

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

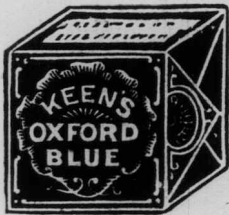
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JUNE 7, 1907.

NO. 23.



## IT'S ALL BLUE

There is no getting away from the fact that an article that is true all through must please the consumer and hold trade.

That is why

## Keen's Oxford Blue

holds the trade of Canada in its line. For sale by all jobbers.

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



## Edwardsburg "Silver Gless" Starch

is the only starch made in Canada that has had the unshaken confidence of Canadian housekeepers for over a quarter of a century. No grocer can afford to suggest any other brand when The **BEST** laundry starch is asked for.

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

53 Front St. East  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

St. James Street  
MONTREAL, P.Q.

# A QUICK TURNOVER

of his stock is what every grocer is looking for. The quicker his shelves are emptied the more profit he makes. It is, therefore, imperative that he should stock only goods which are ready sellers and goods which do not require to be pushed in order to sell them. There are no food products on the market to-day which are quicker and easier sellers than the C. & B. lines. They have quality, reputation and their price is right. The firm has been in business over two hundred years, and their goods are known all over the world. C. & B. do all in their power to help the rapid sale of their goods by giving the most uniform high quality and by advertising to the general public largely and systematically.

## CROSSE & BLACKWELL,

LTD

SOHO SQUARE, LONDON, ENGLAND.

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AGENTS,

C. E. COLSON & SON,

MONTREAL.

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### SPECIALS WORTH ORDERING

Pickles of all sorts—Capt. White's Oriental Pickles—Col. Skinner's Mango Relish—West India Pickles.

All C. & B. Pickles are put up in PURE Malt Vinegar made at their own vinegar brewery, London, England.

# The Turned-Down Corners

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

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

## Taylor's Candied and Drained Peels

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

## "Cox's" Gelatine

Quality always the same—always the best and purest.

### Both Powdered and Shredded

You never have a dissatisfied customer who uses

—Cox's—

***These are the best money can buy***

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal  
84 Victoria Street, Toronto.



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

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

**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.

**TORONTO.**

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

**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.

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

**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.

**HAMILTON.**

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

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

**VANCOUVER.**

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

**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.

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

**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

**ROBERT ALLAN & CO.**  
General Commission Merchant  
MONTREAL  
Agencies: "Royal Crown" Skinless Codfish  
Canned Salmon—"Lifebuoy," "Otter" and "Salad."  
Brands. Morris & Co., Pork, Chicago.

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

**STUART WATSON & CO.**  
Wholesale Commission Brokers and Manufacturers' Agents  
WINNIPEG, - MAN.  
Domestic and Foreign Agencies Solicited.

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

**CORN MEAL**  
BECK'S "OLD GOLD"  
Granulated Meal.  
Now on Track  
**Anderson, Powis & Co.**  
Toronto Agents

**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.

(Continued on page 4.)

We take pleasure in announcing to the trade that we have been appointed

ONTARIO SELLING AGENTS FOR

# W. P. HARTLEY,

AINTREE, LIVERPOOL, ENGLAND

whose goods have a world wide reputation and are universally acknowledged  
THE FINEST PRESERVES IN THE WORLD.

We have just passed into stock a carload of these goods containing—

RASPBERRY JAM      STRAWBERRY JAM      APRICOT JAM  
GREEN GAGE JAM      BLACK CURRANT JAM  
and RED CURRANT JELLY.

Also MARMALADE, pots  $\frac{1}{4}$ s,  $\frac{1}{2}$ s, 1s, and 2s.

JELLY MARMALADE - 1lb. Glass.

You cannot buy finer goods.

See our Travellers with samples and quotations.

THE **EBY, BLAIN CO.,** LIMITED  
WHOLESALE GROCERS, TORONTO

# YOU MAY KEEP

Many Brands of Tea in Stock

*But you will always find a*

# READY SALE

*for*

# BLUE RIBBON TEA

**Most Profit**

to the Retailer

**Best Value**

for the Public.

*Write us for Samples and Price List*

**THE BLUE RIBBON TEA CO., Ltd.**

12 Front St. East, TORONTO

Manufacturers' Agents—Continued.

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

**T. E. CHAREST**  
MANUFACTURERS' AGENT  
11 ST. GABRIEL ST., QUEBEC  
Extensive connections with retail and wholesale grocery trade of this city.  
Highest references.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

**Gordon McDonald & Co.,** 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

**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.

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

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

GENERAL AGENTS

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

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

...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. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.  
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.  
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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



Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

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.

**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.

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

"An old colored fellow over in Brooklyn, went into a Fulton Street grocery store and asked for a can of pears. The clerk said: 'We have them at 10, 12 and 16 cents.' The buyer replied: *Give me the best. I'd rather have a can of the best once in a while than to have a poorer sort often.* There is the philosophy and the power resident in goods of quality. Do you think that a can of hard peas, of irregular color, muddy liquor, nasty flavor, creates an appetite for more? Or that a can of corn, tough as field corn, mushy, mawkishly sweet, ever makes a repeater? *Sell goods that satisfy* and beget a craving for more and *you have the secret of success* in the retail grocery business, for a man that sells good grub and believes in it will be qualified to meet all other demands of a good trader."

On the chance of making a few extra cents you cannot afford to sell inferior Canned Goods. *Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynnvalley, Maple Leaf, Lion, Thistle, Grand River and White Rose Brands are all guaranteed as to quality* by the Canadian Cannery, Limited.

## The Wants of Women—Study Them

**MR. GROCER!** You may invest more money in your business; you may advertise the best lines of staple groceries on earth; you may know your trade from beginning to end; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir! since these facts are indisputable, and since the women of Canada have almost unanimously declared that

# OLD HOMESTEAD BRAND

of **Canned Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit. No brand of Canned Goods on the market can do more for you than **Old Homestead**. That much we are positive about. But the particular and economical housewives of Canada are just as positive that

# OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand**. The name stands for surety of purity and that palate pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST.

---

**The Old Homestead Canning Co.**

**PICTON, ONTARIO**



# A Common Sense Question



**Mr. Grocer!** Since the goodness of my Jams and Jellies is known from ocean to ocean don't you think that it is rather careless to stock any other brand? Mind you, the

## **E. D. S. Brand JAMS and JELLIES**

have been declared the wholesomest, purest and best manufactured in Canada, and second to none manufactured anywhere on the Globe. Shouldn't you ask me for the proofs as a matter of business?

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

### **E. D. Smith's Fruit Farms,** **WINONA, - ONTARIO**

## Your Store Is Known



by the goods you sell. The Grocer, with an eye to the future, studies his stock and sells only those goods he knows will please his customers.

† Cheap and inferior goods never find a place on his shelves.



## Magic Baking Powder


insures such delightful results in baking that housewives most everywhere demand it.

† It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.



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

**ACME PELLETS**  
**M. & R. WAFERS**  
**LOZENGES, ETC.**

and a complete line of  
**Hard and Soft Licorice Specialties.**  
Price Lists and Illustrated Catalogue on request.

**National Licorice Co.**  
**Brooklyn, N.Y.**

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

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

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

**"Gingerbread"**  
**BRAND**  
**Molasses**

*In 2, 3, 5 and 10-lb. cans*  
*Put up solely by*

**Dominion Molasses Co.,**  
**LIMITED**  
**Halifax, - Nova Scotia**

**Agents**

<i>C. DeCARTERET,</i>	- - -	<i>KINGSTON</i>
<i>GEO. MUSSON &amp; CO.</i>	- - -	<i>TORONTO</i>
<i>JOHN W. BICKLE &amp; GREENING,</i>	- - -	<i>HAMILTON</i>
<i>GEO. H. GILLESPIE,</i>	- - -	<i>LONDON</i>
<i>CARMAN, ESCOTT CO.</i>	- - -	<i>WINNIPEG</i>
<i>C. E. PARADIS,</i>	- - -	<i>QUEBEC</i>

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

**When Buying Californian**  
**Prunes,**  
**Evaporated Fruits,**  
**Seeded Raisins**  
**Loose Muscatels**  
Etc.

**Specify**

**"Pansy" and "Daphne"**  
**Brand Brand**  
**Always of the Highest Quality**

Packed by **Guggenlime & Company,**  
San Francisco, Cal.

**Agents:**  
Rose & Laflamme, Montreal  
MacLaren Imperial Cheese Co., Ltd., Toronto  
G. H. Gillespie, London, Ont.  
J. H. Dunlop, Moncton, N.B.  
E. D. Adams, Halifax, N. S.

Health———Profit

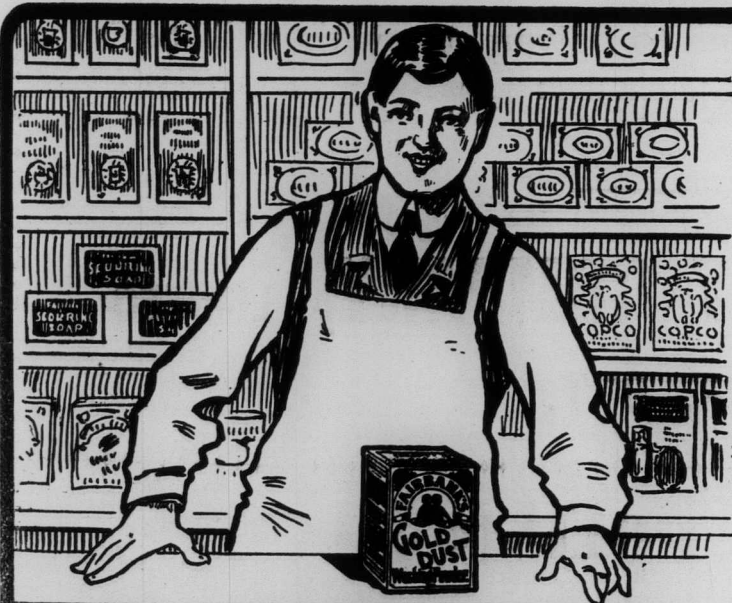
Glowing health is a capricious goddess, but she never forsakes the lover of

# Ceylon Teas

A Profitable Business sticks to the grocer who makes it his business to stock the best—Ceylon Tea. The main difference between Ceylon and inferior grades of tea is

Money in Your Pocket

Moral———Stock Ceylon Tea



### The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties :

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

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

**THE N. K. FAIRBANK COMPANY**  
MONTREAL, CANADA

**PINEAPPLES** *Singapore canned, packed in the following shape :*

1s Whole, 4 doz. cases ; 1½s Whole, 4 doz. cases ; 1½s Sliced, 4 doz. cases ;  
1½s Chunks, 4 doz. cases ; 2½s Whole, 2 doz. cases.

*The 1s Whole are something new, and can be sold for 10c.*

**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.**

**STOVE POLISH**

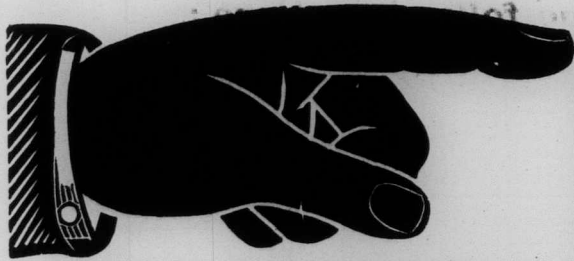
The best form of Stove Polish is black lead and the best in Black Lead is

**“JAMES’ DOME”**

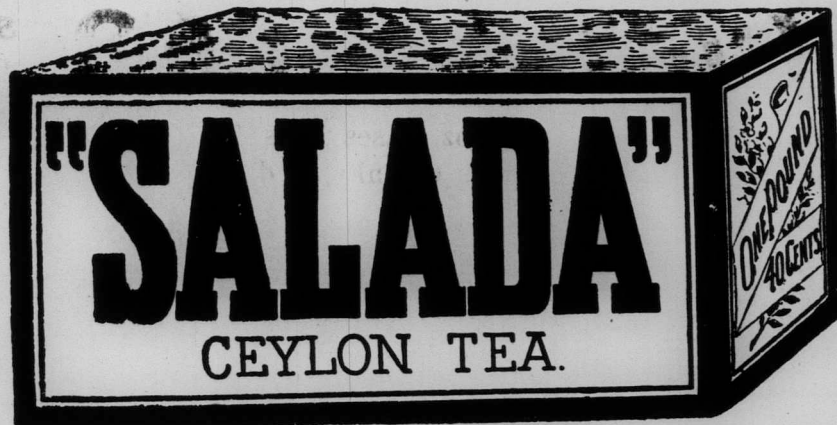
SORT UP YOUR STOCK.

ALWAYS IN DEMAND.

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



"TALKING POINTS."



The success of every grocer's Tea sales alone depends on giving the public the maximum of quality at the minimum of cost.

You can do this with "SALADA" and with no other Tea.

If you think otherwise, ask yourself the question: What has given "SALADA" the enormous and ever increasing sale it now enjoys?

There isn't a grocer in existence that can buy bulk or other packet brands within 25 per cent. of the value that "SALADA" contains.

These are truthful "TALKING POINTS."

Always glad to hear from you by mail, telephone or wire.

Address "SALADA," Toronto and Montreal or New York

PHENIX

WASHING  
POWDER

Our *first large* shipment has been received and we are now prepared to fill all orders *immediately*.

