represent the firm east of Toronto. That position he held 17 years, till now. He makes this change to again become a principal. With E. B. Wallace and T. Blake, he is a partner in the firm of Wallace, Blake & Shouldice, Toronto, wholesale dealers in special dry goods. Mr. Wallace was a buyer for Gordon, MacKay & Co, and Mr. Blake was the Canadian representative of Rylands & Co., Manchester. Mr. Shouldice is a man of engaging personality and a salesman of acknowledged ability.

Mr. Bradley is of the younger generation of salesmen, though he has been with H. P. Eckardt & Co. ten years, having begun his business career there. He also is about to engage in business for himself, but his arrangements are not yet completed. An all round good fellow and a salesman of quality, he is one of the most popular travellers on the road.

SUGAR TARIFF AMENDED.

Montreal refiners are rejoicing over the recent amendments to the sugar tariff in so far as they refer to bringing in raw sugar via New York under the preferential tariff.

E. W. Parker, secretary Canada Sugar Refining Co., speaking of the matter said that it was only justice to the refiners that they should be allowed to bring their raw sugar into Canada by way of New York. The Halifax and St. John routes were altogether too slow, shipments being delayed for periods which would work great harm to the refiners if they were dependent for supplies upon importations via Canadian ports in the Maritimes.

Mr. Parker thought that the amendment referring to beet root sugar factories was very unjust to the refiners, and could not understand why the Government should have proposed such legislation.

B. McNally, secretary-treasurer St. Lawrence Sugar Refining Co., when seen by The Grocer, expressed very much the same views as did Mr. Parker.

DEATH OF THOMAS MARTIN, M.P.

A Legislator Whose Death is a Distinct Loss to the Country.

Thomas Martin, M.P., of Mount Forest, died in the Protestant General Hospital, Ottawa, on Tuesday morning, following an operation for gall stones on the Friday previous. Mr. Martin was a prominent miller and was one of the most capable and best liked members of the House of Commons. He was born at Fergus nearly 57 years ago. Besides building up with his brother, a large business, and establishing a sound reputation in trade, Mr. Martin took a keen and progressive interest in public and church affairs. He was as alderman and mayor several years actively engaged in the municipal life of Mount Forest, and in 1904 redeemed North Wellington for the Liberal interest by a large majority. As a Presbyterian he was prominent at home and a member of the General Assembly of the church. He was also a good bowler and he and his three sons, the Martin rink, was a feature in every big tournament. Mr. Martin was one of the best informed men in Parliament.

The Globe says of him:

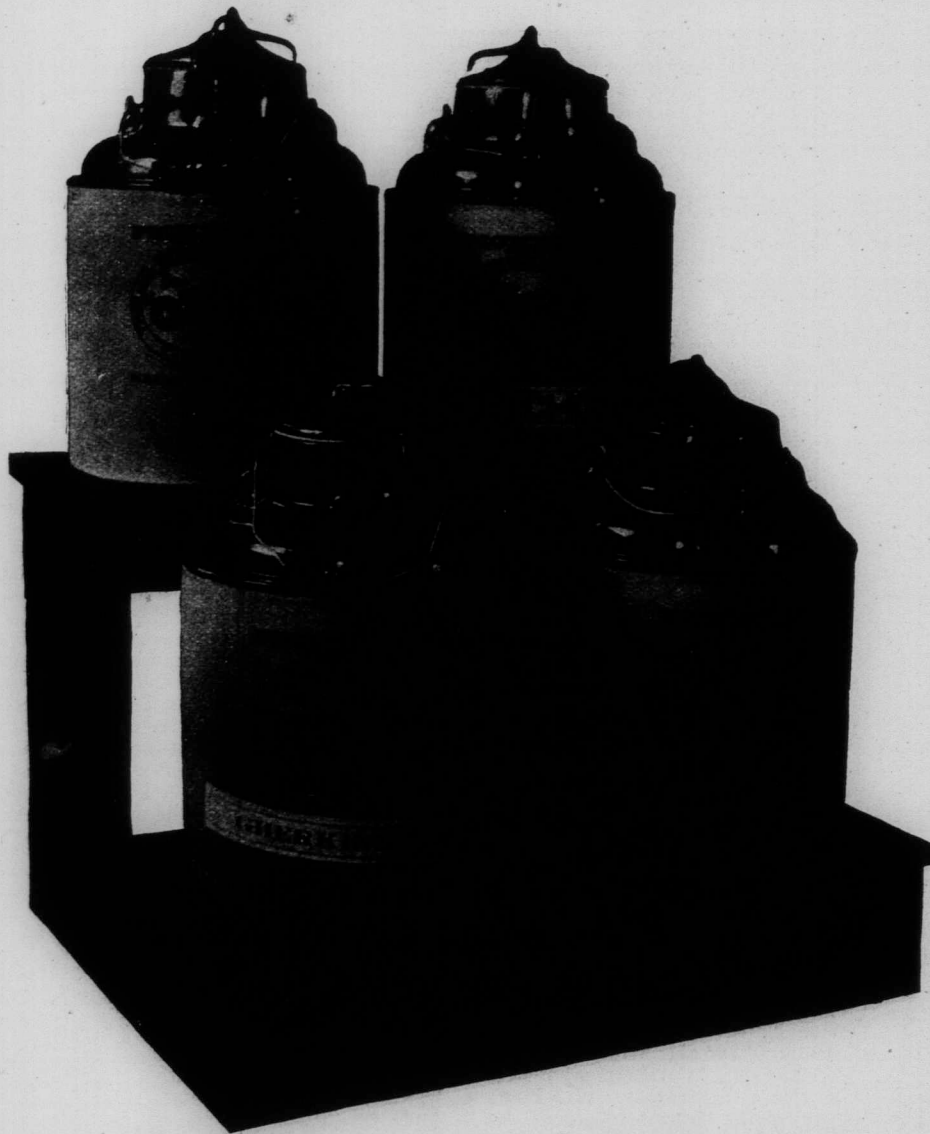
"The death of Mr. Thomas Martin, the representative of North Wellington in the House of Commons, removes from the Parliament of Canada and from the service of his country a man of the highest type of personal character, in whom the elements of private integrity and public honor were so mingled that under all conditions he showed himself a man. A successful man of business, he gave much of his time and service to his country, promoting alike the interests of the Church and of Parliament, and standing at all times for those things which make for the development and power of what is best in Canadian citizenship. A Liberal by conviction, he sought to hold his political party, alike in small things as in large, to those fundamental principles of common rights and those ideals of political life which belong to historic Liberalism. The positiveness of his ethical sense and the strength of his religious conviction made him a force for good alike in business and in politics, and his untimely death is a real loss not only to the many personal friends who loved and trusted him, but also to those agencies of religion and good government which never turned to him in vain."



JOHN W. SHOULDICE.

Mr. Bradley. Mr. MacKenzie passed over the breakables and jewelry and very fittingly expressed the feelings of sorrow and high regard with which the company regarded the removal of the recipients. Having heard from the gifted couple, Mr. Kyle proposed the health of the chairman, which was responded to with great heartiness.

We wish to announce that we have secured exclusive control
sanitary, up-to-date package containing high-grade bulk



THE HYGIENIC

EVERY

REPLACES the old un-
wholesome, unclean
and unhandy pickle pail,
keg or barrel that always
carried a taste more woody
than appetising. It will sell
more pickles for you in a
week than you ever sold
before in a month; and
every sale will bring you
a nice profit and more
patronage, with the satis-
faction of having sold a
good article which will
hold trade and bring you
more trade.

SOUR

This

FREE With every jar we give you enough Ozo pickle
carriers (in two sizes) to hold its contents.
With every set of four jars we give a substantial stained display
stand.

THE DAVIDSON &

WHOLESALE GROCER

exclusive control for Toronto and district of the most cleanly,
high-grade bulk Pickles ever offered to the grocery trade.

THE "OZO"— GENIC PICKLE JAR

EVERY JAR IS A SALESMAN"

FIVE VARIETIES

SOUR MIXED, CHOW CHOW, SWEET MIXED
WHITE ONIONS, GHERKINS

This is a Profitable Proposition for First-
Class and Progressive Grocers.

N & HAY, LIMITED

TORONTO, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

FOR SALE.

FOR SALE—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and straw-holder, extra bottles and glass-washer and all fittings; two years in use; cost \$414.00, will sell for \$200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

SITUATION 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.

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

WANTED—Traveller calling on grocery and drug trade in Maritime Provinces; also one for Manitoba and Northwest. Address Box Q, CANADIAN GROCER, Toronto.

AGENCY WANTED.

A WELL established firm of manufacturers situated in the Manchester district, England, well represented over the United Kingdom, with large connection amongst best grocers, chemists and co-operative stores comprising many thousands of open accounts, invite correspondence with manufacturers of goods suitable for the above market; advertisers have unlimited storage capacity, unique facilities for distribution, and are particularly well qualified for the introduction of proprietary lines; write in confidence Dept. F. L., care of S. H. Benson, Ltd., Advertisers' Agents, 1 Tudor Street, London, England. [11]

FOR SALE

That valuable business stand and property situate at New Mills in the County of Restigouche and Province of New Brunswick, known as the J. T. Windsor property.

This property consists of a lot of land containing about 400 acres, having thereon a large two-story store containing a full and well assorted stock of general merchandise, a comfortable and commodious dwelling, warehouse, lobster factory, and a number of smaller buildings. The New Mills Intercolonial Railway Station stands on this lot within 150 yards from the store.

This property also possesses a good deep water harbor, is pleasantly situated on the southern side of the Bay Chaleur and is one of most convenient and desirable stands along the Bay Chaleur, having been one of the principal business stands in Northern New Brunswick during the last fifty years.

For further particulars apply to E. Bertram Windsor, New Mills, N. B., or John McAlister, Barrister, Cambridge, N. B.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

FROM GROCER CORRESPONDENTS.

(Continued from Page 30.)

best equipment at a fixed price not to exceed \$35 per annum. The association is included in an invitation of the Independent Telephone Company to visit Buffalo as the guests of the company and see what the Bell Company's chief competitor has to show in the way of the latest in telephone services and telephone rates. The executive of the association met this morning to consider the invitation and decided to accept it. It is desired, however, that the visit be arranged early this week, so that the deputation can get back in time for the meeting of the Finance Committee of the city council, on Friday night, when the petition will come up for consideration.

To a London grocer, John Diprose, Dundas Street, has fallen the honor of winning first prize of \$50 in the competitive window display of "Bovril." The competition was open to District No. 14, Sault Ste. Marie to Berlin. The second prize went to J. T. Pepper of Woodstock; the third to G. G. Byers of Delhi; the fourth to G. H. Small, of St. Thomas, and the fifth to J. C. Pinch, of Sault Ste. Marie.

A unique window display, and one that attracts considerable notice is that in John Diprose's west end store. It represents a miniature old-time sugar camp, with notched maple tree, sapsucker and pail. Nearby is rigged a fireplace with a tree branch across two crochets and a pot suspended over a quantity of faggots ready for lighting. Even the farmers stop to look at the display.

Speaking of maple sugar, the luxury is rather late coming in this season, the first of the syrup having yet to make its appearance.

A standing grievance of the housekeeper, but one which the grocer is powerless to remedy, is the disappearance of the popular two-pound loaf. The prevailing pound and a half loaf is considered no adequate substitute, yet it costs just the same. What people long for is a return of the old two-pounder, even if a little more is charged for it. Time was when an inspector made periodical raids on bakers' wagons, and if any loaf was found short of the standard two pounds, it was promptly seized, the result being that the charitable institutions profited to no inconsiderable extent. But for some reason or other they don't make these raids nowadays.

INGERSOLL.

Transfers in business circles have been numerous of late and another one of interest has been announced to take place on the first of April. I. W. Kingswood, the grocer who came to Ingersoll about three years ago, purchasing the business of Wm. Dundass & Son, has sold out to McLeod & McBain, two young and enterprising men, who have already become favorably known in Ingersoll and vicinity through their connection with the grocery trade. Mr. McLeod has been the manager of Beattie & Co.'s store for the past couple of years, while Mr. McBain has been employed in the same store as head salesman for some time. Both have had wide experience in the grocery business and are deservedly popular. Courteous attention and fair treatment has been their motto and

their many friends hope that they will be accorded liberal patronage in their new venture.

Mr. McLeod entered the grocery business in Woodstock, of which town he is a native, while Mr. McBain is a son of Wm. McBain, of this town.

Mr. Kingswood has been engaged in the grocery business for many years. He came here from St. Thomas, where he conducted a very successful business. He has taken a very active interest in the development of all matters pertaining to the trade since coming to Ingersoll and has very acceptably filled the position of president of the retail merchants' association. He has not yet announced his intentions for the future, but it is understood that he has "something good" in view.