If you are not booked yet write us to-day before our supply is all gone.

*Phenix* is the most wonderful cleanser on the market. *It always gives satisfaction because it thoroughly cleanses.*

Many other washing powders are said to be first-class, but *none can approach Phenix.*

*Phenix* has stood the test.

AGENTS REQUIRED EVERYWHERE

Address

**C. A. CHOUILLOU & CO.**

14 Place Royale MONTREAL

Distributing Agents for Canada

Picnics  
and  
Pickles

The two go together. Every picnic basket and hamper of outing party will contain a supply of pickles and relishes. See that your customer is made happy by selling her

STERLING  
BRAND  
PICKLES

MADE IN CANADA BY

The T. A. LYTTLE CO.

Limited

TORONTO, CANADA

THE CANADIAN GROCER

E. NICHOLSON

CABLE ADDRESS D H BAIN  
NICHOLSON, WINNIPEG.

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



BANNATYNE ST. EAST  
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



*Winnipeg* May 29th, 1907.

# TO MANUFACTURERS AND SHIPPERS

DEAR SIRS :

We are seeking to add to our list a few more first-class accounts.

We are in position to give you effective representation through Western Canada, and if you will place your interests in our hands, we will do all we can to promote a steady and growing trade for you.

Our situation and facilities are such that we can practically control sales throughout a large section of the most rapidly growing territory in Canada. We have been in business upwards of a quarter of a century, know the trade thoroughly and have the confidence of the dealers generally.

Please let us hear from you. We have room for more lines, and should like to discuss details with you.

Very truly yours,

## NICHOLSON & BAIN,

**CALGARY**

**WINNIPEG**

**EDMONTON**

**"WHITE SWAN EXTRACTS**

"This is a nice name and the article is a good one. Our sales seem to say that the combination is popular."



The above is copied from a recent advertisement of one of the largest wholesale grocers in Eastern Canada. It is a simple statement of the experience of this great house after handling the goods for years. This is the sort of experience that counts!

It is always satisfactory and profitable to push Greig's White Swan goods.

*Enquiries cheerfully responded to.*

**THE ROBERT GREIG CO., Limited, WHITE SWAN MILLS, TORONTO**

**Mr. Grocer!**

Since you must sell Starch, shouldn't you stock the best? The only sure way is to stock

**IVORINE**

not merely on account of its goodness, but also because it talks strong and effectively for you. It saves the lady of the house trouble. It certainly does pay to stock **IVORINE.**

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

Established Over 50 Years

**DARLING & BRADY**

Manufacturers of  
The Well Known

**CLIMAX SOAP**

A HIGH CLASS HOUSEHOLD SOAP

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

**NO PREMIUMS PRICES RIGHT**

SAMPLES AND PRICES  
ON APPLICATION

96 St. Charles - **Montreal**  
Borromee Street.

**QUAKER  
CANNED  
GOODS**

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



## "FOR TEA, YOU CAN'T BEAT LIPTON'S"<sup>15</sup>

When ever anyone says "**Lipton**," what do you think of? Teas, don't you?

Coffees, Jams, Pickles, Jellies and general provisions, and then you have a vague picture of a vast business concern located in London, England, with branch tentacles reaching all over the world.

Just drive this indistinct picture out of your mind. Put this new one in its place.

In Toronto at 75 Front Street, East, is now located the Canadian office of **Thomas J. Lipton**, for the purpose of bringing all Canada into closer touch with the concern through this branch, which in scope and completeness, fully equals the London main office.

Everything with the **Lipton** signature, from Jellies to Teas, needs no promises from us.

It's good. It always was good. It always will be good.

But **Lipton's Teas** stand out above all the rest.

They're the same to the **Tea** world as **Koh-I-Noors** are to the world of diamonds.

Every ounce of **Lipton's Tea** is packed in a sealed airtight tin and remains fresh and strong until its flavor is brewed out.

Keep the new establishment in mind, and

# LIPTON'S TEAS

In stock

Over 1,000,000 packages sold weekly

## PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity is guaranteed**. Our reputation of over half a century stands behind **Prince of Wales Brand Spices**.

It would be possible for us to tell you a lot more about **Prince of Wales Spices**, but we would rather have you place a trial order and be convinced through observing their selling qualities.

**COST IS GREATER BUT—THE VALUE IS THERE**

### S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell, Main 65  
Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171

## Wholesale Grocers and Jobbers

When estimating your requirements  
get our prices on following lines:

Raw and Refined

Walnuts

Raisins

Sugars

Almonds

Currants

Molasses

Filberts

Shelled Nuts

Either for import orders or from spot consignments

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

## KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

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

**Try also Kops Delicious Non-Alcoholic Wines and Cordials.**

AGENTS:

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

KENNETH H. MUNRO, Coristine Bldgs., Montreal

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

KYLE & HOOPER, Front St. East, Toronto

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

**KOPS BREWERY,**

**- FULHAM, LONDON, S.W.**

# CANNED GOODS for Fall

It is important for you to book Fruits and Vegetables. The outlook at present is blue for the packer.

## Tartan BRAND

SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars 'Phone 596. Free to buyers.

Preference given to all orders booked prior to 30th June.

### BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

### 'Be it ever so Humble'

Any Home will be Happier  
for a Supply of

## BEE BRAND JELLY POWDER



The greatest seller of the day. Just think of it.  
Special box containing six flavors.

**RASPBERRY  
STRAWBERRY  
LEMON  
PINEAPPLE  
CHERRY  
NUTTO**

Delicious, Healthful Jelly Powder which you can  
retail for 25c. with good profit.

Box is assorted but we can pack any flavor desired.

*Write us for free samples and prices*

**Snowdon, Forbes & Co.**  
449 St. Paul Street  
**MONTREAL**



## Diamond Brand Maple Syrup

## Twin Block Pure Maple Sugar

## Maple Cream Hearts

## Marmalade, Jams, etc.

---

---

### Sugars, Limited - Montreal

## There's a Smack

about the Flavor of

## Aroma Tea and Aroma Coffee

that appeals to drinkers.

There's a steadiness in the growth of your trade and profits in handling these lines, and that makes a grocer glad.

---

*Ask Our Travellers*

---

## W. H. GILLARD & CO.

*Wholesale Grocers*

**HAMILTON**

Branch House—Sault Ste. Marie

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

*Manufactured by*

THE

## CANADA SUGAR REFINING CO.

LIMITED

*Montreal*

## TO MANUFACTURERS !

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

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

---

## The Standard Brokerage Co., Limited

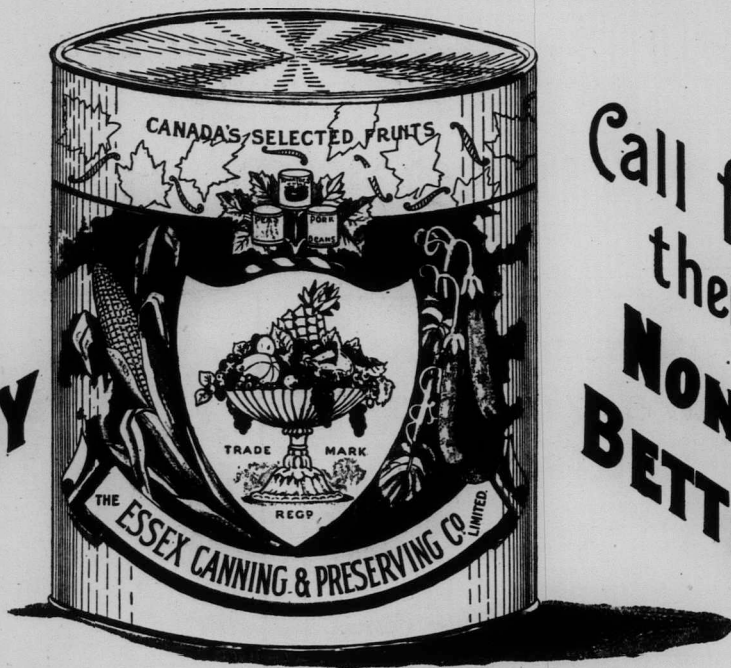
ARTHUR NELSON, Manager.

144 Water Street

## VANCOUVER, B.C.

**ESSEX CANNING & PRESERVING CO. LIMITED.**

The Brand  
of  
**FINE  
QUALITY**



Call for them  
**NONE  
BETTER**

NATURAL FLAVOR RETAINED - NO CHEMICALS USED.

**Profits Begin at Once**

Our Modern Canner may be used in your store or on your farm.

With it you can can your fruit or vegetables and sell at big profit.

It is simple and cheap to operate.

We will tell you how it is done. Those in use now are making money fast for their buyers.

Every fruit grower should write for descriptive booklet.

**Modern Canner Co.,**

Canadian Branch, St. Jacobs, Ont.

**Mr. Grocer!** Can you

afford to sell an inferior shoe polish when the direct profits on **2 in 1** are just as great? It is generally conceded that a shoe polish should be a leather food, but



**2 in 1**

is the only known polish, which adds months to the life of shoes. Your customer has only to test **2 in 1** to be convinced of its superiority to all other shines.

When ordering, please mention The Canadian Grocer.

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

Hamilton, Canada.

Buffalo, U.S.A.

**TENTS**

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

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

**The Gourock Ropework Export Co., Limited**

28 St. Peter Street, Montreal

THE CANADIAN GROCER

# VINEGAR

WHITE WINE, CIDER AND ENGLISH MALT  
BULK AND BOTTLED

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers, TORONTO



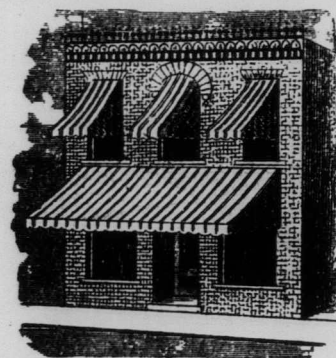
## Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

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

IF YOU  
WANT AN  
AWNING,



WHY  
NOT  
TRY.

The Tobin Tent & Awning Co., - Ottawa?  
IT'S WORTH CONSIDERING.

## CANNED GOODS

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

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

58 McGill Street, - MONTREAL

## BLACK JACK

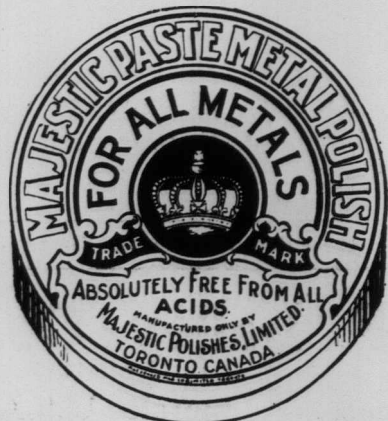
WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL  
JOBBERs

3/4-lb. tins—8 doz. in case.



## Majestic Polishes

PASTE OR LIQUID

### MAJESTIC

Has no superior. Made in Canada by Canadians, for Canadians. Write for samples and prices.

**MAJESTIC POLISHES, LIMITED**  
575 YONGE STREET, - TORONTO, ONTARIO



# NEW JAPAN TEAS

First Steamer of the Season—"Empress of India"  
FROM YOKOHAMA, JAPAN

97 packages of Extra Choicest, Choicest and Choice  
**CONDOR** Japan Teas

26 x 40-lb. Boxes Condor I	- - -	42½c.	10 x 80-lb. H/C Condor II	- - -	37½c.
11 x 80-lb. H/C Condor III	- - -	35c.	25 x 80-lb. H/C Condor X	- - -	30c.
25 x 80 H/C Condor IV	- - -	28½c.			

These will arrive in Montreal from Vancouver in about six days.  
Ask for samples and you will see the finest and taste  
the most delicate Teas of the year.

**A Great Bargain.** In spite of the advance in Japan Teas we  
can offer

500 H/C Special Japan Teas—good clean leaf, strong, bright liquor at 15c.

Special prices to jobbers and buyers of round lots.

**Also** 60 Chests Ceylon Black Orange Pekoe, at - - - - - 17½c.  
A genuine bargain  
48 Chests Ceylon Black Pekoe Sou, at - - - - - 15c.  
Getting scarce at such prices  
39 Chests Indian Black Pekoe at - - - - - 16c.  
A fine tea

**Give Our Coffees a Trial.** You will find them perfect in every  
way. They are roasted to the point of getting the full  
aroma and strength from each bean. Freight  
paid on trial orders of 50 pounds or more.

Old Crow Blend - - - - -	25c.	EMD Blend - - - - -	35c.
Condor Blend - - - - -	30c.	La Parisienne Blend - - - - -	40c.

## The E. D. Marceau Co., Ltd.

Wholesale Teas, Coffees, Spices and Vinegars

MONTREAL

**It Will Save Money for You**

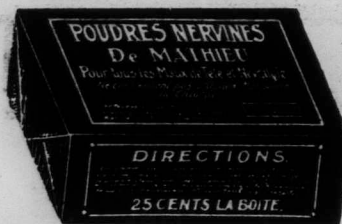


This cut shows the Savoy Awning, Toronto, after four years wear. It covers fifty feet frontage. We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

**Durability, Ease of Operation and Reasonable Price.**

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

**Wm. Bartlett & Son**  
20 Adelaide St. West, Toronto



**Many People Everywhere Somehow**

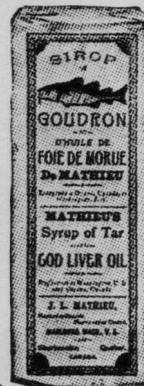
always have headaches, neuralgia and other nerve pains, and all these people want Mathieu's Nervine Powders (18 powders in every 25c. package.) Boost your business by selling

**Mathieu's Nervine Powders**

THE GREAT HEADACHE CURE.