* * *

Ingersoll mourns the loss of one of her oldest and most respected residents, in the person of Harry Hearn, who engaged in the grocery business here over fifty years ago. He passed peacefully away on Saturday night, after an illness that had extended over eight years. He was in his 78th year, and had resided here for fifty-seven years. He was a native of Langtree, Devonshire, England. He came to Ingersoll in 1857 and for some time conducted a very successful grocery business. Later he kept hotel, being proprietor for fourteen years of the Old Royal and the New Royal, and he was known as one of the most genial bonifaces in Western Ontario. He possessed a genial disposition and a sunny countenance and there are many who remember his acts of kindness. From the hotel business he entered the dry goods business, which he successfully conducted until eight years ago, when he was seized with paralysis which necessitated his retirement. Since that time his health had been such as to frequently cause much anxiety to the family and his wide circle of friends.

The funeral was held on Tuesday afternoon and was largely attended, while the numerous floral tributes indicated the high esteem in which he was held.

TENTS

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

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

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

HAMILTON.

At the regular meeting of the Grocers' Association on Thursday evening last there was a lively discussion on how the questions of the wholesalers and manufacturers selling to those not in the trade. The outcome was that a large committee was appointed to confer with the Wholesale Guild and talk the matter over. No doubt a better feeling will be engendered as the result. The question was also taken up re the 10c. goods that are charged to the grocer at \$1 net per dozen. The jobbing trade throw all the onus of the price on the manufacturer. Well, let the retail man get after the manufacturer, for under present-day cost of doing business the profit in these deals is not apparent. The latest price list from a prominent manufacturer raises the price of 10c. goods to \$1.03 1-3 per dozen net, and 25c. goods to 21½c. net a package, and infers that 10c. and 25c. each shall be the retail price. The trade here think that

is the limit, and are prepared to refrain from selling that firm's goods in the future.

The collection system is now under operation and promises to be a great success. In a short time a delinquent list will be issued, which will prove a great safeguard when credit is asked for. The association has secured the services of a first-class collector, with a central office, and it is expected that the dead-beats will be rounded up in great style, and in future will have to confine their efforts to grocers who do not belong to the association.

J. J. Hill, the successful East End grocer, has sold his business to Mr. Martin, of Bain & Adams' firm. It is rumored that Mr. Hill's gaze is turned towards Cobalt.

Congratulations are extended to H. C. Beckett, as the new president of the Dominion Guild, and hopes are now entertained that the interests of the retailers are in good hands.

GROCERY TRADE NEWS FROM NEW BRUNSWICK

(By The Canadian Grocer's Special Correspondent.)

St. John, N.B., March 11, 1907.

The most notable thing about the local markets just now is the continued scarcity of all kinds of fresh fish. One local dealer sent to Boston for 1,000 pounds of haddock last week. It is scarcely likely, however, that others will be eager to follow his example, as the fish cost him between six and seven cents a pound delivered here. No lobsters are to be had and owing to the tie-up on the New Brunswick Southern Railway clams had to be hauled from Lepreau.

Eggs, which have been very scarce, and high since the beginning of Lent, are now a little more plentiful and easier in price. Henny eggs are quoted at 28 to 30 cents and "case" at 26 to 28 cents, wholesale. On the other hand butter is a little scarce, although quotations are practically the same, wholesale prices ranging from 22 to 26 cents. In flours, meals and sugars quotations are practically unchanged.

Several cargoes of choice Barbadoes molasses have arrived and the stock is meeting with a ready sale.

There is every reason to believe that a large cold storage warehouse will be erected in St. John, N.B., during the coming summer, for export trade. A communication has been received from L. S. Macoun, representing the Canada Lands Produce and Cold Storage Co. asking that the city grant a free site for the project. It is proposed to erect a building 150 x 125 feet, six stories high, at a cost of about \$100,000.

Sir Frederick Borden, who is interested in the company, while on a visit here recently looked over several available sites on the west side with Mr. George McAvity who is also interested in the venture. Two sites were selected as suitable for the building, one on the property occupied by the Union Ice Company near the Rodney wharf and the other near the new car sheds under construction on the west side. Both sites are near the wharves of the winter port steamers and are easily accessible by railway. It is thought the ice com-

pany property will be secured, as it is considered the more suitable of the two.

The matter has been referred to the board of public works and it is probable that satisfactory arrangements will be made for the company to locate here. The building of a modern cold storage plant such as is proposed, would give a great impetus to the export trade through this port of perishable goods.

It is understood that Premier Pugsley will make several changes in the provincial cabinet after the present session of the Legislature and that D. J. Purdy, M.P.P., the well known grocer and ship owner will be taken into the Cabinet without portfolio. Mr. Purdy has always been a staunch Liberal and his entry into the Cabinet would be regarded as a fitting testimony to his ability and high standing in the party. He has been a member of the Legislature since 1899, previous to which he served as alderman both in St. John and in the old city of Portland, previous to its union with St. John.

Owing to the shortage of freight due to severe storms in the west which tied up the railway systems to a large extent, the exports through Canada's winter port gave fallen off somewhat this year. The total valuation of the cargoes of 74 steamers which have sailed this year amount to \$12,427,583, against a valuation of \$16,272,494 for the same number of steamers last year, showing a decrease of \$3,844,911.

Up to date 82 steamships have arrived this season with a net tonnage of 315,851 tons, against 71 steamships with a tonnage of 236,937 tons last season to the same date.

Following are some of the products that have gone forward this year:

Wheat (bushels)	1,504,081
Oats "	827,926
Barley "	544,414
Cheese (boxes)	79,685
Cattle (number)	17,554
Sheep (number)	1,871
Horses (number)	44

The steamship Yola now on her way to South Africa from this port, took away Canadian goods valued at \$82,462 and foreign goods valued at \$73,084; a total of \$155,546.

The steamer Acamo, of the Pickford & Black line, sailed from Bermuda Friday the 8th inst., for this port. She is expected to arrive on the 12th, and has on board 450 puncheons of molasses, which will be landed here.

Geo. E. Barbour of the Geo. E. Barbour Co., and W. C. Cross of Hall & Fairweather, Ltd., have returned home from Toronto where they attended the annual meeting of the Dominion Wholesale Grocers' Guild. Both gentlemen speak very highly of the courtesies extended to them while they were away and report that the meeting was a most successful and enjoyable one. Mr. Barbour was appointed vice-president of the Guild for New Brunswick.

John E. Titus, the esteemed Bloomfield merchant, has been suffering from a severe attack of pneumonia. His many friends will learn with pleasure that his condition has improved very considerably and he is now out of danger.

G. W. Hoegg, of Sussex, is in Nova Scotia on a business trip.

The entire stock of the retail grocery store owned by William McCann at 63 Erin Street, was destroyed by fire on the morning of Tuesday, March 5th. Mr. McCann had \$500 insurance in the Anglo-American Insurance Company and he was awarded \$300, which he claims, however, does not nearly cover his loss.

MAPLE SYRUP

Packed by Canada Maple Exchange

SMALL'S SELECTED

By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS

SMALL'S CREMO FROSTING should be in every shop.



Canned Peas

This is a line which is in quite good demand just now. The Quaker Pea is the standard for quality.

Quaker Sugar Peas	-	85c.
" E. J. "	-	90c.
" Little Gem	-	95c.

Then we have the **Meaford Pea**, fine quality, which we offer at **75c.**

Pumpkin

Are you selling Canned Pumpkin? If you're not, you ought to be. There's a big trade doing. Our prices are low.

Ice Castle, 2's	-	40c.
Peacock, 3's	-	75c.
" gallons	-	\$2.50

Tomato Catsup

Crescent Brand, Jumbo quart bottle, 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.

Canned Corn

Autumn Leaf Brand, per doz. - **75c.**
Quality First-class,

Maple Leaf Select Valencias	-	8 1/2 c.
Rowley's Select Valencias	-	8 3/4 c.

H. P. ECKARDT & CO.

WHOLESALE GROCERS
TORONTO

THE CANADIAN GROCER

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.

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.

Square your accounts

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MAGLEAN PUBLISHING CO.

10 Front St. E., TORONTO



AUTOMATIC SCALES FOR BUTCHERS AND GROCERS

95 per cent. of your capital is in your stock. If it pays you to have a cash register to take care of the 5 per cent. you have in cash it should pay you more to have an accurate scale.

Ask us about it.

Stimpson Computing Scale Co.

34 Arthur St. Cor. Notre Dame Ave.,

WINNIPEG



BAKING POWDER

"GUARANTEED THE BEST"

**GENEROUS
SPECIAL OFFER**

We are making a special offer on this pure, wholesome and quick-selling commodity which will interest every retail grocer. Fill out and mail form below and we will forward full particulars.

The Codville-Georgeson Co., Ltd.
Winnipeg, Man.

Kindly mail me full particulars of your special deal on Gold Standard Baking Powder. My Name is

My Address is

Canadian Grocer



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.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

EASTER TRADE

In anticipation of the Easter Trade requirements we have prepared this season a Choice Stock of Mild Cured

Smoked Hams
Breakfast Bacon
Skinned Backs

Made from Selected Young Pea Fed Hogs

To avoid disappointment in shipping, would advise Immediate Booking of your order. Write us to-day,

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

FOR EASTER

HAMS BACON
LARD

We shall be glad to have your orders for "Star Brand" Hams, English Breakfast Bacon and Pure Lard. Orders are now coming in for the Easter Trade. Kindly let us have yours as early as possible.

F. W. FEARMAN CO.,
 HAMILTON LIMITED

EASTER

Send us your order early
 and you will get carefully

SELECTED STOCK



CORONA Brand
HAMS, BACON, WINDSORS
BEEF, LAMB, MUTTON, PORK, Etc.

The Montreal Packing Co.

LIMITED
 MONTREAL, P.Q.

The man who is out to corner a paying trade in the grocery business is mighty careful about the brand of provisions he carries. He certainly does study popular taste. To make sure he always orders the Ryan



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

because the Ryan provisions are sure guarantees of the come-again customer, an increasing trade and a lasting reputation. Think it over. Is it worth while to feature any other brand of provisions?



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

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

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

What little cheese is still held in Montreal is rapidly being cleaned up, and it will not be long before the market is quite bare of stocks. Interest in the situation is slight, since most of the houses engaged in the cheese business, being without stocks of any kind, are not bothering about conditions existing here and in England further than to keep posted on what is going on. Since last week receipts have been reported of a few March fodder cheese which sold at good figures. Arrivals were not sufficient to make a market, and did not cut much of a figure locally. Nothing in this line was exported.

Probabilities point to a high opening for new make cheese. Most of the factories are expected to open around April 1, although, no doubt, some makers will be opening possibly the beginning of the week. Various conditions have combined to make necessary high opening figures, the most apparent being the fact that many will devote their energies to the making of butter.

Advices from England contain little that is new. The market there remains about the same as at time of last report.

Receipts of cheese reported by the Board of Trade, for the week ending March 9, were 136 boxes, or 2,349,705 boxes since May 1, 1906.

Butter is firmer again this week, higher prices ruling. Locally a brisk trade is being transacted at figures quoted. Demand is strong, and although prices asked by holders are high they find little difficulty in obtaining them. Creamery is the chief line in which business is being done, other varieties, dairy and fresh rolls, the latter particularly, being scarce.

Returned creamery is being sold at even higher prices than ruled last week. A few lots came forward lately, further swelling the amount already received on this side. A considerable quantity has been returned this year, the goods being quite neglected in Great Britain owing to the fact that Australian new grass butter was in good supply all the time, practically excluding the Canadian product from the market.

Many houses in Montreal having received lots of butter returned from the Old Country received a surprise recently when it became generally known that under the new tariff a duty of three cents a pound may be exacted on all butter returned to Canada, unless it were shipped direct to the original exporter. At first it was thought that many would suffer, but later, according to what can be learned in the trade, it seems that most of the butter shipped back to Canada was received by those who had exported it in the first place.

In any case, the feeling in the trade is, the Government would not now be likely to force the importers of the Canadian creamery to pay the duty when it is considered that the butter has gone into consumption. Any butter brought in since the new tariff went into effect was taken in good faith, with no intention to escape paying a duty, as evidenced by the selling prices in this country, which were based upon the buying price in England and without any reckoning for duty. As a matter of fact it was not generally known in the trade that such a duty existed.

To March 9, receipts of butter for the season totalled 609,757 packages, 542 packages having arrived last week.

PROVISION SITUATION.