Chills are fairly common during summer Do not be out of stock of Mathieu's Syrup of Tar and Cod Liver Oil, the remedy people rely on.

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



**Independent Canned Goods Packers**

Wanted, lines of canned goods for Winnipeg and the West. Five years' experience as leading salesman for the largest Canned Goods House in America. If you have the quality and desire to extend your business write me.

Also wanted, the following high-grade lines :

**PRESERVES, JAMS AND JELLIES,**  
**PICKLES, CATSUP, CEREALS, SALT,**  
*and all other lines sold to the Wholesale Trade.*

**W. LEE DINGEE, WINNIPEG,**  
**MAN.**

*Broker to the wholesale trade exclusively.*

*Banking reference—Bank of Hamilton.*



*For Bang Up*

# RED RED SALMON

**BUY VICEROY**

Price \$1.75 per Dozen

We Guarantee Every Tin.

**Mathewson's Sons**

WHOLESALE GROCERS

202 McGill Street

P.O. Box 2360

**MONTREAL**



Pure Food is Essential  
to Good Health

Grocers Buy

**Wagstaffe's Fine  
Old English**

Pure Fig and Lemon Marmalade. This is something new — a fine spring tonic.  
Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

**Wagstaffe, Limited**

PURE FRUIT PRESERVERS  
HAMILTON, ONT.

Agents:

DINGLE & STEWART, Winnipeg, Man.  
L. T. MEWBURN & CO., Ltd., Calgary, Alta.  
STANDARD BROKERAGE CO., Ltd., Vancouver, B.C.

**PURITY**

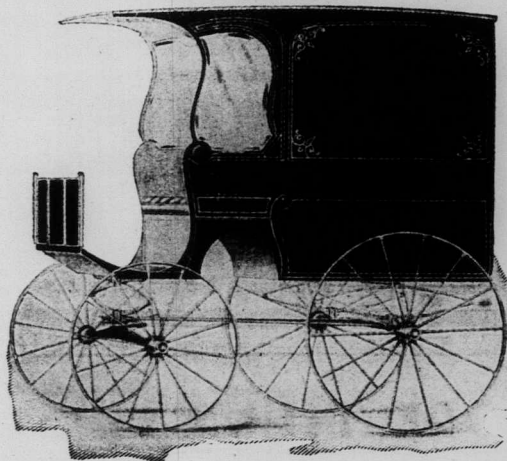
**BALMORAL**  
Scotch Marmalade

**QUALITY**

Write for prices. (Do it now)  
to

**J. W. Windsor, - Montreal**

The Waggon Tells Its Own  
Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. **EWART'S** waggons are easily the best on the market.

Write for prices

Phone 1188

**J. A. EWART,** 257-9 Queen St. E.  
TORONTO

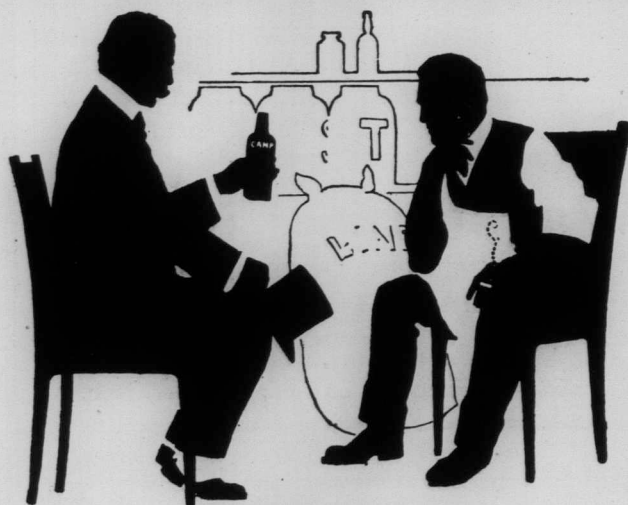
# Are You Handling "MELAGAMA" TEA

MOTHER'S FAVORITE

**It is a seller**—BECAUSE it is well and favorably known throughout the country, and the quality is always the same. People know what they are getting when they buy "Melagama."

**Re Bulks**—What are your requirements? Drop up a line and let us know. We carry a very complete line and will be glad to forward sample. Our quotations will please you.

**MINTO BROS.,** Head Office, **TORONTO**  
BRANCHES:— **BUFFALO, N.Y.** **NIAGARA FALLS, N.Y.**



### It Sells Easily!

"CAMP" Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying "CAMP"—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock "CAMP" freely—it pays.

Agents:—**Rose & Laflamme, Montreal.**

# 'CAMP'

## COFFEE

Manufactured by R. Paterson & Sons, Glasgow.

Buy only  
**RIVERDALE BRAND**

Canned Goods.

WHY?

**The Lakeside Canning Co.**  
WELLINGTON, LIMITED - ONTARIO

### BECAUSE

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

And because, the packers of this **Riverdale Brand** are determined to hold their old customers and to secure new ones by giving entire satisfaction in the future.

Remember to order

**RIVERDALE BRAND**

**The Lakeside Canning Co.**  
WELLINGTON LIMITED - ONTARIO

**MORE THAN**

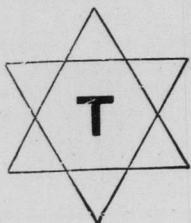
**JUST PURE**

Soap Manufacturers keep on shouting about the purity of their particular brands, because they've nothing else to shout about. All fairly good soap is pure.

## WONDERFUL SOAP

is different. Its purity goes without saying. It is the product of a special process of manufacture and most Grocers are surprised at its amazing popularity. Stock it.

**THE GUELPH SOAP CO.**



# CANNED GOODS FOR FALL

Our sales for future delivery are the heaviest on record at this time of the year. There is a reason Buyers are anxious to insure getting a full range of

## Triangle Fruits and Vegetables

Order now, prices will be right; you gain nothing by deferring. The memory of quality of Triangle goods remains when price is forgotten.

**JAMES TURNER & CO., Limited, Hamilton, Ont.**

### To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,  
CANADIAN GROCER,  
Montreal and Toronto.

### TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

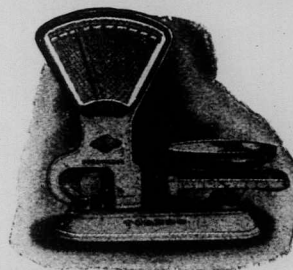
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply.



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**



## VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.  
To sell one perfect vinegar is to win trade.

### OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

**WHITE, COTTELL & CO. LONDON, ENGLAND** Warner Road, Camberwell,

## SOME THINGS TO DO IN JUNE

Suggestions Which Every Grocer May Add to by a Little Thought—Now, as Ever, the Watchword Should be "Clean Up."

What should I do this month? That is a question every grocer should ask himself twelve times a year, and take a little time to himself to answer. If the practice were general in the trade there would be many more grocers making money. The way to do is to get pencil and paper and sit down quietly and make a list of the things to be done, aside from ordinary routine.

At the head of the list every time should be "clean up." There are retail grocers who keep a man at that alone. In other firms where several men are employed each one is made responsible for the cleanliness and appearance of a particular section of the store.

This cleaning up might not apply to such. With them it comes within the range of routine. But the average grocer in this country is not clean enough and the grocer is not particular enough about the appearance of his store, himself and his clerks.

### Why Clean Up?

There are especial reasons why a grocer should clean up in June. It is the beginning of hot weather—at least we hope so—and dirt becomes offensive, not alone to the eye but to the nostrils. So have everything moved, and if there are any dark corners, jab a broom into them and see what you get. In a clean, well kept grocery there is an aromatic odor that is very enticing to trade. Aim at that result.

I talked this subject over with some practical men, and one said: "Trade gets dull about this time; so many people, more every year, going away for a vacation, and a grocer gets a chance to clean up." Not many grocers want that kind of a chance. But there are very few districts that do not get some summer visitors. Why not go after their trade? This is the time to think about it. They'll buy confectionery anyway. Get ready for them. If some customers take a cottage in some resort, or, perhaps, in some quiet place away from the beaten path, why can't the man who has their trade ten months in the year keep it for the other two. The writer went into a store the other day and found the proprietor and a large staff very busy putting up orders, most of them for summer homes, and some of them a page and a half or two pages of a long order book. Every grocer should try to follow his customer to the summer home if at all possible.

Now, about getting the stock ready for summer. All raw cereals and meals should be reduced as far as possible, and what stock of these is carried should be kept in a dry cool place. It is almost impossible to keep it free from moths, and nothing is more annoying to a cus-

tommer than to get home some wormy meal.

### Avoid Poisoning.

Look to the canned fruits and vegetables to see that they are not in a place where they will rust. The other day in Toronto a family was poisoned supposedly by canned tomatoes. A can secured by The Grocer from the same box looked rusty. It is altogether likely lead poisoning was responsible for the family's illness. The cause was probably a hole in the can due to rust from the outside.

The fresh fruit season is at hand. See if by taking thought your method of handling cannot be improved. Resolve anyway not to expose tender fruits, such as berries, to filth, dust and promiscuous handling on the street. Make arrangements to keep the fruit inside, but don't hide your light under a bushel; put cards in the window and advertise to the effect that your fruits are inside, away from dust and other filth. This is no new plan. It has been tried and found to work exceedingly well.

Last week were shown a couple of English suggestions for the inside arrangement and display of fruits, flowers and vegetables. They are merely suggestive, but are none the less interesting.

### Sell Flowers.

Speaking of flowers, why shouldn't more grocers handle them? Supplies can be easily obtained fresh every day. In Toronto there is at least one wholesale commission house handling only cut flowers, and a large trade is done with customers outside the city. The packing and handling of the flowers has been reduced to a science. Many progressive grocers do handle cut flowers and find it well worth while, and the practice might be greatly extended.

Already many grocers have placed their orders for next season's canned goods, fruit, vegetables and fish. Many grocers object to futures, but there is a legitimate ordering ahead, and if one intends to place an order before prices are announced now is the time, when there is ample opportunity for giving the subject careful consideration. If a man is aiming to handle the best goods he knows about what he can sell, and if his order is booked early with a good wholesaler his chances are A1 for getting what he wants whether the pack be large or small, and at the opening price, which, for the best goods, is much more likely to advance than recede.

### To Keep Goods Well.

At the beginning of summer some special provision should be made for the proper keeping of such dried fruits as are affected by heat. Currants, for instance, and raisins should be kept in a cool place.

What about flies? A grocery store can be kept as free of them as a house if proper attention be given to the matter. Screens on doors and windows that open are a necessity. Cleanliness inside the store is equally essential. Put under cover everything the flies will eat. Don't leave a few grains of sugar on counter or floor. A few invisible fly pads will help perhaps; but prevention is far better than cure.

This is the season of weddings and new homes. Why not get a line on this new trade? Have a "nifty" card prepared or write a nice letter to the new housekeeper, or, if you're right up against it for an idea, get into Sunday clothes and make a bold personal bid for the opening order.

A clean white linen coat and apron looks well on a grocer in summer, and his handkerchief—when he has one, and he always should—should be clean. Think upon these things.

### RETAILERS' CONVENTION.

#### Three Days at Hamilton—Grocers' Section First Day.

The third annual convention of the grocers' section of the Retail Merchants' Association of Canada for the Province of Ontario will be held at Hamilton on Tuesday, July 2nd, 1907, commencing at 10 o'clock. The day will be devoted to live subjects of direct interest to the retail grocery trade of Canada. All subjects pertaining to legislation for the benefit of the trade will be referred over to the convention of the Ontario Provincial Board of the Retail Merchants' Association of Canada, which will meet on the following days, July 3rd and 4th, at the same place. Notices have been sent out to every branch of the association and to prominent retail grocers in unorganized districts, inviting them to attend. Every retail grocer who has any subject pertaining to the improvement of the trade who is present, will be heard. Methods of trade organization will be considered and a meeting of unusual interest is promised. J. C. Green, secretary of the National Association of Retail Grocers for the United States, and Elisha Winter, state organizer of the Retail Merchants' Association of the States of Vermont and Massachusetts, will be present and deliver addresses.

#### J. M. LOWES CO.'S NEW PREMISES

The J. M. Lowes Co., coffee merchants and spice millers, have purchased the premises at 90, 92 and 94 Sherbourne St., Toronto, and have installed their plant at No. 92. They have put in a lot of new machinery and have now one of the best equipped mills in Canada. They guarantee their goods to be second to none put out in America and will be pleased to show any of their friends who call over their new plant.

E. D. Marceau Company, Montreal, is offering special values in new crop Japan teas, which will be in Montreal in a week. The prices given in the company's ad elsewhere in this issue are worth looking into.