Prices for live hogs continue the same as for some weeks past and the packers' assurances that the price would be lower have not been made good. A prominent packer when asked why, replied: "One's afraid and the rest dassant." This leaves the price \$6.65 f.o.b. country points, \$6.90 fed and watered, Toronot, and \$7.15 off cars at the factory. Perhaps the packers were

encouraged by the fact that while the Old Country market was no higher than a week ago, it was steady at the last decline and the market seemed to be in much better condition.

The domestic situation is unchanged. Demand continues normal though there has been some enquiry for jobbers' lots from western Canada. Stocks of lard are said to be limited.

The latest report of the Bureau of Industries of Ontario gives the number of hogs slaughtered or sold in the province, and their value, during ten years ending June 30, as follows:

1905	2,267,583	\$22,202,233
1904	2,240,083	22,665,164
1903	2,168,598	22,532,862
1902	1,991,907	20,154,190
1901	1,973,405	17,548,490
1900	2,056,049	15,800,799
1899	1,875,466	14,157,394
1898	1,592,697	11,852,535
1897	1,399,967	10,022,812
1896	1,304,359	10,022,525

The value of bacon, hams, shoulders and sides exported from Canada for five years ending June 30 last, was:

1902	\$12,404,990
1903	15,911,294
1904	13,037,519
1905	13,568,075
1906	12,236,897

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—Brisk demand is reported. Prices show no change since last week but the market for smoked meats, pure and compound lard, is much firmer than at the time of last writing.

Lard, pure tierces	0 11 1/2	0 12 1/2
" 56-lb. tubs	0 12 1/2	0 12 1/2
" 20-lb. pails, wood	0 12 1/2	0 12 1/2
" cases, 10-lb. tins, 60 lbs. in case	0 12 1/2	0 12 1/2
" 5-lb.	0 12 1/2	0 12 1/2
" 3-lb.	0 12 1/2	0 12 1/2
Lard, compound tierces, per lb.	0 09 1/2	0 10
" tubs	0 10	0 11 1/2
" 20-lb. pails, wood	2 05	2 10
" 20-lb. pails, tin	1 35	2 00
" cases, 10-lb. tins, 60 lbs. in case	0 10 1/2	0 10 1/2
" 5-lb.	0 10 1/2	0 10 1/2
" 3-lb.	0 10 1/2	0 11

Wood net, tin packages, gross weight—	22 00	22 50
Canadian short cut mess pork	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb.	0 15 1/2	0 16 1/2
Hams	0 13	0 16 1/2
Extra plate beef, per bbl.	12 50	13 00

BUTTER—Butter is firm in price, being slightly higher on some lines this week. Creamery is in good demand, stocks of it, as well as of other grades being light. Few lots of choicest, in tubs, can be had under 26c., and even at this figure not many are willing to part with their holdings. Large rolls are still selling at last week's prices.

Choicest creamery, salt, 56 lb. boxes	0 26	0 27
" pound prints	0 26	0 23
Medium creamery	0 24 1/2	0 24 1/2
Western dairy	0 22	0 22
Large roll	0 23	0 23 1/2
Dairy tubs	0 20	0 22

CHEESE—Stocks are being cleaned up week by week until there is very little left on the market. New make has not yet begun to arrive, except for a

few March foddors. Ontarios are quoted from 14c. to 14 1/2c.

EGGS—Since last week there has been another decline in eggs, prices this week being fully five cents under those of last. Dealers are now selling newly laid Canadian eggs for 23c., and in some cases a shade under this. American eggs are sold as low as 22c., being brought into the country by freight.

HONEY—Honey is unchanged since last report. White clover, extracted, tins, is very scarce.

White clover comb honey	0 13	0 13 1/2
White clover, extracted tins	0 09	0 10
Buckwheat	0 08	0 09

TORONTO.

PROVISIONS. — Demand continues nominal and prices are unchanged. Lard is firmer, the high price of butter diverting considerable demand to lard. Prices, however, are steady. Beef is firm and some lines are slightly higher.

Long clear bacon, per lb.	0 11 1/2	0 11 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15 1/2	0 16
Medium hams, per lb.	0 14 1/2	0 15 1/2
Large hams, per lb.	0 14 1/2	0 15 1/2
Shoulder hams, per lb.	0 11	0 11 1/2
Bacon, plain, per lb.	0 16	0 16 1/2
" pea meal	0 17	0 18
Heavy mess pork, per bbl.	20 00	20 00
Short cut, per bbl.	23 50	24 00
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 10 1/2	0 10 1/2
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	5 50	5 50
" front quarters	5 00	5 00
" choice carcasses	7 00	8 00
" common	4 50	5 50

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.

WINDSOR SALTTABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT**BUTTER and EGGS**

—WE ARE—

BUYERS and SELLERSCorrespondence 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

The Grocer who is after Trade with
Canned Meats such as are offered
under the brand of

Wm. Clark

will have a safe, sure and satisfac-
tory business.

Mutton	0 08	0 10
Lamb	0 11½	0 13½
Hogs, street lots	9 00	9 50
Veal	0 09	0 11½

BUTTER.—Supplies of choice dairy are limited and prices are firm all round. Dairy is a shade higher, and some are quoting as high as 30 cents for creamery prints.

Creamery prints	Per lb.	0 29
" solids, fresh	0 25	0 27
Dairy prints, choice	0 25	0 26
" ordinary	0 21	0 23
" rolls, large choice	0 23	0 24
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS.—The market is 6 cents lower than a week ago. This has stimulated demand and the decline is likely to be slower. When eggs get to about 15c. in the country the wholesalers will commence storing, which, unless production is remarkably heavy, will absorb the surplus. Chicago is now quite out of the market. Jobbers say they don't remember when the egg trade was in as nice a condition as at present. There isn't a stored egg left in the country: practically everything coming forward is strictly new laid.

Eggs (strictly new laid) 0 26 0 28

CHEESE.—Prices remain firm.

Cheese, large	0 14½	14½
twins	14½	14½

HONEY.—Prices are firm.

Honey, strained, 63 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.—Receipts are limited, and prices are higher.

Live Weight.

Old fowl	0 10
Ducks	0 17
Young chickens	0 12

Dressed weight.

Old fowl	0 11
Ducks	0 14
Young chickens	0 13 1 15
Geese	0 10
Tom Turkeys	0 4
Hen	0 18

MESSAGE IN CANADIAN CHEESE.

(From the English Grocer.)

Sir,—I thought perhaps the following would interest some of your numerous readers:

My wife, in cutting through a Canadian cheese this morning, found a small glass bottle containing a piece of white paper, on which is written in a very good hand the following:—

Westport, Ontario, August 14, 1906.

—Am enclosing a small note in this cheese, trusting that the receiver will kindly answer and let me know where it was bought, the price, and also how they liked it. This cheese was made to-day, August 14, 1906, by my husband, W. C. Taylor, in Salem factory. Waiting a reply, Mrs. W. C. Taylor, Westport, Ontario.

The cheese is of excellent quality, and I intend to notify the writer of the note to that effect.—I am, etc.,

R. D. SHOLES,

St. Mary Church-road, Torquay,

DUTY ON PORKSTUFFS.

Gordon, Grant & Co., Trinidad, in a recent mail advice state: "There is a good enquiry for lard and porkstuffs of all kinds, stocks of which continue small. Our customs tariff is now being revised and it is rumored that the Government is likely to impose a duty on pork, beef, and other items previously on the free list. In consequence of this our dealers are importing to some extent on speculation."

The Ontario Government is going to arrange a series of bacon hog sales in Eastern Ontario with a view to encouraging the industry in this section of the province, which has lately been somewhat neglected.

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, Ham, 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

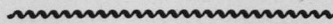
LIVERPOOL,

Produce Exchange Bldg.



A Practical Way of Selling Japan Teas

"OWL CHOP" Brands in one-pound air-tight lead packages.



Full weight in each package, no loss in retailing, full flavor of the tea retained until consumer is ready to use.

"OWL CHOP" Teas are packed exclusively in Japan and under the best conditions possible.

"OWL CHOP"	No. 1.	80 x 1 lb	packages, per half-chest	-	-	36c. lb.
" "	No. 4.	80 x 1 "	" " " "	-	-	30c. lb.
" "	No. 50.	80 x 1 "	" " " "	-	-	26c. lb.
" "	No. 100.	80 x 1 "	" " " "	-	-	24c. lb.

Less 3% 30 days.

Freight paid in Ontario and Quebec in 3 c/s lots.

Give us a trial order of 3 half-chests or more and we guarantee you entire satisfaction.

With first order we will give nice premiums and advertising matter.

Samples furnished with pleasure. Write to-day.

L. CHAPUT FILS & CIE.

Tea Importers - Montreal.

BUSINESS MEN IN PUBLIC LIFE

No. 14

ALD. CAWSEY, HALIFAX

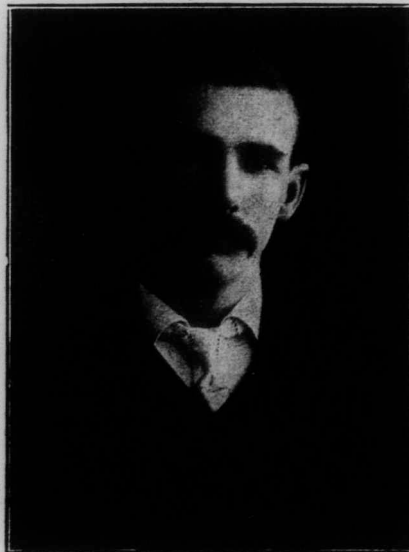
Halifax, N. S., March 2.

Halifax has fittingly honored a grocer alderman who is about to take up his residence in Western Canada. The recipient of the honor was William H. Cawsey, and his departure for the West was made the occasion of a banquet, which was tendered him by the Mayor, the Corporation and the officers of the City of Halifax, in the St. Julien dining room, of the Halifax Hotel, on Thursday evening. The dining hall was handsomely decorated, the menu served was excellent, and a first-class programme of vocal and instrumental music was rendered during the evening.

Mayor MacIlreith presided, and on his right sat the guest of the evening, Ald. Cawsey, and Recorder Bell, and on his left ex-Mayor Crosby and ex-Ald. Rogers. There were also present the aldermen, heads of all civic departments and a number of ex-aldermen. It was a tribute of esteem to one whose services for five years as alderman have rightly earned the approbation of his fellow-aldermen and citizens—one who worked quietly and unostentatiously, without much fuss or flurry, but faithfully and well in the different capacities as alderman and school commissioner. The tone of all the remarks was one of regret at his departure, but of well-wishing wherever he might chance to locate in the future.

After loyally honoring the toast "The King," Mayor MacIlreith proposed "Our Guest." He said it was a sorrowful duty cast on him, for Ald. Cawsey had served the city faithfully for five years. He had been Chairman of the Board of Firewards, and had been the means of

bringing about great improvements in that service. As a member of the Board of Works during the last two years, as a member of the Hacks and Trucks Commission, his aid and counsel had been invaluable to the Mayor, for he always did his best to further the interests of the city. He wished him success and prosperity in his new home. He was sure Ald. Cawsey would take a prominent position in his western home. He hoped it would not be many years before the Alderman had amassed a fortune and would return to his native province.



ALD. CAWSEY OF HALIFAX

"For he's a jolly good fellow," after which Ald. Cawsey expressed his appreciation of the honor conferred on him. Some years ago it was the usual course for the young men of this country to go to the southern republic, but now this part of the Dominion was sending its sons to the Canadian West. He recognized that he had made mistakes in his capacity as Alderman, but these were not intentional, for he had en-

deavored to do his best. In that time many changes had taken place in the city. Five years ago not a yard of permanent street work had been done. The city had made great strides in improving its sidewalks, and many miles of good work had been laid. Inducements were now being held out for manufacturing industries to be established here, and he referred to the fact that one large concern, the Silliker Car Works, was coming. Halifax had to keep abreast of other places and while he was opposed in principle to bonuses, he found they had to be given. He referred to the contract made by the Dominion Government for the erection of machine works, the bulk of the work in which line had hitherto gone to Moncton.

Ex-Mayor Crosby expressed very kindly hopes for Ald. Cawsey and his brothers in their new home. While leaving Halifax they were going out to another section of the Dominion. He said there were opportunities here which did not present themselves in the West. He said occasions of this kind where the Aldermen got together in a friendly way were beneficial. He would like the young men of Halifax to know more of the city. Some seemed to think their duty was done when they criticized, but when advice was asked as to the course to be pursued, the critics too frequently could give no response.

Other speakers referred in eulogistic terms to the departing alderman, and wished him every success in his new home. The banquet was brought to a close by the singing of the National Anthem and Auld Lang Syne.