**PRIZE BREAD  
AS A  
FLOUR AD.**

**A SCHEME THAT  
WORKED WELL**

A prize bread-making contest as an "ad" for flour is one of the best ideas that has come into this office in a while. It originated in Midland, one of the lower lake ports, which draws off a large share of the western wheat crop. The "ad" here reproduced was 6½ x 15 inches. Fred W. Horn, advertising scribe for J. B. Horrell & Son, Midland, tells the story in his own way, thus:

An interesting competition that brought out a hearty response was the following as planned by A. C. Carruthers, manager of the grocery department of J. B. Horrell & Son's departmental store of Midland, Ont.

In the May 22nd issue of the local papers appeared an advertisement announcing a great bread-making competition and giving a schedule of rules governing same with list of prizes which was increased to five instead of three, as originally appeared in the announcement.

Some twelve or fourteen hundred copies were distributed through the medium of the local papers, and an additional 800 dodgers in fac-simile of newspaper write-up, were distributed from house to house throughout the town.

This created immediate increased sales for the flour in question, caused much comment among the ladies and finally brought out "a big batch of bread" by eager competitors for the prizes, which were as will be seen from the circular enclosed herewith as follows; 1st, 1 barrel of Five Roses Flour; 2nd, 1-2 barrel of Five Roses Flour; 3rd, 1-4 barrel of Five Roses Flour; 4th and 5th; 1-8 barrel each of Five Roses Flour.

So great was the demand for the flour to make the trial with, that although sufficient was thought to be in stock to stand the strain, a shortage ensued which made it necessary to divide the orders to some extent.

A splendid collection of exhibits were sent in and the three lady judges had a busy afternoon's task in determining the winners. However, about 5 p.m. their report was handed to the management, who had prepared a large window card with the prize winners' names painted thereon. This, together with a neat arrangement for a window trim, including the pride bread, was placed in the window and at 8 p.m. a full half-hour previous to the time announced, a large crowd awaited the raising of the curtain and from then till 10 p.m. a continual stream of people viewed the display.

Comments were freely passed and a lively bit of verbal advertising for the store in general was the consequence.

The ladies who did the judging were,

of course, kindly remembered for their assistance by way of a five o'clock lunch, gotten up in impromptu fashion, and a pretty bit of Japanese china as a present to each.

Altogether the scheme was a decided success and our friend, Mr. Carruthers, highly recommends a trial, believing it will prove a good drawing card, a lively incentive, and a good advertisement.

**PERSONALS.**

W. H. Halford, Montreal, has returned from his trip to Quebec.

Harvard B. Clemes, Lindsay, was in Montreal during the week.

Frank Stafford, Barry's Bay, was in Montreal during the week.

New pack Thistle haddies are now on the market and appear to be in good demand.

Laporte, Martin & Co. have just received a direct consignment of choice and fancy Barbados molasses, which is being delivered to the trade.

L. E. Geoffrion, L. Chaput, Fils & Cie., Montreal, and one of the harbor commissioners, has taken up his summer residence at Valois, where he will spend his spare time for the next few months.

The fruit and vegetable packers having decided not to accept orders after the 30th inst., Laporte, Martin & Co., Ltd., advise their customers to place orders for canned goods without delay if they want to secure their preferred brands.

Crawford W. Powis, Toronto, was married on Tuesday, 4th inst., at All Saints' church, to Miss Olive Logan, only daughter of Wm. Logan, of Davidson & Hay, Toronto. Mr. Powis is a member of the commission and brokerage firm of Anderson & Powis, and is a son of Alfred Powis, one of Hamilton's leading brokers.

Arthur W. Pafford, of Davidson & Hay, Toronto, left on Wednesday for a few weeks' vacation. Montreal and the east is the Mecca of his Haegira, but, unlike the Moslem faithful, his journey will be made with more comfort and ease, as he journeys by the Richelieu & Ontario Navigation Company's palatial steamer Kingston. Mrs. Pafford accompanies him.

St. Patrick's church, Toronto, on Wednesday morning, was the scene of the nuptials of Fred. A. Verey, Toronto representative of the Edwardsburg Starch Co., and Miss Etta Macdonell, of Toronto. Mr. Verey and his bride left for Montreal and Quebec on Wednesday's R. & O. steamer. The Grocer and Mr. Verey's many friends in Toronto and western Ontario wish the young couple a pleasant voyage through life. On their return they will make their home at 58 Bellevue avenue.

**BREAD MAKING  
CONTEST**

A splendid opportunity, ladies, for you to make a practical test of your abilities as a bread producer and also to test the strength, richness and thoroughly genuine meritorious points contained in a certain brand of Canada's chiefest production, namely:

**"Five Roses Flour"**

**Our Grand Prize Offer**

We will present to the lady who produces from Five Roses Flour the adjudged best double or large loaf of bread, the following:

1st prize	1 barrel of Five Roses Flour	value	5 50
2nd	" 1-2 "	"	2 75
3rd	" 1-4 "	"	1 40

**Rules governing the contest are these**

- 1st "Five Roses" Flour of sufficient quantity to make the test to be purchased from us.
- 2nd Exhibit to be left at our Pastry Dept. on Wednesday, May 29, before 5.30 p.m.
- 3rd Each exhibit must be accompanied by name and address of competitor which upon arrival at our store is detached and placed on file and a numbered ticket attached to be used in the display, thereby providing perfect secrecy for exhibitors.
- 4th The size of each loaf of exhibit should correspond to regulation weight as nearly as possible.
- 5th Judging will be done on Thursday, May 30th, by three competent lady judges.
- 6th Prize Winners' names will be announced at 8.30 p.m., Thursday, May 30th.
- 7th As an exhibit of this bread is to be made it should be understood that prize winners release ownership of same and we employ this as one scheme

**"Five Roses" Flour is a Wonderful Flour**

It has certainly valuable constituents that is not generally found in any other grade and the manufacturers claim that these certain constituents are responsible for their backing up claims for their flour that defies all competition.

They endorse our action in arranging this Great Bread Competition and any claims we may make for "Five Roses" Flour will be heartily in accord with its manufacturers.

Five Roses Flour is past the experimenting point. It has been tested by thousands but we want a lot more housewives to become acquainted with its valuable points and we employ this as one scheme to more thoroughly and decisively bring it into public notice.

When you want Five Roses Flour Patronize

**THE PEOPLES STORE**

**J. B. Horrell & Son**

The House where "Quality" Predominates

FROM GROCER CORRESPONDENTS

GALT.

A well-attended meeting of the Retail Grocers' Association was held in the Galt council chamber on Wednesday evening last, President T. A. Rutherford occupied the chair.

A communication was read from Messrs. Geo. A. Clare and Lennox, members of Parliament, regarding the bill recently before the House re the formation of industrial and co-operative societies. The association was advised that this measure had been held over until next session, and this was mainly due to the efforts of the various associations throughout the country, who are, of course, strenuously opposed to the new bill. There are certain features about the measure that are not in the interests of the community at large.

Another item of interest to the general public which was discussed was regarding the watering of the streets in the business section on Sunday. On a windy Sunday the dust is a great nuisance to those going to church. It was decided, however, that an appeal should be made to the council, with a view to having this street watered at a late hour on Saturday evening. If this does not prove satisfactory, the Sunday watering will be tried. The Merchants' Association is quite willing to bear any extra expense in connection with this innovation. The plan appears to be an extraordinarily good one and might be tried with benefit in many of the surrounding towns and cities.

The question of a weekly half-holiday was also discussed at the meeting, and will be definitely decided at the next meeting.

It is expected that the association will hold a banquet in the near future. A banquet would do much towards establishing greater unity and co-operation. The matter was referred to the executive and will be taken up at an early date.

Regarding the funds for the old boys' reunion, the association decided that the members each pay into the treasury of the association such sums as they feel they can afford. The total amount collected will be handed over to the executive committee of the old boys' at the proper time.

Probably in no town in Ontario is there such a shortage of premises suitable for merchants, as that which exists in Galt at the present time. More than one prospective merchant has been compelled to locate elsewhere, owing to the unprecedented shortage.

The landlords have evidently become aware that it is time to make hay while the sun shines, and the rents on the principal business street in Galt are soaring upward. One merchant was recently informed that his rent would be raised from \$360 per year to \$1,000 per year. What he said is not for publication.

Tenders are being called for the erection of a three-storey brick building on South Water street, between the grocery store of Sloan Bros., and the Im-

perial hotel. The lower portion of the building will provide accommodation for two stores, while the upper portion will be used for offices, etc. The erection of this building will fill a long-felt want and will relieve to a certain extent the present shortage of suitable business premises.

Opinion in Galt regarding the proposed weekly half-holiday is somewhat divided. A large number of the merchants have expressed themselves as being in favor of the holiday; on the other hand, a number claim that the inauguration of the holiday would seriously conflict with business. A prominent grocer was interviewed, and during the conversation he made the following statement: "We have every day farmers come a distance of 12 or 15 miles. We do not know what days these people will arrive with produce, and should they arrive and find our store closed they would certainly think it a hardship to have to take their produce back home again."

MONTREAL.

John B. Richer is the new manager of the grocery department of Seroggie's departmental store. Mr. Richer has been with Seroggies for the past six years.

Some Montreal retailers are having trouble with their delivery men. They say they find it difficult to retain the services of a good driver for any length of time. One uptown grocer who keeps at least three or four drivers all the year round, was telling The Grocer of his troubles—he had but three men at the time—when he was called to the telephone. He came back with the information that "another one had gone." The teamsters in the city have been demanding more wages recently, and this has unsettled things a bit.

Munro & Lloyd, the newly organized firm, seem to be doing the business. The letters are now on the window and look neat.

Retail Grocers' Meeting.

The Retail Grocers' Association met Thursday evening of last week in their rooms on St. Catherine street. The attendance was better than for some time past. President Laniel occupied the chair. Other officers were all present. Mr. Laniel reported on his trip to Ottawa to confer with members of the Ottawa Retail Grocers' Association, and the deputation from Alexandria regarding the coming picnic. He said that everything was being arranged satisfactorily. The programme of sports was already planned and was quite an interesting one. J. A. Dore, vice-president, spoke of the advantage of holding the picnic this year in conjunction with the Ottawa grocers and the people of Alexandria. The town, he said, was putting

up the majority of the prizes. Secretary Beaudry read some correspondence in connection with the liquor licenses, a very hot subject with the Montreal retailers at present. As already explained in these columns, the licenses for liquor dealers were put up by the Provincial Government in the most unceremonious fashion, and the retailers are working hard to make some new arrangement with the Revenue Department. Mr. Beaudry thought it would be better to await the return of Premier Gouin, with whom the members of the association might have an interview before taking any definite action. In this all agreed. In connection with the picnic it was decided that the association should be provided with a band on that day. Also, the assembly carried a motion to the effect that all members should be sent a letter requesting that they should close their stores the day of the picnic.

STRATFORD.

The grocers in this, the Classic City, report trade to be about the same as a week ago, but, as one grocer remarked, "The people don't seem to know just what they want." The sale of canned goods has fallen off a little during the past two weeks. People are anxiously waiting for the appearance of more green goods, garden products. Green vegetables sell at the usual price of five cents per bunch. Strawberries are, however, scarce and somewhat high in price. The season seems to be backward in the fruit line and a few grocers fear that the supply will not meet the demand.

The prices of some meats in city butcher shops have advanced. The list: Roast pork, 17c; pork chop, 17c; round steak, 15c; sirloin and porterhouse steak, 17c; roast beef, 10c to 15c; boiling beef, 7c to 8c.

The grocery firm of McCully & Haugh believe in advertising their goods in the window and they have had a number of fine displays of late. Last week they had a good display of green goods, which was much admired and this week they have dressed a neat window in baking sodas, Cow Brand and others.

There was a fair attendance at Saturday's market, but the late season still affects the offering of garden stuff. These lines, such as rhubarb, lettuce, onions, etc., sold at the usual prices of 5 cents per bunch. Potatoes are unchanged in price at 90 cents to \$1 per bag. Eggs sold at 16c to 17c per dozen and butter at from 20 to 22 cents per pound. For tomato plants the price was 20 cents per box, and for cabbage plants 10 cents to 15 cents per bunch.

Thousands of dozens of eggs have been handled by the grocery firm of McCully & Haugh this season. They buy eggs from the farmers in the country for miles around, have them brought to the city, and either sell them locally or ship them to Toronto and other markets. This week they shipped 2,000 dozen eggs to Toronto firms, and during the latter part of April and the early part of May about 7,000 dozen eggs were shipped to the William Davies Co., of Toronto. The firm also sold 2,000 dozen to the Nasmith Co., Stratford, to be used for pickling, and 4,000 to Gordon Rankin, another city confectioner.

## THE CANADIAN GROCER

### BROCKVILLE.

The market Saturday was the best attended for some time. Eggs brought 18 and 20 cents per dozen; butter, 27c.; chickens, \$1 per pair.

Burglars put in an appearance here during the past week, and while visiting, started to work at Lorimer's grocery. Mr. Lorimer happened along in time to see, but not to catch them. They evidently did not like his company, as they immediately decamped on his appearance. Manahan's bakery was also visited by them. Nothing was missed from either place.

Thos. Ryan, representing Bell, King & McLaren, Montreal, brought a carload of Jumbo bananas to town last week, which were quickly disposed of.

One of the local merchants has been summoned to appear in police court for forestalling the market on Saturday last.

E. J. Peters, who for the past eight years represented Gilmour & Co., wholesale grocers, of Brockville, has resigned his position and left last week for the west to accept another one in the same line. Success to him.

A. McCrimmon, who has been in the employ of Gilmour & Co., in the office, has accepted the position as traveler made vacant by the resignation of E. J. Peters.

Miss May Robinson, who has for the past two years been clerking in McHenry's grocery, has resigned and has taken a position for life with "Mickey" George, the star hockey player. Miss Robinson and Mr. George were quietly married on May 22nd, and immediately took the train for Ottawa, where they will make their home. Mr. George holding a good position there. The bride was the recipient of a number of valuable and useful presents.

### KENTVILLE, N.S.

Paradoxical as it may sound, Kentville has had a dry spring this year. And as for the temperature—why, a polar bear would have felt homesick for his native icebergs. Everyone is agreed that there never was such weather. Even the daily papers haven't exaggerated it, and Lord knows, they've done their best. Still, Kentville is a bully town and we're all proud of her. No kickers here. The trees and grass are beginning to take on a healthier color, but there has been no potato planting yet. This week, however, wind and weather permitting (a necessary proviso, these days), should see a lot done. Some rain fell recently, and this, although too cold to obtain the best results, will help things on a little. A couple of weeks ago we had a snowfall of six inches, but notwithstanding this, our trees (which seem to be of a sturdier breed than most) are already in half-leaf. A few continuously warm days would bring out the apple blossoms, but consistency seems to be the last thing we can look for in the weather, one day being hot enough to roast chestnuts in the sun, and the next so cold that we have to take the milk out of the cupboard and put it on the oven to thaw it out.

Business has been duller than ditch-water, owing to the backward season, but prospects are good. Scarcity of help seems to be the greatest drawback.

Bay of Fundy salmon are brought over fresh each morning, and are popular at

20 cents a pound. Potatoes are as scarce as June bugs in December, but when anything turns up that looks like a spud it is eagerly snapped up at 75c. per bushel.

Brother Creed is on the warpath, as usual, and gets after all the local boards as regularly as clockwork. About the middle of June, M. G. DeWolfe shakes off the dust of Kentville from his feet and departs to his den on the Sissiboo, Weymouth, where he tells us there is neither care nor trouble. Would that we could all go and do likewise.

### KINGSTON.

The city of Kingston is on the advance. Two by-laws favoring a zinc and lead smelter works were carried by almost a unanimous vote of the ratepayers.

A site and exemption for ten years are granted to the Stanley Lead Co. and the Gray & Hadley Zinc Co. The Board of Trade and our civic representatives are deserving of nearly all praise due. The vote stood thus: For zinc smelter, 1,622 for, 25 against; for lead smelter, 1,623 for, 22 against.

The Government will be asked to do some dredging along the wharves near the smelter sites. Building will be commenced at once. The Zinc Co. will erect buildings to cost \$125,000, and the Lead Co. about \$50,000. Both will give employment to about 150 men.

The regular Saturday market was a large one, owing to the very high prices. Print butter brought 25c. to 28c., and quality not too good. "Can't understand it," said Malcom. Creamery is only worth 23c. Potatoes are \$1.25 a bag; pretty hard on the grocers who contracted to supply camps and institutions at 90c. Eggs keep around 18c. and 20c., and are plentiful. Green stuff is cheap. My, what a difference there is in the size of the bunches. Take, for instance, rhubarb. Some gardeners put eight stalks, others 12 and some 20. The market clerk seized a lot of potatoes on account of being short in weight. Butter is often 14 and 15 ounces, instead of 16.

Hobart Dyde, Jas. Redden's partner, was up at Petawawa looking after details in connection with the big military camp. It is a big contract to feed those hungry soldiers, but Redden & Co. know how to do it, and will satisfy their wants.

Robinson Bros. have dissolved partnership. They are both Kingston boys and popular. One of them intends going to Cobalt to size up prospects, and may locate there.

Will Charles, now a prosperous grocer in Victoria, B.C., was a bright boy and bound to succeed. When a junior in one of Kingston's stores, he was waiting on a lady who wanted roll bacon. Will looked up pleasantly at her and said, "Do you want it in a chunk or cut in pieces?" He often laughed about it when he had more experience behind the counter.

A clerk makes a mistake when waiting on a customer by saying, "Is that all?" He should look pleasant and say, "Something else now?" or "Here is a new line just in," or "What about pineapples?" etc. Introduce goods; don't be afraid to speak up; look alive and sell goods. Remember, young man, travelers and others are sizing you up and if you have any ambition don't be scar-

ed of work. And say, be on time in the morning.

### EDMONTON.

It cost Edmonton about \$220,000 to keep warm last winter. This has been revealed as the result of an investigation into the size of her coal bill. The sum is about double that of the winter of 1905-1906. The increase comes from a rise of \$1 on the ton of coal, and the more severe weather. Of course, the growth of the city is also a factor.

August Noel, senior member of the legal firm of Noel, Noel & Cormack, died Monday, May 20th, in the general hospital, after a few days illness from appendicitis. Deceased was 36 years of age and was married to a daughter of Mr. Justice Lavergne, of Montreal.

Lacombe, on the Calgary and Edmonton line of the C.P.R., has a building boom on its hands. Over \$200,000 worth will be undertaken this year. A number of business blocks are going up. Among those who will build are the following: the Adelphi Hotel, cement, \$50,000; H. Urquhart, store, \$15,000; H. A. Days, stores, \$15,000; Morris & Taylor, warehouse, \$2,500; A. D. Watson, blacksmith shop, 700; W. F. Brett, addition to store, \$2,000; C. R. Dunke, store, \$2,000.

A. Archibald, the druggist, is moving into better premises on June 1st.

Manager Johnson, of the Criterion Restaurant, has been obliged to close his cafe, on account of the building being sold by the owner.

### STRATHCONA.

Work is commencing on the new C.P.R. station. It is to cost \$30,000. McDermot & Son, of Winnipeg, are the contractors. The C.P.R. expect to spend about \$150,000 this summer in terminal improvements.

Strathcona has a daily paper now. The Chronicle edited by James Weir, formerly of Hamilton, Ont., has been enlarged from a weekly to a daily.

F. C. Jamieson, secretary of the Strathcona Radial Tramway Co., has applied to the city council for a franchise for the company. They ask for an exclusive franchise for thirty years.

Building is very active here. Over a million dollars worth will be undertaken this season. Some of the new buildings are: a hospital, \$60,000; collegiate, \$65,000; St. Louis Hotel, \$25,000; Bank of Commerce, \$20,000; brewery, \$70,000; three churches, \$80,000; Sheppard business block, \$15,000; A. G. Baalim, ditto, \$18,000.

### LONDON.

The last meeting of the Retail Grocers' Association was unusually well attended.

It was decided, on the vote of a large majority of the members, that the annual picnic be held this year in Toronto. A vote was taken to decide which railroad would be patronized, and the show of hands was almost unanimous in favor of the C.P.R., the return fare, good for two days, being \$2.35.

A railroad committee, composed of Messrs. Shaw, McCormick, Drake and Ryan, was appointed to complete arrangements with the railroad, and in

conjunction with the executive committee to arrange the date on which the picnic will be held. It will in all probability be on Wednesday, July 24th. The railroad committee was also authorized to attend to the advertising.

**Push-cart Men Must Go.**

The committee appointed to wait on the city council for the purpose of exterminating the push-cart man, reported that the evil would probably die out after the expiring of the present licenses in October next, owing to the curtailing of their territory. A committee will decide on the districts from which they desire the push-carts eliminated, and the recommendations will be submitted to the council at its next meeting.

The four grocers who are opposition picnic promoters had been approached by a committee with the object of bringing about amalgamation and the holding of one general picnic. They had met with poor success, the other party preferring to retain their individuality and run their own picnic as heretofore to Niagara Falls.

Messrs. Leah, Ryan and Donehy were authorized to select and purchase a suitable gift for presentation to President Ranahan, as a token of the well wishes of the association on the occasion of his recent marriage.

The association is stronger than ever in its history, there being now 120 paid members. In fact, so far as can be learned, only four of the city grocers remain out of it.

The executive committee of the Retail Grocers' Association held a meeting last night to take action regarding a dispute with the promoter of the pure food show held here in May last year. It seems that for their efforts and influence in connection with the affair the association were to be paid five per cent. of the gross proceeds. But it is said the promoter did not find the show the success he expected, and, as a result, the association have not yet received their share of the receipts, \$165. Recently a representative of the promoter came to the city and told such a woeful tale that the association agreed to accept five per cent. of the door receipts only, which would be about \$55. The representative expressed his gratitude and promised prompt settlement. The promise, however, has not been made good and at last night's meeting of the executive the following resolution was adopted:

"Moved by J. Haskett, seconded by G. B. Drake, that this association regrets that Mr. E. M. Trowern has not seen fit to make satisfactory settlement in regard to amount due this association from the pure food show held here one year ago."

**PETERBOROUGH.**

In about ten days Wm. Stock's new bakery on Sherbrooke Street will be completed. It is to cost \$2,500 and will have a capacity of 30,000 loaves every twenty-four hours, or 350 loaves per batch. R. J. Marsh, of Deer Park, Toronto, who is prominently connected with the Marsh Oven Co., is the architect and contractor and he is making an excellent job of it. The building is of solid brick, 63 feet by 34 feet and two stories high. There will be two large Marsh ovens, which are constructed with No. 1 Milton pressed brick.

Besides these modern ovens, the whole bakery will be equipped with the most up-to-date machinery on the market. Everything will be furnished to insure speed, accuracy and purity. Mr. Stock has one of the largest bakery establishments in the city and it has been growing so rapidly lately that he was forced to enlarge. The new shop should last for several years.

\* \* \*

Owing to the lateness of the season, the inability to make satisfactory arrangements and the nearness of the holiday season, the Retail Merchants' Association decided to postpone the proposed banquet. The date was fixed for June 3rd, and many of the grocers, who were really at the bottom of the thing, are greatly disappointed. The banquet, however, will be taken up again in the fall, when it can be followed up with regular meetings of the association.

\* \* \*

A couple of farmers were before the police magistrate last Saturday morning, charged with giving short weight in a bag of potatoes. That morning the police went on the market and weighed several bags of potatoes which were offered for sale. Two men were found with bags that were three or four pounds short. The farmers claimed that at this time of the year potatoes have dried out so that a bag will not weigh the regulation number of pounds. Both the farmers said that they had measured the potatoes and thought that was sufficient. The magistrate found them guilty and as an example to other farmers he fined them \$2 and costs.

\* \* \*

The Toronto Savings and Loan Co. have decided to erect a new block of stores on Simcoe Street, just west of George. Plans have been prepared and work was started this week. The building will be three stories high with a basement. It will be 50 feet deep and will have provision for four single stores and one double store. All have been rented and the tenants are anxious to move in. This new block will relieve to some extent the great demand for stores and it will be good news to all the business men as the rents for business places have gone up so high during the past couple of years that it makes a big hole in the profits. Another block of stores could also be rented at good prices, as the city is growing very rapidly.

\* \* \*

Thos. Hooper, the largest caterer and confectionery merchant in the city, is endeavoring to secure the second and third floors of the new block being erected by the Toronto Savings and Loan Co. If he is successful he will fit it up as an assembly hall. The city is in need of such a place and undoubtedly Mr. Hooper would make a success of it. His intention is to put in a large kitchen, with all the utensils required for preparing a large banquet and on the same floor he would have the dining room, which would be a great improvement over present halls used for balls and "at-homes."

Representatives of Hawes-Vongal & Co., of New York, hat manufacturers, were in the city this week looking for a site on which to locate a branch of their factory, to make goods for their Canadian trade. The representatives were looked after by the mayor and manufacturers' committee. They were greatly pleased with Peterborough as a manufacturers' centre, but made no definite answer as to where they would locate.

\* \* \*

The tourist season is opening up with very fair prospects. If the weather gets warm this summer will be the busiest in the history of Stoney Lake. Several families have arrived in the city, purchased large supplies of groceries, and taken them back to the cottages. So far the weather has been so cold that only two or three local families have moved to their summer homes, although a large number are making preparations to go.

\* \* \*

For several months past a bread war has been waging in the village of Keene. The grocers there buy all their bread from the Peterborough bakers at 7c per three-pound loaf and after paying the express and cartage charges, sell it at 8c per loaf. The price previous to the cut was 11c per loaf, and everyone made a profit. At present none of the merchants make anything and most of them are losing money. The price in the city is 9c.

**WOODSTOCK.**

The selling price of tobacco among the retailers of the country is on the advance now, but up-to-date Woodstock dealers have not followed the example of many of their brethren in other places. The wholesale price has already advanced materially, and an increase to consumers is considered to be only a matter of time. The difficulty appears to be with the tariff, which places an increased imposition per pound on the weed, and upon the condition of the crops and the market. The consumption of tobacco is increasing, while the general tendency is towards a rise in the cost of the raw product. It is feared that the increase in the wholesale price is but preliminary to still higher figures, in which case smoking will become a somewhat expensive pastime.

On the local market and in the stores, potatoes have risen to \$1.25 per bag, and at that the quality is said to be inferior.