Alderman Cawsey has been in the grocery business in Halifax for the past eighteen years. He is thoroughly familiar with every branch of the trade, and during those 18 years has built up an extensive retail business in the northwestern section of the city. Three of his brothers were associated with him in the business. The firm's stores and teams were always attractive. Everything was kept bright by elbow grease within and without.

(Continued on page 50.)

Pure Food Show—Toronto Booth

HOLBROOK'S Genuine Worcestershire SAUCE

We'll be there to meet you—to greet you, just to tell you
how pure, delicious and appetizing it is.

Canadian Branch,
25 Front St. E., Toronto

Manager, Mr. H. Gilbert Nobbs

If you desire to handle High Class English Specialties,
then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.
AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors :

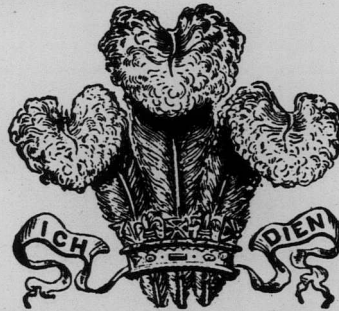


HIS MAJESTY THE KING

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada :

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.



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.

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.

NICHOSOLN & BAIN

Winnipeg, Calgary and Edmonton

CEREALS AND CONFECTIONERY

Markets are Steady and Trade Normal—U. S. Markets Now Dormant—Confectionery as a Specialty for Increasing Profits.

"They are buying green lice in Chicago," remarked a Canadian grain merchant, commenting upon the situation this week. He meant that wheat was advancing because of reports of crop damage. The effect in Canada is simply a hardening of tone. Prices remain firm. Flour is in fair demand, but there, too, prices are merely steady. "Cables," says an American authority, "have simply followed our market, opening easier and turning stronger with us, as America, is the controlling factor in the wheat situation for the balance of the crop year. This was demonstrated when Argentine shipments came on Friday at record figures, our market advancing in the face of it, as the great deficiency in Russia cannot be made good without drawing heavily on America for the balance of the crop."

Confectionery.

A good many grocers are arriving at the conclusion that they are wasting their time inducing people to buy sugar and other lines handled at a narrow margin, often not sufficient to cover the cost of doing business, and are lending their energy to building up a trade in specialties. Under this head there is no more profitable line than confectionery. High class confectionery, well displayed, will improve the appearance of any store and will attract custom. The man who is making a success to-day is not the man who doddles along in a rut, but the man who works his grey matter to devise ways and means of augmenting his profits. Confectionery is one of the ways.

MONTREAL.

FLOUR.—Local business is reported satisfactory, sales in city and country being good. There is not much being done in an export way, except the trade being transacted with the Pacific—with Japan and China, which countries are still buying in fairly large quantities. No price changes are to be recorded this week.

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 10	
Glenora.....	4 60	

ROLLED OATS.—Price cutting continues to such an extent that it is extremely difficult to give a range of prices which may be considered ruling figures. Those prices quoted hereunder for rolled oats are a fair average of figures sked by millers.

Manitoba spring wheat patents.....	4 60
" strong bakers.....	4 10
Buckwheat flour.....	2 25 2 30
Five Roses.....	4 60

FEED.—Feed is as high as ever and mills are in many cases oversold, with no probability of being able to fill orders for a long time to come.

Fine oatmeal, bags.....	2 45
Standard oatmeal, bags.....	2 45
Granulated.....	2 45
Gold dust oatmeal, 98 lb bags.....	1 75
Rolled oats, 90-lb. bags.....	2 15 2 30
" 80-lb. bags.....	1 90 2 05
" bbls.....	4 70 4 85

TORONTO.

FLOUR.—Prices continue steady with a fair domestic trade and some export demand, but not much business resulting except to the Orient, via Pacific ports.

Manitoba Wheat.		
60 per cent. patents.....	4 40	4 60
85.....	4 10	4 10
Strong bakers.....	3 80	3 90
Winter Wheat.		
Straight roller.....	3 60	3 70
Patents.....	3 80	4 00
Blended.....	4 10	4 10

CEREALS—Prices are unchanged.

Rolled wheat in barrels, 100 lbs.....	2 40	2 50
Rolled oats, in wood, per bbl.....	4 50	4 75
" in bags, per bag 90 lbs.....	2 25	2 40
Oatmeal, standard and granulated, per bbl.....	5 00	5 20
" in bags 98 lbs.....	2 40	2 60

TRADE NOTES.

W. H. Watson, grocer, of Andover, is dead.
 Darveau & Frere, of Montreal, have registered.
 Geo. St. Pierre, Windsor, grocer, has sold out.
 Patrick McCann, grocer, St. John, has been burnt out.
 Lanon & McKay, grocers, of Vancouver, have dissolved.
 Mrs. Stephen E. Pierce, of Aylmer, grocer, has sold out.
 Jno. J. Secord, confectioner, Meaford, has been burned out.
 M. Judson, of Frankville, grocer, succeeds J. W. Johnson.
 Lesias and Gallo, confectioners, Montreal, have registered.
 Fred Burrige, grocer, of St. John, has sold to Rose Bros.
 A. Lefort, of Montreal, grocer, has sold to Carrier and Frere.
 J. W. McIntyre, of Walkerton, grocer, etc., has sold to John Goos.
 Jno. Gentile, of Orillia, fruiterer, has assigned to Geo. H. Clarke.
 Beauvais, Lalonde & Co., the Montreal grocers, have dissolved.
 Rivard, Dupont & Co., grocers, of Three Rivers, have registered.

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

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

SPRAGUE

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

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

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

BE CAREFUL!

Most grocers are because they feature our

ROLLED OATS

First in quality, and then there is a comfortable profit. Strict attention to all orders.

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

Plourde & Sirvis, of Montreal, have dissolved their grocery business.

Barteaux & Co., grocers, of Winnipeg, have assigned to C. H. Newton.

I. M. Taylor, of Chatham, grocer, has sold out to F. E. Gerber & Son.

H. S. Wallace, comn. grocer, St. John, has sold out to Elmore & Mullin.

J. R. Swindon, of Windsor, grocer, has his chattel mortgage foreclosed.

Henshaw & Ware, confectioners, Toronto, have assigned to Sidney A. Paterson.

Gillis and Francis, the Winnipeg grocers, have sold their stock to Hardy & Buchanan.

McIlhargey & Clement, of Stratford, grocery and general store, have sold to McCully & Haugh.

E. Meckling, of Plum Coulee, are adding a department of men's furnishings to their grocery store.

There was a meeting of the creditors of Jean Pierre Guilbault, grocer, of Montreal, on March 11th.

The Wee MacGregor Co., Toronto, oat cakes and grocery specialties, have assigned to E. R. C. Clarkson.

Sullivan Bros., grocers, etc., of Woodstock, suffered the loss of their bowling alleys by fire. Insurance \$2,500.

New pack fresh cured haddies, as well as kippers and Yarmouth bloaters, are offered by Leonard Bros., Montreal.

The Vancouver, B.C., Board of Trade is asking the Dominion Government for

a 250,000 bushel elevator to store Alberta wheat.

Jos. Beirnes, of Virden, confectioner, was burnt out. He says he's going to change his name, but we never knew it was pronounced that way.

Tom Peingle recently effected the sale of his cafe in Goderich to C. A. Edwards, and is negotiating the purchase of a grocery stand in the same town.

The Rolla L. Crain Co., of Ottawa, has been authorized to manufacture in Canada the products of the Kalamazoo Loose Leaf Binder Co., of Kalamazoo, Mich.

The annual statement of the Canadian Salt Co. shows that during 1906 the company earned a net profit of \$63,000 on a capital of half a million. Eight per cent. dividend was allowed.

Turnbull, Howard & Co., Brantford, have been bought out by Turnbull & Cutcliffe, Ltd. The new company has been incorporated with a capital of \$40,000, with headquarters at Brantford.

Two carloads of coffee, one of old crop Santos green and one of old Maracaibos are expected shortly by the E. D. Marceau Co. Ltd., Montreal. The same firm is offering remaining lots of Japan teas.

T. Palmer, Hensall, has moved into more commodious quarters nicely fitted and furnished, where he has much improved facilities for catering to the wants of his numerous customers in the confectionery and restaurant lines.

Chalmedy Bros., & Co., general merchants, North Bay, who were recently burned out, have commenced reconstruction very energetically. The debris has been cleared and the construction of the new grocery department is well progressed.

The Ontario Department of Agriculture's latest bulletin (No. 153) is entitled "Some Facts Concerning Fertilizers and their Use," by R. Harcourt, professor of chemistry, Ontario Agricultural College. The bulletin may be had free upon application to the Department.

The Orient demand for flour seems to be on the increase rather than in abeyance. The Lake of the Woods Milling Co. received another big order for 20,000 bags to be delivered at Shanghai. Half of this contract was all they were able to accept. The flour demanded is third and fourth grades.

A deputation, representing almost every large commercial association in the Dominion, waited upon the Dominion Government with a petition for the enlarging and modernizing of the Welland canal. They produced a startling array of figures, showing that the rate on the carriage of grain from Fort William to Montreal would be reduced to the extent of three cents on the bushel by the carrying out of this work. Sir Wilfrid Laurier declared that the Government would consider the matter carefully, and it was likely that the work would be put in hand as soon as the necessary funds could be procured.

48 Highest Awards In Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered,
U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

There is not one Grocer in ten thousand who can afford to slight his biscuit trade.

McLAUCHLAN'S CREAM SODA BISCUITS

are featured by all shrewd Grocers for that reason and because of their approved Quality.

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

**The Acme of
Biscuit Goodness**

is reached and concentrated in

**Perfection Cream
Sodas**

and particular women all over the Dominion know it.

This is no matter of speculation. On the contrary, it is a well attested fact. Of course this means



are just as near perfection as human care and ingenuity can make biscuits. These biscuits are baked and packed so that their goodness is lasting.

Few grocers slight their biscuit counter. This helps to explain the ever-increasing demand for

**PERFECTION
CREAM SODAS**

We guarantee satisfaction. Three pounds cards or tins. Put name on your order list now.

**THE Mooney
Biscuit & Candy
Company,**

LIMITED.

Stratford, - Canada

Sixty
Years of
Popularity

**COX'S
GELATINE**

may now be had
in a new form as



**COX'S
INSTANT POWDERED
GELATINE**

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

Canadian Agents:

O. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

**J. & G. COX,
Ltd
Gorgie Mills,
EDINBURGH**

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE



BY ROYAL WARRANT TO HIS MAJESTY



BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE
"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents MONTREAL

BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

it contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

Western Canada Flour Mills Co., LIMITED



Mills at
WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6080

Phone in your Orders at our expense.

A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument—carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

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

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

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED
BRANDON, MAN.

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



Good Business

demands that all live grocers stock

Nicholson's Mince Meat

and that they do it now. Why? Because of its sterling quality and the demand of the people.

We also recommend

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

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-leej)

In less than two years Cailler's Chocolate has come over from Europe and secured the lead over all other imported chocolate in the United States.

It will do the same in Canada.

The only reason for this preference and success is due to **QUALITY**.

That is why you should buy

Cailler's

GENERAL AGENT

William H. Dunn, - MONTREAL

394-396 St. Paul Street

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

Milk Chocolate

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

Cowan's Cocoa (Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Mott's Chocolate!

Household words in Canada meaning purity, richness and excellence.

"Diamond" and "Elite"

are the brands to insist upon getting from your jobber.

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

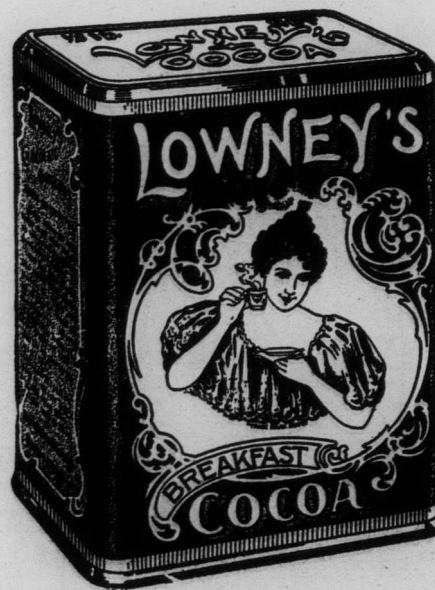
SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver



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

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

WHO IS RESPONSIBLE FOR FREIGHT IN TRANSIT?

P. C. Larkin, of Salada Tea, is trying to have the railways answer a question that is of vital importance to every shipper. The question is as to the responsibility of railways for goods committed to their care. This is not a new question; it has been up and on for years, but the railways have continually dodged it. On Feb. 14th Mr. Larkin wrote to the Grand Trunk Railway System as follows: "Would you please tell us if you accept responsibility for any of our goods, shipped over your line, while they are in your possession?"