**New Industries.**

A big American corporation is considering the advisability of establishing in Woodstock a milk condensery. It is the company which controls the St. Charles condensery at Ingersoll, and over a hundred factories in the United States. Tillsonburg authorities also have their hooks out after the new industry, but locally strong hopes are entertained that if the promoters finally decide to locate another factory in this district, Woodstock will be the place decided upon. It would undoubtedly be a success here from the standpoint of the proprietors, for Woodstock is situated in the midst of one of the finest dairy districts in Canada, and there would never be any lack of material to keep the factory running. It would also

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be a splendid thing for the farmers and dairymen, in giving them a sure and certain method of disposing of all their milk supply. No loan would be asked for, and the inducements required are very moderate. All they would ask would be a free site from the city, a fixed assessment, sewer connection and access to the railways. About 125 hands would be employed.

Negotiations have been recommenced with the London capitalists, who submitted a proposition to the council for the establishment here of a canning factory, though nothing will be done before the autumn in any event. C. B. Kenleyside has written to say that the fact that the city will not grant a loan would not deter them from starting here, and that they would be willing to take the matter up with the council on the basis of other minor concessions and inducements. Everyone in the city and district will be glad if the negotiations result in the industry locating here, for it would mean a great deal to the whole district, and the regret when it was feared that everything was off, was very general.

Despite the frosts and the backward weather of the past months, it is not thought that the prospects for a good fruit crop have been very seriously injured. As the result of the last severe frost, a prominent gardener fears that red currants may have been rather seriously damaged. He did not think strawberries were affected, and fruit trees did not give any signs of damage. All fruit trees are or have been heavily in blossom, and with favorable prospects look good for a

**Cheese Industry.**

The quantity of cheese offered for sale at the meeting of the cheese board last week was the largest of this season, and comprised 2,888 boxes, of which 1,730 were colored, and 1,153 white, the output of 23 factories. Sales during the day were made at about 11½c. It is said that the flow of milk this spring has been not more than sixty per cent. as large as in the corresponding months of last year, owing to the backward weather and the fact that as yet there are comparatively few cows out at pasture. There has been no opportunity for the grass to grow to any extent, and farmers are running short on their supply of feed. Consequently the cows, and the milk supply suffer. Complaints are being made that cheese in too green a state is being marketed this season. This may be explained somewhat by the desire of salesmen and managers of factories to dispose of all the available supply while the prices are at their present high pitch, but the practice is seriously detrimental to the best interests of the cheese industry. Notwithstanding the prices, the returns for the sale of cheese this season have been much less than last year owing to the small quantity of milk on hand.

**Pedlars' By-law.**

The city council at no distant date will be earnestly solicited by the retail merchants of the city to pass the hawkers', pedlars' and transient traders' by-law, which is now on the books of various other municipalities such as Galt and Preston and Berlin. They feel that it is up to the council to protect the merchants, who pay taxes in the city, and bear a large share of the cost of civic

administration, from the ravages on their trade which are made by those who drop into town for a day or two, do their business on the back streets, and take out of the city a sum of money large or small, according to the degree of persuasive influence exercised by the agent, and the nature of his goods; and leaves absolutely nothing in it except what he pays for board, and in the case of the foreigners by whom the most of this business is carried on, the money required for board is not a large amount.

**A Prosperous Grocer.**

There is a grocery store in Woodstock which is the exception that proves the rule that advertising is the life of trade. It has been conducted for years by Fury & Thompson, and their boast is, that never was a dollar spent in advertising. The store is fair-sized, and in a most desirable location, near the market square. The proprietors have made, and are making money, some say more than any other grocery firm in town, but that, of course, is only "what others say." The firm has no delivery wagons, no order solicitors, no advertising bills. Accordingly they can afford to sell cheaper than their neighbors, and in many cases they do, enough beneath the prevailing prices to attract custom. Then again, they have a reputation for strict honesty in all dealings. People believe that if Fury says an article is a certain quality, they may swear on its being that quality. The result of all this is, that a large number of city people regularly patronize the store, especially for smaller goods that they can carry home, for nothing is delivered. But the principal business is done with the farmers, whose rigs may be seen lined up in front at any hour of Saturday, waiting for their purchases to be put up, and loaded into their rigs. The appearance of the store externally and internally is unprepossessing. The windows are seldom cleaned, and seldomer dressed, often being piled full of old, unsightly boxes and other debris. Inside a miscellaneous assortment of goods common and peculiar to grocery stores is piled in picturesque confusion. But they get the business, and that is what all the grocers are after. It is the exception that proves the rule.

**GUELPH.**

June 4, 1907.

The Guelph Retail Merchants' Association are offering a large reward for the conviction of the party or parties who spoiled those plate glass windows on Wyndham street, also a reward of \$5 for a conviction of anyone spitting tobacco juice or otherwise defacing the store fronts of this city.

R. J. E. McCrea, of the firm of J. A. McCrea & Son, leaves on Friday for an extended trip to Europe. The Grocer wishes him a pleasant and enjoyable trip.

The street watering system of Guelph does not seem a success from the outlook of a corner grocer. The idea of the waggons is all right; but we see a waggon pass our door at about eight o'clock in the morning and wait in vain for its return till about three or four in the afternoon, which means our outside displays of fruit, etc., are subject

to dust and abuse. But, for all that, we are firm believers in outside displays.

Does it pay to carry a weak account or let your neighbor have it? is a live question among grocers at the present time. I think it pays to carry the weak account, and if a grocer knows his business he will make it pay. Make an agreement that you will carry it for a certain time, say two weeks or a month, as the case may be. Then when the time is up, look for your money. Don't wait until the party has spent his wages and then go to see him, but give him to understand if he is not Johnny-on-the-spot you want to know the reason why, and if he wants to leave a balance call his attention to your agreement and give him to understand you don't stand for any balances, that you want it paid regularly and you expect every cent of it—that you depend on his account to meet your own accounts. Make him feel he is part of your business. Don't bluff him about suing him, or collection agencies; just talk good common sense. In a good few years' business I have never seen an account lost that was properly handled. There are lots of so-called weak accounts that are weak accounts only as the grocer is weak. Don't be afraid to ask for your own.

W. H. Fielding is sporting another bran new delivery waggon on the road this week. West believes in good horses and rigs.

The Retail Merchants' Association at their last meeting agreed to give their employes the usual Thursday half-holiday during July and August.

Butter is getting more plentiful and has dropped in price. First class is from 16c. to 18c. a lb. on Guelph market at present. Eggs are firm at 16c. to 18c. Potatoes took a jump and as high as \$1.50 per bag was paid last Saturday.

To make money nowadays in the grocery business you must make it through the efforts of others and the man who is successful is the man who is clever enough to surround himself with good help.

In running a grocery store it is astonishing how many little leaks there are, and it is the leaks that let the coin run out. Clerks don't seem to know they are paid to think for the boss. It's not their business to turn off the gas in the cellar. They don't seem to know they have their hand in the boss's pocket when they stand and talk to customers about social matters or when they waste string or paper.

The big glowing countenance of a Toronto grocery traveler, whose smile always seems to say: "I am happy, are you?" came into the store the other day and tackled the boss about vinegar. He said: "I have a vinegar here that is chemically impure. We sell it at 15c. a gal. Here is something extra we sell at 22c. a gal. Now, I am going to show you what a terrible bad thing inferior vinegar is."

He poured a little into each glass; then he took two earth worms and dropped one in each glass and he said: "Whichever vinegar kills the worm

quickest is the rankest." All was breathless interest for a moment. The 15c. vinegar caught hold of the worm and twisted it into a knot, and in an instant it had gone to the happy hunting ground. The 22c. vinegar's effects were as sure but much slower. They timed the worm, and for nearly a minute and a half it writhed and squirmed in pain and then died.

The boss looked thoughtful for a moment; puffed at his cigar, and then says, "John, do you think you could put me in 25 barrels of that stuff at 10c. a gallon?" John thought he could, but wanted to know why he wanted that quantity of such poison. The boss replied: "That is all right, my boy. Your business is to sell vinegar, not ask questions." "Well, Mr., I am very curious," said John, "and will buy the cigars if you tell me what you are going to do with it." "Well, I will tell you if you keep it quiet." "All right; honor bright." "Well, I am going to quit the grocery business, and I am going into the patent medicine business and manufacture a painless worm exterminator at \$1 per bottle, and I calculate at \$1 per bottle, 30 gallons to the barrel, I will make \$30,000." It is needless to add John wants a partnership.

Doesn't it make you tired sometimes when you have a cereal or other traveler trying to tell a grocer how much money he can make selling his line that only costs 95c. to \$1 a dozen and sells for 10c. each? The grocer ought to cut out that kind of business. It is getting a little old fashioned, these big profit schemes of that kind.

There is some talk of an up-to-date union fish store in Guelph, run by a company of grocers and bakers. There is room for it.

W. J. Fletcher, who has been for some time clerk at W. H. Fielding's grocery store, is leaving this week to start business for himself at Oustic. We wish him success in his new venture.

The junior member of the firm of J. A. McCrea & Son leaves next week for old Ireland, via Montreal.

Mr. Robinson, the young and clever head clerk of Lillie & Hadden, has an original maple syrup window. It was an almost perfect representation of a maple sugar camp.

Men that the employers, as well as employes, like to see enter the door are men like J. W. Charles, Adams, of Heinz fame, the Comfort Soap man, and that silver-haired and tongued orator of the Grocers' Wholesale Co. They study human nature and know how to treat clerks as well as employers. All good will to the travelers. It would be gloomy without them.

**CHATHAM.**

A. J. Ridley, formerly of Ridgetown, has purchased the grocery and confectionery business of the late Thos. W. Evans, of Thamesville. Mr. Ridley has had considerable experience in the confectionery business and his venture should prove a success.

Piett Bros. have closed their butcher shop at Rodney and moved the stock to

Ridgetown. Archie Pielt has again joined the staff of the Ridgetown store, and will move his family back to that town.

The Tilbury Canning Company recently shipped their first consignment of the season, a car of tomatoes, to the Pacific coast.

R. P. Adams, of Tilbury, has opened a grocery in connection with his butcher shop.

W. M. Murdock, the Raleigh street grocer, left on Wednesday, in company with L. Harrett, on a two months' prospecting trip to Cobalt.

**Retailers' Assessment.**

The matter of the business assessment of local retailers, which came up at the last meeting of the local R. M. A., is now in the hands of the civic finance committee. President Geo. W. Cowan, of the R. M. A., appeared before the city council on Monday night and stated the circumstances, full particulars of which were given in last week's correspondence. He urged that the matter be dealt with at once, particularly as, if the civic rate were struck on the present 35 per cent. basis, a test case would be made with a view to establishing the 30 per cent. basis, and as a result the city would likely face a deficit at the end of the year. Mayor Stone referred the matter to the finance committee, to consult with the city solicitor. It is not thought likely that there will be any opposition to the change, particularly in view of the letter from Provincial Secretary Hanna upholding the retailers' contention that they are entitled to be assessed at 30 per cent.

**Electric Road Goes South.**

A matter of more than passing interest to the grocery trade, as well as to retailers in general, is the extension of the Chatham, Wallaceburg & Lake Erie electric railway to the lake, which it is now stated will be commenced at once.

The line between Chatham and Wallaceburg was completed in 1905, and has proven an immense benefit to Chatham merchants, placing them in close touch with the farming community of Dover. The extension of the line southward has been hanging fire since the completion of the other portion of the road, the American capitalists behind the enterprise wishing local men to take a portion of the bonds of the road, while there have been differences between the city and the company respecting the handing over to the latter of the \$35,000 loan due the company on the completion of the road between Chatham and Wallaceburg. Recently a committee of the board of trade set to work to secure subscriptions for the bonds, raising \$25,000 or thereabouts; and Manson Campbell and W. A. Hadley were last week sent to Towanda, Pa., to interview Messrs. Kipp and Kizer, the chief capitalists behind the road. As a result, the latter agreed to extend the road as soon as subscriptions for \$29,700 bonds had been secured, together with certain minor concessions from the city council. The necessary amount has

been subscribed, and on motion of Chairman Jas. N. Massey, of the railway committee, a resolution granting the concessions asked for was, on Monday evening, put through by the city council.

If operations are commenced at once, as Manager Kizer states, the road will very likely be completed by this fall. The extension will bring the city merchants into closer touch with the townships of Harwich and Raleigh, and, if the Wallaceburg end of the road is any criterion, will bring a largely increased number of marketers every week to the Maple City.

**Transient Traders Again.**

A test case will probably be made in the near future to see just how far the local transient traders' by-law will go; that is, provided the magistrate here will take an information.

Last week Chief of Police Holmes wished to lay an information against Geo. S. Hull, a tea and coffee merchant of Owen Sound, charging him with violating the by-law. Hull solicited orders in Chatham, and shipped the goods here from Owen Sound. That he did so, he freely admitted, and expressed his willingness to plead guilty to selling and shipping the goods, merely questioning the validity of the by-law. The magistrate, however, declined to take the information at the time, but stated that he would look into the matter.

**HAMILTON.**

The grocers are figuring out for the largest picnic yet. Jas. Main, the chairman of the committee, is hustling the boys along in great shape, and if you want to see the biggest picnic ever just come along to Niagara Falls on the 17th of July. With 90 first-class coaches chartered and two railways to carry them, the people of Hamilton certainly will enjoy themselves on that day. The Brantford grocers are joining in with their Hamilton brethren to make it more pleasant. The amusement committee promise to keep the crowd laughing all day, and as one of them remarks, "the fun will be fast and furious."

Not a word has been heard as yet from the local branch of the Retail Merchants' Association in regard to the provincial convention to be held in this city in July. Wouldn't it be possible for the grocers of the province to arrange to meet here at the same time. They could form the nucleus of an organization, that, I venture to say, would soon grow into an association the trade would be proud of. If your able correspondents at Peterboro and Kingston would come along with their friends and take an executive part in the business I think the deed could be done—as H. C. Beckett, the president of the Wholesale Grocers' Guild, has so kindly offered to give the retail men all the assistance at his command, it looks easy to me. And then we have right here that doughty champion of retailers' rights, Geo. E. Bristol. Now, if London, Toronto, Hamilton and the others mentioned say yes, the association may be off to a good start.

Perhaps the officers of the Retail Merchants' Association will be able to get them all into a branch of their body.

(Continued on page 41.)

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THE CANADIAN GROCER

Established 1886

The MACLEAN PUBLISHING CO. Limited.

JOHN BAYNE MACLEAN - President

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

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AFTER-HOURS PHILOSOPHY.

The "ad." is mightier than the cut price.

Organization is the best policy.

Profits follow on the heels of fair prices.

Cash was invented before credit.

Mind your own business, but study your neighbor's methods.

Be an optimist—misery costs effort.

Price cutting is trade suicide.

ORGANIZATION.

Some grocers think it would be fine if the retailers in each town and village could get together and fix prices at a nice fat margin of profit.

It isn't ours. If we may say it, who shouldn't, it isn't the idea of any sane

man who has any sort of knowledge and appreciation of the possibilities and value of retail organization.

The object of organization as we understand it is the improvement of trade conditions. That covers everything. Nothing could be more harmful than such an illegal combination in restraint of trade as that suggested.

This is not an argument in favor of the price-cutter, as some friends might rise to remark. The habitual, unreasoning price-cutter is a parasite, a trade degenerate.

TAKING ALMS.

At this season of the year many grocers' associations are arranging for their annual outings and, more or less directly, the wholesalers will be called upon to contribute to most of these undertakings.

Why should the retailers practice upon another branch of the trade an imposition they so strongly condemn when they themselves are the victims?

But there is another and stronger reason why they should not do this. It is lowering to the dignity and self-respect of the retail grocery trade.

cepting the aid of the wholesalers, and are now with some difficulty endeavoring to cut loose from the practice.

WESTERN CONVENTION.

The annual convention of the associated Boards of Trade of Western Canada is to be held in Prince Albert on the 18th, 19th and 20th of this month.

Successful conventions have been held at Calgary, Regina and Edmonton in previous years, and it is expected that this year's convention at Prince Albert will see the largest attendance on record.

WHICH WINS?

A man went into a wholesale warehouse in Toronto and asked for a position. He looked good to the boss, who said: "All right. I'll give you \$500 a year and an increase of \$100 a year for five years."

"I'll tell you what I'll do," said the seeker after work. "I'll take \$500 a year and an increase of \$25 at the end of each six months. Give me that and I'm yours."

"I'll give you that if you would rather have it that way, but it's a losing game for you," cautioned the wholesaler.

"Never mind; I'm satisfied," returned the new employe. Who had the best of the bargain?

Crop reports forecasting the out-turn of dried fruits will be coming along from now on pretty freely from the various producing countries.

# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS:—

- Canned goods—New lobsters.
- Japan teas—Firm.
- Syrups—Advanced.
- Dried fruits—New prices.

Montreal, June 6, 1907.

Trade is much better than it usually is at this time of year and jobbers have little reason to complain, except for the congestion in the railways. They find it very difficult in many cases to obtain anything like prompt shipment of their goods, and it is often hard to secure delivery.

Canned goods are in strong demand but all lines of canned fruits are very scarce. New pack lobsters are now offering. Sugar is quiet at unchanged prices. Japan teas are very firm. Cable offers which have been accepted locally have been turned down in Japan. Ceylons appear to be downward in tendency. Corn syrups are higher. Molasses is in good demand, new crop stock being a fast seller. Prune prices have been given out but, being very high, do not interest Canadians yet. Seeded raisins are likely to be high this year from present indications. Currant prices, for the new crop, were given out in New York, but have since been withdrawn. Coffees and spices are practically unchanged. Beans are firm but prices have not been changed. Evaporated apples are slow. Butter and cheese are both higher. Provisions are firm. Paraffine candles are advanced. 6's are now quoted 10c., while 12's are selling 9½c. to 10½c. This means an advance of 1c. a pound. Some lines of French olive oils have been advanced, while there is another advance of from 15c. to 20c. a gallon to note in bulk olives. Red castile soap is higher by 2c. a pound. Grey brown paper, rolls, has been advanced ½c., and is now quoted 3½c.

**SUGAR** — Sugar is moving out quietly at unchanged prices. Demand is only fair, but jobbers expect good trade once the warm weather sets in in earnest.

Granulated, bbls	\$4 60
" " bags	4 75
Paris lump, boxes, 100 lbs	4 55
" " " 50 lbs	5 45
" " " 25 lbs	5 55
Extra ground, bbls	5 00
" " " 50-lb. boxes	5 20
" " " 25-lb. boxes	5 40
Powdered, bbls	4 80
" " " 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 41
No. 2	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 11

**SYRUPS AND MOLASSES** — Corn syrups have been advanced but trade is very good even at the higher figures. Molasses is in good demand, new crop, and jobbers are taking nice orders for stock to arrive. Prices have not changed.

Barbadoes, in puncheons	0 29	0 31
" " fancy	0 30	0 33
" " in barrels	0 31	0 34
" " in half-barrels	0 22	0 25
New Orleans	0 22	0 25
Antigua	0 22	0 25
Porto Rico	0 22	0 25

Corn syrups, bbls	0 02	0 24
" " 1-bbls	0 03	0 24
" " 2-bbls	0 03	0 24
" " 25 lb pails	1 15	1 15
Cases, 2 lb tins, 2 doz per case	2 05	2 05
" " 5-lb. " 1 doz.	2 55	2 55
" " 10-lb. " 1 doz.	2 50	2 50
" " 20-lb. " 1 doz.	2 45	2 45

**TEA** — The Japan tea market is puzzling a good many in the tea business at present. Its action is rather out of the ordinary in some respects. According to cable advices a firm feeling still prevails and prices are upward in tendency, though there has not been the radical advance spoken of by some parties. First lots of the new crop teas are expected within a week or ten days. There is practically nothing left in the way of old Japans. Ceylons appear to be on their way back to their normal condition. Indians are slightly easier, while China gunpowders are lower.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common	0 15	0 18
Common	0 15	0 17
Ceylon—Prok n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoes Souchongs	0 15	0 18
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " " pea leaf	0 19	0 22
" " " pinhead	0 30	0 35

**COFFEES**—Fair trade is being transacted in coffees but the market is featureless. Prices range about the same.

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

**FOREIGN DRIED FRUIT** — Prices are out on new crop prunes but they are very high, and it is the general opinion that little business will be done in the Canadian market at these figures. For the Santa Clara prunes figures given are 2c. above those quoted last year. There is talk of considerable more shortage in this district than in any other. Other prunes are from 1½c. to 1¾c. higher than last season. Jobbers report an improving demand for prunes, but say other lines are rather neglected. California seeded raisins are quoted higher than the opening figures, but little interest is taken in the line, so high are the prices. According to reports received here the packing houses in California are sold up for October shipment and are not in a position to book anything for delivery before November. In this case California raisins would arrive here rather late for the Canadian Christmas trade and, as a consequence, if the packers be sold up as stated, those in this part of the country who are desirous of buying for Christmas business will have to make their purchases from those who have already bought. New crop prices have been given out on currants, but have been withdrawn already. They were ½c. below present figures. Houses on the other side withdrew their quotations owing to heavy rains in Greece. No quotations on new crop currants have been given out locally yet.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees, per lb.	0 04	0 04
Sairs, per lb.	0 03	0 03
Packages "	0 05	0 05

California Evaporated Fruits—		
Apricots, per lb.	0 21	0 25
Peaches, "		0 15
Pears, "		0 15

Malaga Raisins—		
London layers	2 25	
" " " " " " " "	3 50	
" " " " " " " "	1 40	
Royal Buckingham Clusters, ½-boxes	1 37	
" " " " " " " "	4 50	
" " " " " " " "	5 50	
" " " " " " " "	1 50	

Californian Raisins—		
Fancy seeded, 1-lb. pkgs	0 11	
Choice seeded, 1-lb. pkgs	0 10	
Loose Muscatels 3 crown	0 05	
" " " 4 crown	0 10	

Prunes—		per lb.
30-40s	0 09	
40-50s	0 08	
50-60s	0 06	
60-70s	0 07	
70-80s	0 07	
80-90s	0 06	
90-100s	0 06	
Oregon prunes (Italian style), 40-50s	0 07	
" " " " " " " "	0 07	
Oregon prunes (French style), 60-70s	0 06	
" " " " " " " "	0 06	
" " " " " " " "	0 04	0 05

Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases	0 08	
" " " " " " " "	0 08	
" " " " " " " "	0 08	
Finest Vostizzas " " in 1-lb cartons	0 03	0 06
Amalias " " " " " "	0 07	0 07
" " " " " " " "	0 08	0 08

Sultana Raisins—		
Sultana raisins, per lb.	0 13	0 15
" " " " " " " "		0 15

Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08	0 09
Four crown, fancy, 10-lb. boxes	0 06	0 07
Three crown	0 05	0 06
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" " " " " " " "	0 15	0 20
" " " " " " " "	0 25	0 30

**SPICES** — Stocks of cloves are limited and holders are firm in their views. Demand for this line is slightly better. Grinding grades of nutmegs are very scarce and high. Gingers are steady. Peppers are high in primary markets and firm locally.

Peppers, black	0 16	0 20
Ginger, white	0 25	0 30
" " " " " " " "	0 05	0 06
" " " " " " " "	0 17	0 20
Cloves, whole	0 20	0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 35

**EVAPORATED APPLES** — Little business is being done in evaporated apples, which are still quoted at 10c., although some wholesalers are asking as high as 11c. for certain varieties.

**BEANS**—Beans are firm but prices have not changed since last report.

Choice prime beans	1 45	1 50
Soup peas, whole, bag 2 bushel	2 25	2 30

**MAPLE PRODUCTS** — Very little trade is being transacted in maple goods. Receipts are small and prices are higher.

Pure maple syrup, bulk, per lb.	0 05
Compound maple syrup, per lb.	0 05
Pure Townships sugar, per lb.	0 07

**RICE AND TAPIOCA** — Rice is unchanged as to price. Dealers report a very good demand for the season. Tapioca is firming up and no less than 8c.

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will now be taken for small lots. Larger quantities are selling at 7½c.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C rice, in 10 bag lots	3 00
C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07½ 0 08

CANNED GOODS

MONTREAL—Demand is good for the various lines of canned goods, but trade continues to be hampered in fruits by the lack of stocks. Canned peaches, 2's, are practically unobtainable at present. More than one firm have not a case in their warehouses. Everyone is depending upon the new pack, and as there have been unfavorable reports from western Ontario, higher prices are expected to rule when the first lot of new goods are put on the market. As a matter of fact higher prices are expected before that time. The first lots of new pack canned lobsters are now on the market. For 1-lb. flats dealers are asking \$4.25 and \$4.35 and for ½-lb. flats \$2.40 and \$2.50.

TORONTO—The outgo of canned goods is steady and most fruits are getting into small compass. There are still fair stocks of pears and cherries, but nearly all other lines are in limited supply. Jobbers are getting from other jobbers and brokers the question, "What fruits have you to sell?" Prices are unchanged. Vegetables are in good demand, but no shortage has yet developed in any of the three staples. The market has been somewhat unsettled by a wholesaler who has put out in considerable quantities lines of corn and peas at 60c. It is said his supply is about exhausted.

ONTARIO MARKETS.

POINTERS:—

- Sugar—Easier.
- Canned fruits—Getting scarce.
- White beans—Firmer.
- Butter—Easier.

Toronto, June 6, 1907.—Wholesalers report better business and there is quite an active trade passing in seasonable lines. Raw sugar is easier but jobbers here do not anticipate any decline in refined here at the beginning of the fruit season. New Japan tea samples are being shown and despite anticipated increases, prices it is said are about as last year. Canned goods are going into consumption very satisfactorily and fruits are getting into very small compass. White beans are higher in first hands, due partly, it is said, to the demand to help make up for the shortage in potatoes, for which they are said to make a very fair substitute. Prices throughout the grocery trade are firm, and practically no changes are reported this week. Collections are reported satisfactory.

TEA.—Buying is not as active as it was and the market remains practically unchanged. Samples of new crop Japan teas are being shown the wholesale trade. Prices are reported to be about on last year's level, though brokers' advices point to their being higher.