"What we want to know is if they are destroyed in any manner whatever will you recoup us for them?"

"We understand that the Canadian Pacific Railway undertake the responsibility, and we want to have it clearly defined with your good selves."

More than a week later, having had no reply, Mr. Larkin, on Feb. 25, wrote:

"We wrote you upon Feb. 14th, asking if your company accepted responsibility for goods destroyed in any way while in their possession, but we have received no reply as yet to our communication. Will you kindly be good enough to write us definitely regarding the matter."

Two days later R. C. Nelles, Toronto freight agent of the Grand Trunk Railway, wrote:

"Your favor of the 14th inst., was received and duly acknowledged on 15, stating that it had been forwarded to our district freight agent, Mr. C. E. Dewey, with request that the information desired be furnished from our General Freight Traffic Department."

"Through his absence from city, I was unable to see him until this a.m. and he asked me to advise you that this subject has been under close consideration for some time, and is being worked out in every detail. Shippers will be advised very shortly of the decision our company arrive at, which, I am assured, will be satisfactory to our patrons."

As shippers have been waiting about seven years for a definite answer to this question there isn't much satisfaction in railway's reply. Mr. Larkin has urged President Steele, of the Toronto Board of Trade, to bring the matter to a head before the Railway Commission, and that will probably be done in the near future.

BACK TO OLD QUARTERS.

William Galbraith & Son, wholesale grocers, Montreal, intend removing by April 15, to their old quarters, 80-82 St. Peter street. The firm has been more or less handicapped owing to insufficient warehouse accommodation, but when located in their new premises they will be in a position to meet the rapidly increasing demands of their business. The warehouse on St. Peter street is 40 feet wide, 116 feet deep,

and five storeys high. It is a significant fact that it has been occupied as a wholesale grocery warehouse for three-quarters of a century; first by Alexander Urquhart, for about 40 years, then by Kinloch Lindsay & Co., for 25 years, and later by Carter, Galbraith & Co., up to the time of the dissolution of this firm in January, when Mr. Galbraith purchased the premises.

ANOTHER PORT ARTHUR CHANGE

Port Arthur has seen several business changes in the past few years. Another occurred the other day, when Ambrose Ferguson, the city agent of the Riley, Ramsey Co., purchased the grocery business of Stewart & Smiley, on Cumberland street. Mr. Ferguson takes over one of the largest concerns of its sort in the town, and has a high standard before him. His friends predict for him great success.

LOOKED SEVEN YEARS AHEAD.

On Feb. 21 Prince Edward Island was connected with the mainland by wireless telegraphy. The Charlottetown Patriot says:

"In this connection it is worthy of note that on January 10th 1900, just seven years ago, Horace Haszard, then president of the Charlottetown Board of Trade, in his annual address before that body, said:

"Among the possibilities of the future may we not hope soon to see this island in continuous communication with the mainland by wireless telegraphy."

"Well done, Mr. Haszard!"

SUGAR PRODUCTION IN THE WEST.

According to a statement submitted, the amount of sugar produced by the Knight Sugar Co., of Raymond, Alta., from the beet crop of 1906, was 4,673,200 pounds. The Government bonus to beet growers aggregated \$23,366. Adding this to the amount paid for beets at the factory, averaging \$5.64 per ton, and assuming the production to run 10 tons to the acre, it will be found that the return to the farmer was \$59.40 per acre.

AUSTRALIA'S BUMPER CROP.

Australia's wheat crop for 1907 is expected to excel all previous years, and similar reports are arriving from New Zealand. Australia is expected to gather in something over 80,000,000 bushels at a conservative estimate, which will be a 5,000,000 bushel gain over last year, and with the exception of the phenomenal yield in 1903-04, the highest record Australia has yet shown. In the wheat crop of 1903-04 the Australian Commonwealth exported 38,500,000 bushels, but the following year, owing chiefly to the drought, it only exported 36,000,000 bushels. In 1905-06, however, it recovered a little and exported 37,500,000 bushels, while this year it is expected that the exports will again exceed 38,000,000 bushels.



At the Buffalo Convention

The Dodge One-Piece Metallic Cap for the Hermetic Sealing of glass packages

WON IT'S GREATEST VICTORY

It received the enthusiastic endorsement of every packer present. Those who had used it were outspoken in its praise. All who saw its practical demonstration on the Dodge new Self-Adjusting Capping Machine were surprised at its perfect seal and adaptability in meeting the requirements of the Pure Food Law.

As a closure to be used in processing it has no competitor. Its mechanical simplicity and being assembled and ready to place give it extraordinary economical advantages in both time and money to the packer.

Its handy and easy detachment without instruments or printed directions forces the public to prefer the package sealed by it, as damaged forks, twisted knife blades, broken glass, hard struggles and torn or cut fingers are entirely obviated by its use.

Its clean, neat and handsome appearance always remain, making dirty, rusty, sticky, leaky and consequently unsalable goods on grocers' shelves a thing of the past.

Besides the regular Dodge closure used extensively by the pickling and jam trade, other forms of value to the packer are, namely:

The Dodge Cork-lined Ketchup and Bottle Cap for crown finish bottles; will not blow off before, during or after the processing.

The Dodge Jelly Tumbler Cap with narrow rim, sealing neatly on a rounded rim of a tumbler.

The Dodge Replacable Mustard Can with spoon accommodation.

The Dodge Process Cap for light syrup, fruits, requiring the bath; allows of venting the package while processing. A replacable seal on the lever principle that can be used over and over again.

The Dodge principle of closing receptacles of all kinds is undoubtedly the most perfect system ever invented, and of immense value to the Canning and Preserving industry.

Samples sent upon application.

The Dodge Metallic Cap Co.,
110 Label St.,

Montclair, N.J.

FRUITS, VEGETABLES AND FISH

Southern Stuff Earlier This Year—Fish Dropping Out—Lemons Higher—Vegetables Quiet—Pineapples Will be Small.

With the approach of Easter the fruit market is beginning to wake up. With Easter will come the formal opening of the southern trade, though all the southern stuff is a week or ten days earlier this year than last. Consignments are trickling in in small lots already, and all southern vegetables are expected to be plentiful. The demand for green stuff is greatly retarded by the bad weather, and all the retailers are praying fervently for sun and warmth, in place of slush and water, with which the market is at present overloaded.

Trade in all lines will be quiet until the farmers begin to come to town. The demand for fish, though still brisk, is dropping, and a few weeks more will see several lines at a standstill. Haddock has gone up 4c. since last week and is now selling at 3c. over the Montreal market. The lemon market is in good shape, with the demand very active. Unusually little trouble has been experienced this year with frozen lemons, owing to the improved transportation facilities, the ocean vessels being now provided with heated docks, into which they can unload the fruit. The cars can also be filled from the same docks, and, when tightly sealed, will withstand severe weather without damage to the fruit.

Strawberries are coming in gradually, some excellent samples having been received from Florida. The southwestern stuff is not so good. Cranberries are cleaning up at \$8.50 per barrel. There is a good demand for evaporated fruit, especially apples.

MONTREAL.

GREEN FRUITS—No change in the price of bananas is noticeable this week, but there is a strong feeling in the market and higher figures will probably be asked in the near future, the more so that Easter is approaching and dealers always ask more for the fruit at this season. Oranges and lemons are in fair demand at figures quoted, while there is a small consumptive demand for other lines.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 50	
" jumbo	1 75	2 25
Cocoanuts, per bag	3 50	
Pineapples, crate	4 50	4 75
Tangerines, half box	3 00	3 25
Apples, bbl	3 00	3 00
Lemons	2 75	3 50
Mexican oranges, box	2 40	
California oranges, new navels	3 60	3 25
Jamaica oranges, per bbl	4 75	
Jamaica oranges, per box	2 65	
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 12
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
Florida grape fruit, box	3 75	4 00
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 00	10 50

VEGETABLES—Little trade is being transacted in vegetables these days. Consumers have not much use for cabbage, tomatoes and other such lines during the Lenten season. Another fact tending to keep down demand is the high run of prices. Dealers are forced to ask large figures for the imported goods, but few retailers are in a position to carry anything but a small stock as only select customers can afford to pay the prices which must necessarily be asked for these goods. Mushrooms are

80c. this week. No other price change is noticeable.

Parsley, per doz. bunches	0 75
Sage, per doz	0 60
Savory, per doz	0 60
Montreal cabbage, per doz	0 50
American Cabbage, bbl	1 75
Florida tomatoes, crate	4 50
Turnips, bag	0 75
Water cress, large bun hes, per doz	0 75
Lettuce, per doz	0 40
Boston lettuce, per doz	1 00
California celery, crate	6 50
Radi-hes, doz	0 50
Spinach, per bbl	4 50
Cucumbers, per doz	1 25
Celery, per doz	0 25
Potatoes, per bag	1 00
New potatoes, lb	0 07
" bbl	9 50
Jersey sweet potatoes basket	2 50
Spanish onions, crate	2 50
" 56 lb cases	0 95
Red onions, bbl	4 00
" bag	1 75
B ets bag	1 00
Carrots, bag	0 90
Mushrooms, lb	0 10
Horseradish, lb	0 15
Rhubarb, doz. bunches	0 75
New Orleans shallots, doz	0 60

FISH—Lent being half over, but two weeks remain, orders are not so large as they have been for the past while. Fish dealers are just as well satisfied that this is the case as they are sold out in many of the lines most in demand. Dealers are no longer quoting frozen haddock and cod, but fresh haddock is selling freely, as is also new frozen lake trout. Frozen herring and halibut are scarce, also salmon. Tomcods are lower. Yarmouth bloaters and kippers are arriving in good quantities. There is a scarcity of new haddies, prices for which are high.

Fresh and Frozen Fish.

Halibut, express, per lb	0 10
Grass pike, express	0 07
Mackerel, small	0 08
Dore	0 08
Small sturgeon	0 08
B. C. salmon	0 10
Qual's salmon	0 08
Smelts	0 08
New tomcods, bbl	1 75
Frozen herring, per 100 fish	2 25
Haddock, fresh, lb	0 05
Lake trout, lb	0 11
White fish, lb	0 07
Smoked and Salted—	
Kipped herring, half boxes	1 10
Smoked herring, per small box	0 10
Yarmouth bloaters, box	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05
Boneless fish, 25-lb., boxes, per lb.	0 04
New haddies lb	0 09
Dry cod in bundles	6 50
Oysters—	
Standards bulk, per imp. gal	1 40
Selects, bulk, per gal	1 60
Oyster pails, pints, per 100	1 00
quarts, "	1 25
Pickled fish—	
No. 1 Labrador herring, per bbl	5 25
" per half bbl	3 00
No. 1 N.S. herring, half bbls	2 75
No. 1 Lake Trout, 100 lb. kegs	5 00
No. 1 Sea trout, kegs	5 75
Labrador salmon in bbls	12 01
" in 1/2 bbls	6 50
Large green cod, 200 lb. bbls	9 00
No. 1 green cod, in bb's. of 200 lbs.	7 50
Small	5 00
No. 1 Mackerel, pail	1 75
No. 1 Haddock, bbls. 700 lbs.	6 50

TORONTO.

FRUIT—A small shipment of California pears and plums, one of the first of the season, was received in the early part of the week. Some pears were on the market from Cape Colony, and arrived in good shape. They sold at \$2.25 and \$2.50 per box of 45. The advent of Easter will have the effect of sending prices up all round, though the raise

EASTER

You will soon be figuring on what you will want for your Easter trade. We are taking ample time to insure full lines of all early Southern Strawberries and Vegetables and will be pleased to take care of any order, large or small, you may entrust us with. Write for our special price list.

McWILLIAM
Mc. AND E.
EVERIST

23-27 Church St., TORONTO

California Navels are now coming at their best.

Bahama Oranges. Heavy and fine flavor.

Grape Fruit. Florida and Bahama. Fine and juicy.

Florida Celery. Finest Sanford—Toronto's first car; also Fancy California stock.

Lemons. Well-known and popular brands.

Cranberries. A few barrels left of sound, extra fine stock.

Your Orders Solicited

THE MERRY HEE HAW

A grocer with the time to spare gets bushels of fun listening to a traveller trying to make believe that some second or third grade Orange is exactly what his trade wants. If you're busy its different. A dealer we know said to a very persistent drummer the other day: "I can't experiment with my trade, so please try and sell your 'papers' to someone else until you can offer me a good brand like

GOLDEN FLOWER."

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

will be only temporary. Pineapples, on account of the dry weather, will run small in both Cuban and Florida varieties. Bananas are quiet, with prospects of a slight raise in the near future. Apples are advancing, with Spies chiefly in demand, and the supply scarce. Lemons are firmer, and show a rise of 50c. over last week. Grape fruit is rising steadily and, in the opinion of many importers, will reach \$6 within a few weeks. Marmalade oranges are scarce, but the demand is good and several shipments have enjoyed an advance sale at from \$2.30 to \$2.60 a box.

O. anges, Mexican, 126s 150s.....	2 01	2 15
" Tangerines, Floridas half box.....	3 00	3 25
" Ordinary Valencias, 420s.....	3 25	5 50
" Large 420s.....	4 50	5 00
" Redland navel, 96's, 120's.....	2 65	2 75
" 150's 176's.....	3 00	3 00
Bronco Brand, Victorias, extra fancy, 96's, 150's.....	3 00	3 50
" 176's, 200's, 250's.....	2 25	2 50
" marmalade, 160's, 200's, 240's, per box.....	3 25	4 75
Grape fruit, Floridas, 46's, 80's, 96's.....	4 50	4 75
" 48's, 64's.....	4 00	4 50
" 80's, 96's.....	4 25	4 25
" Bahamas, 54's, 61's.....	3 00	3 50
" 8's, 96's.....	2 50	3 00
Lemons, Californias, boxes, 240's, 270's.....	4 50	6 40
" Messinas, 300's-360's.....	2 00	3 00
Pineapples, Florida and Cuban, 30's and 24's.....	3 25	4 25
Apples, snows.....	2 00	2 50
" Spies, No. 2 and fancy.....	2 00	2 50
" Baldwins.....	2 10	3 00
" Greenings.....	1 50	2 00
" Kings.....	3 50	3 50
Bananas, Jamaica firsts, per bunch.....	8 50	8 50
Red bananas, per bunch.....	3 00	3 00
Cranberries, per barrel.....	0 50	0 60
" crate.....	0 50	0 60
Strawberries, Floridas, per qt.....	0 50	0 60

FISH—Several varieties have dropped out since last week, but the demand still continues fairly brisk, and will take a jump towards the end of Lent. All dealers are figuring, as usual, on a heavy call for Good Friday, and are stocking accordingly. Haddock has gone up 4c. a lb. since last week, and is now selling at 3c. over the Montreal market.

Haddock, fresh caught, per lb.....	0 10
Shrimps per gal.....	1 25
Whitefish, per lb.....	0 09
Whitefish, in 100-lb. kegs, per keg.....	7 75
Trout, per lb.....	0 09
Ciscoes, per basket.....	1 30
Home cured blotters, per box of 50.....	1 25
Finnan haddie, per lb.—very scarce.....	0 09
Oysters, per gal.....	1 80
Labrador herring, per half bbl.....	3 00
" bbl.....	5 50
" in 20-lb. pails, each.....	1 00
Red salmon, per lb, sea.....	0 12
Fancy Manitoba white fish, per lb.....	0 09
Smelts, No. 1, per lb.....	0 09
Fresh herrings, per lb., in 100-lb. sacks.....	0 03 1/2
Pike, per lb., winter caught.....	0 06 1/2
Yellow pickerel, large, per lb.....	0 19
Kippered herrings, 50 to box.....	1 00
Tubilees, per lb.....	0 07
Halifax codfish, 3-lb. box.....	4 50
Shredded cod, per lb.....	0 08
" doz.....	0 90
Digby herrings per lb, bbl.....	0 60
Fetched cod, 100-lb. boxes.....	3 00

VEGETABLES—Trade remains quiet. Shipments of Dutch sett onions have come to hand in first-class shape, and will be put on the market at the first sign of improved weather conditions. From \$3.25 to \$3.50 a case is being asked for Valencias, with the Liverpool market about the same. Bay onions are high and scarce. Old cabbage is being cleared up at \$30 per ton. California celery is enjoying a ready sale at \$6 or thereabouts.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED

O. E. ROBINSON & CO.
INGERSOLL

ESTABLISHED 1886

"Out of Season Specialties"

The importing of delicacies in fruit and vegetables is one of our features.

VEGETABLES such as

Head Lettuce, Cucumbers, New Beets, Carrots, Spinach, California Celery, Radishes, Green Peppers, Tomatoes, California Artichokes, Sweet Potatoes, New Potatoes, etc.

FRUITS such as

Strawberries Pineapples, Grape Fruit, Tangerines, etc. All add to the attractiveness of good display. A good time now to begin handling them.

THE LEADING FRUIT HOUSE

WHITE & CO., Limited
TORONTO and HAMILTON

LEMON QUALITY RACE

Regular Correspondent

Marconigram, Mar. 12th, 12 Collect—"Tracuzzi's" entry (St. Nicholas-Home Guard-Kicking-Puck) takes all the money."

B. L. O. E.

ONIONS

We can supply your wants either in *Valencia Onions* in cases or *Native Onions* in bags.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

FRESH ARRIVALS THIS WEEK

Two Cars **NAVEL ORANGES** Car **SEVILLE (MARMALADE) ORANGES**
Extra Fancy and Extra Choice. Car **FANCY BANANAS**
Car **FINEST VALENCIA ORANGES** Jumbo Bunches.
Regular and Large 420 size.

Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.
HUGH WALKER & SON GUELPH, ONT.

SPECIALTIES FOR THIS WEEK

2 cars *Stewart Fruit Co's. Redlands Navel Oranges "Signal Brand," Extra Fancy "Warrior," extra choice.*
1 car *Florida Celery (Chase & Co's. packing) close prices for large lots.*

MONTREAL FRUIT EXCHANGE
195 MCGILL STREET, - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal



DON'T FAIL
To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &C.**

LIBERAL TERMS.

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

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.**

The people still insist on our

Pure Apple Juice

because our precautions are a surety of purity. All grocers who know, push our

Jams and Jellies

because they know the people prefer them enough to walk an extra block to get 'em.

**The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.**

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



If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows.

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.

MID LENT FISH SALE

- No. 1 Labrador Salmon
- No. 1 Labrador Herring
- No. 1 Newfoundland Herring
- No. 1 Caspe Herring

Quality the very best.
All prices are reduced.

J. & R. McLEA

Wholesale Fish Dealers
23 Common St. MONTREAL

OUR BUSINESS

IS

Fruit and Nuts

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

We Are Fully Alive

to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

We Are Reaching Out

for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

**Fruits, Green and Dried, and
Nuts are our Specialties.
Oranges, Lemons, Grapes, Figs,
Nuts, Almonds, Shelled
Walnuts, etc.**

C. & F. prices given for car lots.

FRED^K. FISHER & SONS

St. Magnus House, Monument St.
LONDON, ENGLAND

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

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

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

SALT

SALT

No trouble to give figures
and information.

VERRET, STEWART & CO.

MONTREAL

Limited

SALT

SALT

HALIFAX QUOTATION SHORE CODFISH

February 7th

Ex Store. \$8.00 per 100 lb.

Supply Limited

SCOTIA BRAND

In 2-lb. boxes \$9.00 per 100 lb.
In 1-lb. tablets 8.00 per 100 lb.

Average weight Skin and Bones of a Codfish 30 per cent. of total. Balance in favor of Scotia Brand.

In 2-lb. boxes \$2.50 per 100 lb.
In 1-lb. tablets 3.50 per 100 lb.

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers?

MONTREAL—A. A. Perry, 6 St. Sacrament St. TORONTO—Anderson Powls & Co.
HAMILTON—Alfred Powls. LONDON—Wm. G. Coles & Co. OTTAWA—Frank Grlerson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH

FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

6 Reasons for Buying and Selling King Oscar Sardines

- 1 KING OSCAR SARDINES are packed from the choicest fish.
- 2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.
- 3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.
- 4 KING OSCAR SARDINES are boneless and scaleless
- 5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.
- 6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

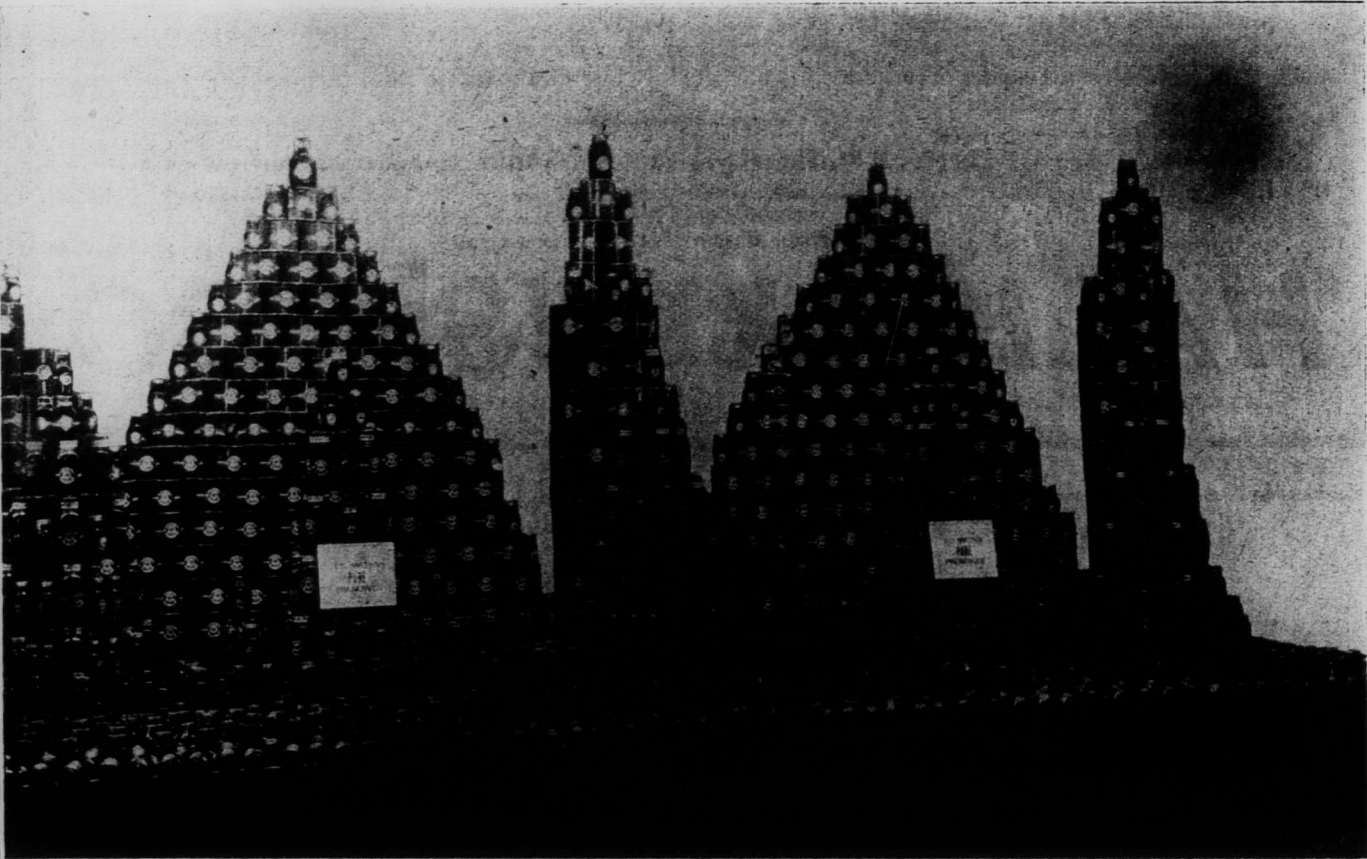
John W. Bickle & Greening

(J. A. HENDERSON)
Canadian Agents, HAMILTON

E. D. SMITH'S

Jams, Jellies and Preserves

GUARANTEED PURE



The above is a reproduction from a Photograph of a Window taken in Winnipeg showing

E. D. SMITH'S

Pure Jams, Jellies and Preserves

Sold by all the Best Grocers

Manufacturers 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.

SUPPLIES FOR LENT

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New Skinless Dressed Cod, in 100-lb. cases.
Pure Boneless Cod, in 1-lb. and 2-lb. bricks.
Labrador Herrings, in brls. and half brls.
Labrador Salmon, in brls. and half brls.
Labrador Sea Trout, in brls and half brls.

*Fresh Frozen Pike, Pickerel, Salmon, Mackerel, Halibut,
Cod, Sea Herrings, Smelts and Tomcods.*

Bulk Oysters by the Gallon
"Standards" and "Selects."

*All kinds of Fresh, Frozen, Smoked, Dried, Salted, Pickled
and Prepared Fish in Season.*

Mail Orders Solicited.

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

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE
TELEPHONES

FIRST COME, FIRST SERVED

REMEMBER, THERE ARE NO FAVORITES

Winnipeg's Big Grocery Show

JULY 1st TO 13th, '07

SPACE ALLOTTED ACCORDING TO DATE OF APPLICATION

BETTER MAIL YOURS TO-DAY

If you have not received diagram and particulars,
let us know and we will mail you one.

"Goods Well
Advertised are
Half Sold"

Address

W. A. COULSON, SECRETARY,
Retail Merchants' Association of Western Canada,
53 SCOTT BLOCK, WINNIPEG, MAN.

You can slight some articles in the grocery business; but—don't slight your cigar counter. You do not need to carry a big stock, but it is necessary to carry a good one. Make sure by stocking

PHARAOH and PEBBLE

Cigars—cigars which have won a reputation for honest goodness second to none, and won that reputation pitted against some mighty good cigars.

Pharaoh makes an ideal smoke and retails for ten cents, although universally acknowledged to be worth fifteen.

Pebble is a marvel for quality when compared to any other cigar ever sold at five cents.

N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The man who smokes any other brand of tobacco does not know the virtues of **T. & B.**

The Grocer who pushes any other brand of tobacco is not pushing Canada's first favorite, nor does he know the profit that's in

T. & B.

A smoke that soothes and satisfies with never a nip—the only smoke the man who knows will insist on. You have a friend at the High Court of Finance just as soon as you stock **T. & B.**

T. & B. Sells more than Tobacco.

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

HER.

W. G.
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to J. F.G. B.
McKee,M. I
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HERE AND THERE WITH THE TRADE.

W. G. Boomer has opened a fish store in Preston.

A. Baird, grocer, St. Mary's, has sold to J. Fenwick & Son.

G. B. Morrison, general merchant at McKee, Quebec, is dead.

M. Daignault & Co., grocers, Montreal, have been registered.

L. G. Stanley, grocer, Atwood, has sold out to T. G. Ballantyne.

G. C. Truman, general merchant, Fairlight, Sask., is selling out.

John W. Heald, grocer, Port Arthur, has assigned to F. D. Jackson.

A. W. Beausoleil, general merchant, Richmond, succeeds J. A. Rivard.

A. Latimer has succeeded H. T. Merrill, general merchant, Lansdowne.

Miss F. M. Dickie, grocer, Oshawa, has advertised her business for sale.

J. McCliggot has purchased the general store of Jas. Barry, Douro, Ont.

The store of the Carrot River Trading Co., Tisdale, Sask., was burned out.

Nelson McBride, general merchant, Maladar, has assigned to R. E. Burns.

W. Morissette, grocers, Greece's Point, is offering 20 cents on the dollar.

The assets of Wilson, McPhee & Co., tea merchants, Ottawa, are to be sold.

Charland & Co., general merchants, St. Gertrude, Que., have been registered.

Edwin Owen, general merchant, Bracebridge, has assigned to N. L. Martin.

J. A. Campbell has succeeded F. Dupins, general merchant, Hawkesbury, Ont.

Moore Bros. have succeeded Johnson Bros., general merchants, Rouleau, Sask.

Charles Goldschleiger, general merchant, St. Tite, has assigned to A. Lamarche.

The stock of W. Ledoux, general merchant, Armand, has been sold by auction.

B. Clark & Son, general merchants, Borden, have sold to Smith & McQuarrie.

Morgan & Oles have succeeded Marquis & McCullough, general merchants, Wakopa.

J. L. Forrest, general merchant, Plumas, Man., has sold to Mattick & McKenzie.

The stock of Beard & Walton, general merchants, Crystal City, was sold March 4th.

Walter J. Herbert, general merchant, Stratford Centre, Que., has assigned to J. P. Royer.

The business of H. E. Maddock & Co., general merchants, Uxbridge, has been advertised for sale.

A meeting of the creditors of McCabe & Stinson, general merchants, Haileybury, was held Feb. 28.

A meeting of the creditors of W. J. French & Co., Beaverton, general merchants, was held on March 1.

Thomas George, merchant, at Cornwall, has assigned, and a meeting of his creditors was held last Friday.

A meeting of the creditors of Edward E. Coolidge, general merchant at Demorestville, is called for to-day.

Picard & Prefontaine, general merchants, Isle Verte, have assigned; V. E. Paradis being provisional guardian.

F. R. Urstadt, who conducted a grocery business at Waterloo for two years has sold out to J. Berges, Waterloo.

The grocery store of Joseph Stackhouse, St. John, N.B., was burglarized last week. Only a few cents were taken.

J. H. Birch, general merchant, Dorchester Station, has sold out to Wm. Watson, possession to be given March 15th.

The Cold Storage and Ice Trades Review, London, Eng., has removed to the Chamber of Commerce building, 3 Oxford Court, Common St., London, E.C.

Howard Hodgkins, of Aylmer, has severed his long connection with the Red Star grocery. He has gone into business for himself and taken over the grocery of S. Pierce.

T. Newans, of Prescott, has taken over Bovand's grocery, the latter having gone into the harness business. Mr. Newans is widely known in the district and his friends predict for him a big success.

Martin Ralph, flour and feed merchant at Port Hope, has sold out to John Curtis. The latter intends to run his newly acquired business in connection with his grocery and pork establishment.

The Force Food Company have got out a very handsome little scarf pin with the head of their famous "Sunny Jim." The pin is gold filled and of very neat design. Mr. J. E. H. Davis, their Canadian representative is distributing them among his friends.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's
There IS a difference.

D. McDOUGALL & CO., Glasgow,
Scotland

Merchants from all parts of the
Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery
Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch: 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

FOOD STUFF TRADE NEWS FROM THE ATLANTIC SEABOARD

(By Canadian Grocer Special Correspondent.)

Halifax, N.S., March 12, 1907.

Trade continues fair considering the weather conditions, which are not incentive to good business. There is a great scarcity of eggs just at present. The market is about bare, and the price has been advanced five cents per dozen. All the dealers are clamoring for eggs, but none are available. Butter is also scarce. Potatoes are jobbing at \$2.25 per three bushel bag. The arrival during the week of 300 bags from New Brunswick relieved the market to some extent.

FISH.—The boisterous weather on the coast the past few weeks has prevented the fishermen from going out to the grounds, and as a result the market is almost bare of fresh caught fish. Had it not been for the cold storage warehouses, which were well stocked, there would have been a fish famine in Halifax this Lent. The shortage in the supply and the heavy demand has caused an increase in prices. Lobster shipments from these parts to the American markets have practically ceased, owing to the scarcity. Large lobsters are selling in Boston at \$35 per crate and upwards. In New York, lobsters (large) sell at 45 to 50 cents per pound, and small at \$35 per crate.

There is a scarcity of fodder in the country districts. The supply of hay is not equal to the demand.

The fruit growers of Prince Edward are asking for assistance from the Government to inaugurate a packing house for fruit at Charlottetown.

The McClelland Bros. Co., has been organized at Annapolis Royal with a capital of \$10,000. Geo. E. Corbitt is president. The company has bought a large number of farms near Annapolis and intends going into the sheep-raising industry on a large scale.

Michael Dwyer, head of the large wholesale grocery firm of John Tobin & Co., is visiting England.

Howard Smith, of the fish exporting firm of W. & M. Smith, Halifax, has left on a tour of Europe. He was accompanied by Mrs. Smith.

Rupert M. Symons, of Halifax, has been elected president of the Nova Scotia Grocers' Guild. Mr. Symons is well known to the trade of this province.

Fred J. Ward, of the firm of John P. Mott & Co., manufacturers of cocoa, chocolates, soaps and spices, has been visiting friends in Montreal, and accompanied by his wife he has gone on to Philadelphia to visit relatives.

William A. Emmerson, a former maritime traveler, died at his home at North Sydney last week. Mr. Emmerson was favorably known throughout the province, he having some years ago represented the wholesale grocery firm of R. B. Seeton & Co. He was prominent in military and musical matters,

having, as a member of the 63rd Halifax Rifles, served in the Northwest Rebellion. He organized a cadet corps at North Sydney, and has been secretary of the Eastern Club since its inception. He was 45 years of age and leaves a widow and six children. Since taking up his residence in the Cape Breton town he has been engaged in the commission business.

MAKING A TOILET SOAP GO.

An interesting effort is being made to advertise Plantol toilet soap, a high-grade product of the Sunlight Soap people. Robert Barron, one of Toronto's prominent grocers, is sending to his patrons under date of Feb. 21 the following letter typewritten:

"Dear Madam,—We have the pleasure to bring to your notice a

SPECIAL DEAL ON SUNLIGHT SOAP.

"Sunlight Soap, as you are aware, is usually sold at 5 cents a tablet, but, owing to our having made special arrangements with the manufacturer to take a large quantity, we can offer you an original case of

100 TABLETS FOR \$4.50,

and will give you

6 CAKES OF PLANTOL TOILET SOAP FREE.

"Plantol Soap is a high class toilet soap, worth 20 cents a cake, so that this offer saves \$1.70 to those who take advantage of it.

"As we only have a limited supply, please telephone your order early, as we can only make this offer whilst our present stock lasts."

AUSTRALIA PREFERS CANADIAN TRADE.

L. Gerald Freeman, of Melbourne, Australia, who is at present on a tour through Canada with the object of quickening trade relations between the Dominion and the Australian Commonwealth, says that Australians would be only too glad to give preference to Canadian manufacturers, and he was convinced that, with a little effort, Canadians could oust United States trade from the Australian markets.

GROCERY FIRM BURNT OUT.

Woodstock, Ont., suffered a severe loss by fire on March 1st, when the whole block adjacent to the post office was wiped out. Among other buildings destroyed was that occupied by Stevens & Haydens, grocers. William Lilley's meat market was also a total loss.

Twenty-seven cars of California celery to date is the record of White & Co. for this winter. A few years ago California celery was unknown. It fills in the gap well at a time when other vegetables are scarce and high.

Walker Bin Fixtures

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving and convenient to the user and they create an impression on the customer by their attractiveness and the cleanliness of their display.

They improve the character, quality and volume of business.

They pay for themselves quickly in increased sales.



Write for Illustrated Catalogue—
"Modern Grocery Fixtures."

The
WALKER BIN & STORE FIXTURE CO.
Ltd., BERLIN, ONT.

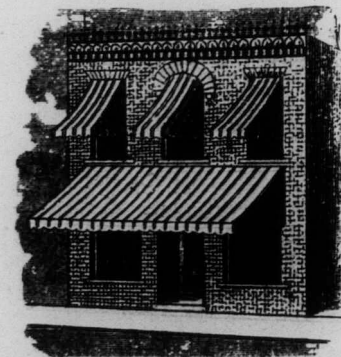
Representatives:

WINNIPEG, Man.—

STUART WATSON & CO.

REGINA, Sask.:

THE H. W. LAIRD CO., LTD.



If you want an Awning, why not try

The Tobin Tent & Awning Co., Ottawa?
It's worth considering.

EGG INSURANCE

What is it? A simple and effective method of delivering eggs by wagon without breakage just as quick and cheap as it is sure, costs one-third of one cent per dozen eggs and saves more than the cost in time alone, to say nothing of what it saves in breakage.

TO BE CONVINCED

try a sample order of **STAR EGG CARRIERS** and **TRAYS** now. During the next sixty days you will sell many hundreds of dozens of eggs. What will the breakage amount to if you are using the old style carriers, and what will it cost?

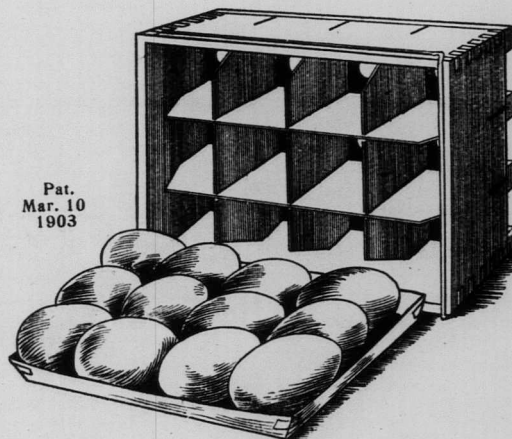
A COMPARISON

If you are now using paper boxes for delivering, experience tells you how much breakage occurs. Your clerks can tell you how much time is wasted, and figures tell you that your

First purchase of 5 M. paper boxes at \$9.00 per M., cost you	\$45.00
Second purchase of 5 M. paper boxes at \$9.00 per M., cost you	45.00
Total	\$90.00

We Supply you Star Egg Carriers and Trays.

First purchase 2 doz. No. 1 Star Egg Carriers, \$2.75 per doz.	\$ 5.50
First purchase 5 M. No. 1 Star Egg Trays for \$3.50 per M.	17.50
	\$23.00
Second purchase 5 M. Star Egg Trays for \$3.50 per M.	17.50
(You have the Carriers) Total	\$40.50



Your Saving is \$49.50, or nearly 60% and no broken Eggs.

These facts must appeal to you as they have appealed to thousands of grocers who are using the **STAR EGG CARRIER** and would not be without it. Try a few dozen—order from your Wholesale Grocer, or if he cannot supply you, write direct to the General Agents—

MacLaren Imperial Cheese Co., Ltd.
TORONTO.

Here

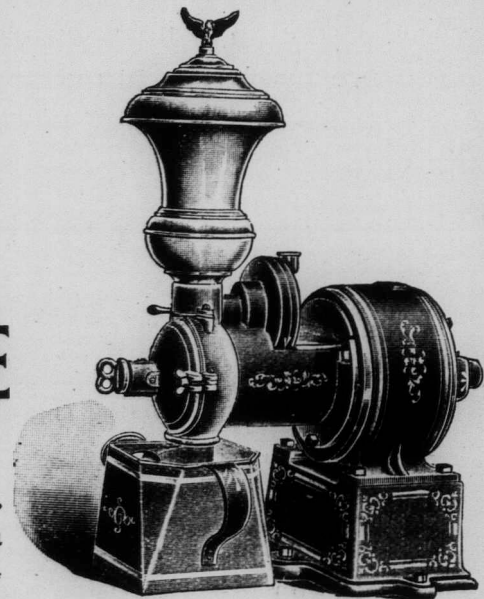
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE ENTERPRISE

Electrically Driven Coffee Mill

The $\frac{1}{4}$ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize $\frac{1}{4}$ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

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



—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBERs

$\frac{1}{4}$ -lb. tins—8 doz. in case.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders
Wear Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.



COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U. S. A.

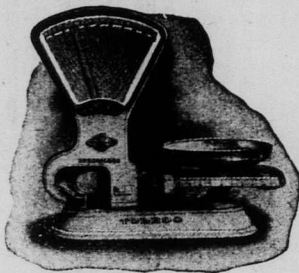
AGENTS:

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

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

TOLEDO COMPUTING SCALES

Automatic but Springless.
 The "Toledo" is a money saver because it positively stops the giving of overweight.
 A time saver because it is Automatic.
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.
 It is honest both to the merchant and customer.
 The Toledo system costs you nothing because it is 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.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
 TORONTO, ONT.

CONSERVE YOUR PROFITS

The best way to do that—a way approved, because found reliable, by most shrewd grocers is to instal a

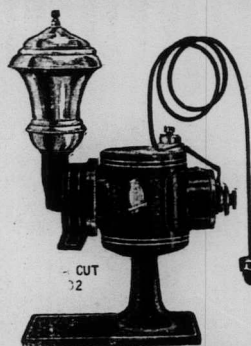
Duplex Counter Check Book

Saves time, cuts out worry attending the carelessness of clerks and assures success. A post card will bring particulars.



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 nicked hopper.

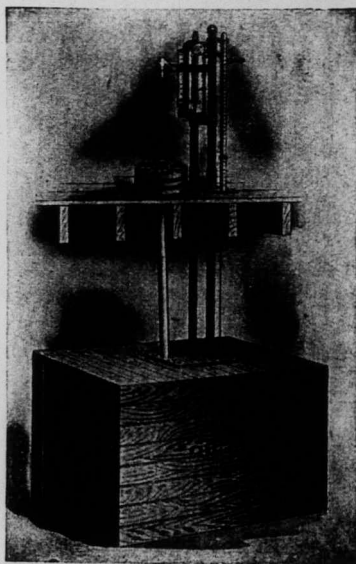
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

It's a Pleasure to Sell Oil



CUT No. 1
 CELLAR OUTFIT
 ONE OF FIFTY STYLES

The Bowser Self-Measuring Oil Tank makes it a positive pleasure to sell oil. Why? Because it is convenient. Just a few steps to the pump, one simple stroke and the can is filled. It's just as easy as selling a package of breakfast food. Because it is clean. All the oil is kept where it belongs, in the tank or in the customer's can. Because it is safe. No danger of fire or explosion. Because it is economical. It pays for itself in one year by its own saving of time, labor and oil.

If you handle oil with the old style tank, you can realize what the Bowser gives you. Catalog B tells more about the Bowser. Send for it to-day.

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave. TORONTO



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

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

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

CANADIAN MACHINERY

TORONTO MONTREAL

NO MONOPOLY

can be obtained on the raw materials that are used in the manufacture of Pickles, Sauces, Jams, etc., no manufacturer can corner the market. We buy the best raw materials obtainable, we pay the highest prices for it.

MACONOCHIE'S PICKLES

for instance, are prepared from English grown vegetables, and the finest well matured, MALT VINEGAR. Our process retains all the natural flavor and crispness of the vegetable, we court comparison with any pickle produced anywhere. We ask you, Mr. Grocer, to compare Maconochie's Pickles to-day with the highest-priced pickle on your shelf.

If you are disinterested, you will be bound to acknowledge that ours is not only the best quality, but the greatest value, and as the prices

LEAVE YOU A GOOD PROFIT

we count on your co-operation to place, in the homes of the Canadian public, high grade British goods that are honest value. We have confidence in your judgment, when you ask your jobber for MACONOCHIE'S GOODS turn a deaf ear, if any reason is advanced why you should buy others, said to be just as good. Be firm, if he has not got them, remember there are others willing to let you use your own judgment.

Maconochie Brothers, Limited
LONDON, ENGLAND

Que
The
responsi
Grocer, 2

Cook's Frien
Size 1, in 2 a
" 10, in 4 d
" 2, in 6
" 12, in 8
" 2, in 4
Pound tins,
12-oz. tins, 3
5-lb. " 4

Diamond-
1-lb. tins, 2 d
1-lb. tins, 3
1-lb. tins, 4

IMPE

Oases.

4-oz.
3-oz.
1-oz.
3-oz.
1-oz.
1-oz.

Ocean Baki
" "

Bora
Corn
Frais



B

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Royal-Din
1 lb.
" 5 oz.
" 1 lb.
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arrels-W
cent. d

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Cleveland's

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Barrels-V
cent. d

Crown Br

1 lb. tins, 2
1 lb. " 2
1 lb. " 4

Keen's Oz
In 10-l
Beckitt's
Beckitt's
Gillett's
Nixey's

acon

Some Manufacturers

**RISING
SUN
STOVE POLISH
IN CAKES**



DURABLE
3000 TONS SOLD



**SUN
&
PASTE
STOVE POLISH
IN TINS**

allow their products to vary in quality when prices of materials are high—**WE DON'T.** We are able, with our enormous facilities and immense output to perfect our processes of manufacture and make up for increased cost of materials in decreased cost of production. You are sure that **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins are right every time you sell them. That is what you want to push, isn't it!

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE



**FIRE AND FROSTPROOF
STORAGE**

**FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.**

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly**

Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Easier to sell than

any other similar goods are

BORDEN'S BRANDS



**"EAGLE" Brand
Condensed Milk**

**"PEERLESS" Brand
Evaporated Cream**

FOR SALE EVERYWHERE IN CANADA



WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

(Unsweetened)

Allis
\$1 00 to \$3 00
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
50 00 "

**BRUNN'S
EAS
WATER
CLEANS**

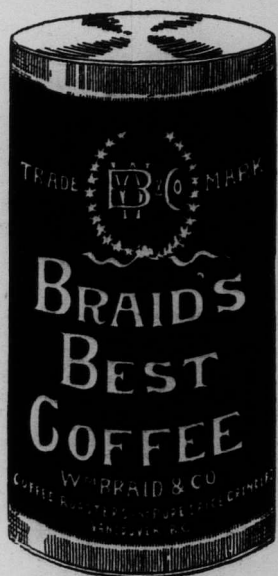
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Orange marm
Clear jelly m
Raspberry W
Raspberry "
Apricot "
Black currant
Other jams...
Red currant je

Compound Fr
12-oz. glass jar
2-lb. tin, 2 doz
5 and 7-lb. tin
crate...
7 and 14-lb. w
30-lb. wood pal

RE

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins ; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

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 " "	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
50 00 " "	12 " "

Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
8-oz. " "	1 35
10-oz. " "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.
LAPORTE, MARTIN & 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
" 20 " " 1 " "	9 00

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	3 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.
SOUTHWELL'S GOODS.

Per doz.	
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

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case	0 07½
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
50-lb. wood pails	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 3 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 3 doz. in case	per doz. \$1 80
5, 7, 14 and 30-lb. pails, per lb.	0 09

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.	
Tierces	\$0 10
4-bbls.	0 10½
Tubs, 60 lbs.	0 10½
Pails	2 10
20-lb. tin pails	2 00
Cases 3-lb.	0 11
" 5-lb. "	0 10½
" 10-lb. "	0 10½

Licorice.
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per box 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
Dulce large cent sticks, 100 in box	0 75

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.

Wethery's condensed, per gross net	\$19 00
per case of doz. net	3 00

Mustard.
COOLMAN'S OR KEEN'S.

D.S.P., 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 85
" 1-lb. tins	1 45

E. D. MAROEAU, Montreal.

"Oondor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	" 0 35
4-lb. jars	per jar 1 30
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	" 0 25
1-lb. tins	" 0 22½
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
" 1-pt. 24's	4 25

Orange Marmalade.
T. UPTON & CO.

12-oz. glass jars, 3 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, 3 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, 100. and 150. doz. extra	

Soda.
DOW 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. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.
GUELPH SOAP CO.

1 case.	5 case.
Royal City Soap (bar)	2 50 2 40
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

Starch.
EDWARDSBURG STARCH CO., LIMITED.

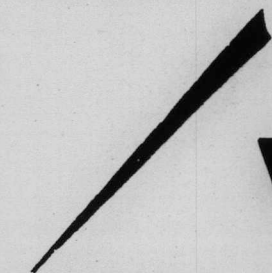
Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$0 06½
No. 1 " 2-lb.	0 06½
Canada laundry	0 05½
Silver gloss, 5-lb. draw-lid boxes	0 07½
Silver gloss, 5-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 05½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbla. and legs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
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 85
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

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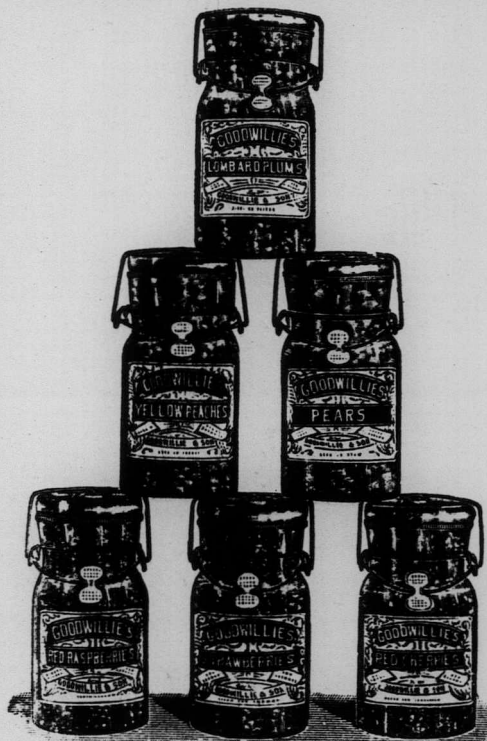
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McWilliam & Everist, Toronto.
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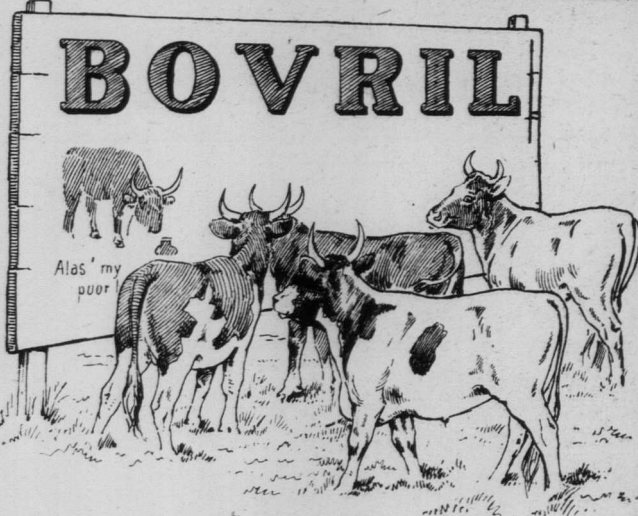
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