COFFEE.—No new feature is reported regarding this staple in this market. Willett & Gray, New York, who have long opposed the decline in coffee, say :

"The enormous crop this season has left a visible supply in excess of 16,000,000 bags, but the low price has induced Brazil to come out strongly in the protection of her leading industry. Were the price of cotton in the United States to go down to 5 cents in consequence of heavy over-production in any one year, it would hardly be condemned by the business world if the Governments of the leading cotton states should in some way declare themselves ready to protect their principal product in order to save their farmers from ruin. Yet this is exactly what is the case with coffee in Brazil at the same price.

"The visible supply of coffee in the world of 16,000,000 bags is held largely by the Governments of the coffee states of Brazil and their friends in consuming countries. Out of the stock of Brazilian coffee held in New York, say 3,550,000 bags, about 3,100,000 bags are owned and controlled by the Governments and their correspondents here, so that only about half a million bags of coffee are at the disposal of the trade or of the bear operators. Out of the total stocks of coffee in Europe of 7,000,000 bags, the Governments probably control 4,000,000 bags, so that not more than 3,000,000 bags of all kinds of coffee are at the disposal of the trade in the European countries. The balance of the world's stocks are held in Rio and Santos, and can only be at the disposal of the bear element or the trade proper after they have bought it, so that instead of 16,000,000 bags being in the hands of the trade or bear element, there are not more than 4,000,000 bags available, and as the price is so low, this is certainly a small quantity for the purpose."

SUGAR.—What is announced as a decline in raws at New York is a concession of .04c by a seller to avoid the expense of warehousing. European beet was still quoted Monday at 10s but the Tuesday quotation came in a farthing lower, 9s 11¼d.

Reviewing last week's market for raws, Willett & Gray, New York, at the close of the week, said :

"Business of the week has been extremely limited by the indisposition of both buyers and sellers to bring about any change, either by pushing sales or making lower bids.

"The change in quotations is only slight, say from 3.92c per lb. 96 degree test to 3.90c for spot and nearby sugars, at which there have been only small transactions. The change in the European beet sugar markets is even less, the daily quotations of 10s being quite steadily maintained. By our cable from Hamburg 4,000 tons of beet sugars are coming this way, but not for American use, being in transit for Canada. Probably some domestic beet sugar factories in Canada are about to try the experiment of refining foreign raw sugar, have been granted the privilege of importing same at the British preferential rate of duty.

"The Cuba crop draws to a close, only ten centrals remaining at work, although not interfered with by rainy weather. Rain is much needed for the benefit of the next crop. The visible production this season is now 1,335,000 tons.

"Holders are now asking 2 9-16c c.&f. for 95 degrees test Cuba centrifugals

for June shipment, equal to 3.95c landed for 96 degrees test, which is above buyers' views. At the moment no interest is shown in Javas, of which there are still sellers at 10s 9d c. & f. for June-July shipment.

"The quantity of Javas required by America is naturally reduced as the Cuba production is increased over the original estimate; on the basis of an outturn of 1,375,000 tons in Cuba, we estimate that 325,000 tons Javas and beets will be imported this year.

"The inactivity of raws is due largely to the continued strikes of dock laborers and the dullness of the market for refined. The tone and tendency is to a quiet and steady market with slight changes until eventual improvement sets in again."

On Monday there was a sale at New York of 15,000 bags of Porto Rico raws on a basis of 3.86c, duty paid, basis 96 degrees for Cubas, buyer to pay lighterage and wharfage charges. The concession on the part of the seller was to avoid warehousing the stock. The decline of a farthing in European beet adds color to the easier tone.

Locally, refined remains unchanged and buying is light. A decline in prices is not looked for.

Paris lumps, in 50-lb. boxes	5 35
" " in 100-lb. "	5 05 5 25
St. Lawrence granulated, barrels	4 70
Redpath's granulated	4 70
Acadia granulated	4 70
Berlin granulated	4 60
Ploenix	4 70
Bright coffee	4 51
Bright yellow	4 55
No. 3 yellow	4 55
No. 2 "	4 40
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES AND SYRUP.—Business in molasses is at low ebb. Corn syrup prices have been advanced.

Syrups—	
Dark	0 33 0 35
Medium	0 38 0 41
Bright	0 38 0 41
Corn syrup, bbl., per lb.	0 03
" " bbls	0 03
" kegs	0 03
" 3 gal. pails, each	1 60
" 2 gal.	1 15
" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 " " " " "	2 55
" 10-lb. " (in ½ " " " " "	2 50
" 20-lb. " (in ¼ " " " " "	2 45
Molasses—	
New Orleans, medium	0 30 0 35
" " bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87
1-gal. cans	0 95

DRIED FRUITS.—The only interesting feature in the market at present is the news of the coming season's crops. Following are summaries of the most reliable reports to date :

The new crop of valencia raisins presents bright prospects, although rather backward owing to weather conditions.

The growing crop of currants is up till now doing well, as usual at this season but it is during the next three months that mishaps occur.

Each mail has brought varying reports from Smyrna regarding the sultana raisin crop. The earlier advices were dismal reading, but letters towards the middle of May report better weather and prospects. Heavy snow last winter, and cold rains in the spring threatened permanent injury, but last advices report fine weather and if it continues prospects are that the vines should yield 40,000 tons this summer, about an average crop, as against the low record yield of 25,000 tons last summer.

THE MARKETS

The Canadian Grocer

Eleme figs. Trees are doing well and a good crop is assured if weather continues dry.

The new crop of Tarragona almonds is progressing favorably and if nothing unforeseen happens, a full yield is expected.

Crops of valencia shelled almonds are looking well, but rain is needed.

The new crop of malaga raisins and almonds promises well so far, but as anticipate what the results will be all depends on the weather no one can

A fortnight ago backward weather and unseasonable soow and hailstorms were affecting the walnut crop. The walnuts were only just formed, but the prospects were that prices would not rule much above last season's figures.

French plums and prunes. Trees blossomed well and growers hope for a fair crop, (not large).

Prunes Santa Clara—		Per lb	Per l.
100-120s	0 04		
90-100s, 50-lb boxes	0 05 1/2	0 05 1/2	60-70s, 50-lb boxes
80-90s	0 06	0 06 1/2	50-60s
70-80s	0 06 1/2	0 07	40-50s 25-lb "
			30-40s

Note—25 lb. boxes 1/4c. higher than 50 lb.

Candied and Drained Peels—		
Lemon	0 11	0 11 1/2 Citron
Orange	0 11	0 12
Apricots, per lb	0 25	0 26
Peaches	0 18	0 20

Figs—		
Elemes, per lb	0 18	0 15
Tapnets	0 03 1/2	0 04
Bag Figs	0 04 1/2	0 05

Currants—		
Fine Filiatras	0 07 1/2	0 08
Patras	0 08 1/2	0 08 1/2
Uncleaned, 1/4c. less.		

Raisins—		
Sultana	0 12 1/2	0 15
Fancy		
Extra fancy		
Valencias, selected	0 09	0 09 1/2
Seeded, 1-lb packets, fancy	0 11	0 11 1/2
16 oz. packets, choice	0 10 1/2	0 11
12 oz.	0 09	0 09

Dates—		
Hallowees	0 05	Fards choicest
Rais	0 04 1/2	choice
Domestic evaporated apples	0 19	0 09 1/2

NUTS.—Prices are unchanged. The trade is now getting interested in this year's crop prospects.

Almonds, Tarragona, per lb	0 15
Formigetta	0 13 1/2
shelled Valencias	0 32
Walnuts, Grenoble	0 12 1/2
Bordeaux	0 10 1/2
shelled	0 27
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazil, per lb	0 13 1/2
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08 1/2
A 1's, banners and suns	0 09 1/2
Japanese Jumbo's	0 09 1/2
Virginia	0 11

SPICES.—Quotations are unchanged.

	Per lb.
Peppers, blk	0 16
white	0 25
Ginger	0 18
Cassia	0 75
Nutmeg	0 45
Cloves, whole	0 20
Cream of tartar	0 25
Allspice	0 22
whole	0 17
Mace	0 85
Mixed pickling spices, whole	0 15
Cinnamon, whole	0 17
ground	0 20

RICE AND TAPIOCA.—Quotations are unchanged.

	Per lb.
Rice, stand. B.	0 03 1/2
Bangkok	0 03 1/2
Patna	0 05
Japan	0 06
Java	0 06
Sago	0 07
Carolina rice	0 07 1/2
Tapioca, medium pearl	0 07 1/2
double goat	0 07 1/2

BEANS.—The primary market is very firm and advancing. It is said beans are being used instead of potatoes, which are abnormally high. Jobbers' prices here are still as quoted.

Beans, hand picked, per bush	1 50	1 60
prime No. 1	1 45	1 50
Lima, per lb	0 06 1/2	0 07

HIDES, WOOL & TALLOW.—The tanners still keep out of the market and trade continues very dull. Sheep skins are a little higher.

Hides, inspected, cows and steers, No. 1	0 09 1/2
No. 2	0 08 1/2
Country hides, flat, per lb., cured	0 08
Calf skins, No. 1, city	0 15
No. 1, country	0 11
Sheep skins	1 75
Horse hides, No. 1	3 25
Rendered tallow, per lb.	0 05 1/2
Pulled wools, super, per lb.	0 25
extra	0 27
Horse hair, per lb.	0 28
Wool, unwashed	0 13

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 6, 1907.)

With warm weather, seasonable rains and greatly improved transportation conditions business is now in a more healthy and active condition than for some months past. Buying is active and wholesale houses are busy filling rush orders. The eastward movement of last season's wheat is putting money in circulation and as a result payments are being made more promptly and long-standing obligations are being discharged.

A number of price changes of some importance will be noted this week. Sugar has declined 10c. Corn syrups have advanced, and new quotations will be noted below. There has been a pretty general advance in laundry and corn starches. Rolled oats command a higher price, and chocolates and cocoas have been advanced.

CANNED GOODS—Stocks are low in several lines of canned fruits, notably peaches and plums, and prices are high in consequence. Quotations are as follows:

SUGAR—A decline of 10 cents makes the prices f.o.b. Winnipeg as follows:

Montreal granulated, in bbls.	5 20
in sacks	5 15
yellow, in bbls	4 80
in sacks	4 65
Wallaceburg, in bbls	5 10
in sacks	5 05
Berlin, granulated in bbls	5 00
in sacks	5 05
Icing sugar in bbls	5 80
in boxes	6 00
in small quantities	6 40
Powdered sugar, in bbls	5 60
in boxes	5 80
in small quantities	6 15
Lump, hard, in bbls	6 15
in 100-lb cases	6 15

SYRUPS AND MOLASSES — There has been a general advance in corn syrups, and quotations are now as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
5-lb tins, per 1 "	2 75
10-lb tins, per 1 "	2 85
20-lb tins, per 1 "	2 60
1 barrel, per lb.	0 03 1/2
Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case	3 10
5 " " " "	3 60
10 " " " "	3 30
20 " " " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1-bbls, per lb.	0 04 1/2
Blackstrap, in bbls, per gal.	0 35
1 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb.	0 10
roasted, per lb.	0 12 1/2
Ground roasted Rio	0 13 1/2
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
Marscaibo	0 19
Choice Rio	0 11
Pure "	0 10 1/2

Seal Brand (C & S) in 2-lb tins, per lb.	0 32
1-lb	0 33
Local Blends—	
Mocha and Java in 2-lb. tins, per lb.	0 23
1-lb.	0 24

MINCE MEAT—

Mince meat, 7 lb. pkgs, per lb.	0 09 1/2
28 "	0 08 1/2
12 oz pkgs., per doz.	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 "	1 80
5 "	2 75
Crock	65
Bottles, 18 oz., per doz.	2 00
20 "	2 25
Chow—	
1 gal. pail	75
3 "	1 95
5 "	3 00
Crocks	70
Bottles, 18 oz., per doz.	2 00
20 "	2 25
Sweet—	
1 gal. pails	80
3 "	2 15
5 "	3 25
Crocks	75
Bottles, 18 oz., per doz.	2 25
20 "	2 50
Onion—	
1 gal. pails	95
3 "	2 40
5 "	3 75
Crocks	85
Bottles, 18 oz., per doz.	2 50
20 "	2 75

CHOCOLATE AND COCOA—Baker's and Mott's cocoas and chocolates have been advanced one cent per pound.

STARCH—There has been a general advance averaging about 1/4-cent per lb. in practically all lines of laundry and corn starches.

FOREIGN DRIED FRUITS—Revised prices in Sultana raisins will be noted below. We quote:

Sultana raisins, bulk, per lb	0 13 1/2
cleaned	0 14
1 lb pkgs	0 16
Table raisins, Connoisseur clusters, per case	2 60
extra dessert	3 40
Royal Buckingham	4 00
Imperial Russian	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
Connoisseur clusters, boxes (5 1/2 lbs)	1 75
Valencia raisins, f. o. s.	1 85
selected	2 10
layers	2 70
Trenor's Valencia raisins, f. o. s., per case	2 85
selects	2 85
layers	2 95
California raisins, muscatels, 3 crown, per lb.	0 10 1/2
" " " " 3 "	0 10 1/2
" " " " 4 "	10 1/2
choice seeded in 1/2-lb. packages per package	0 10 1/2
fancy seeded in 1/2-lb. packages per package	0 10 1/2
choice seeded in 1-lb. packages per package	0 12 1/2
fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04 1/2
90-100 "	0 05 1/2
80-90 "	0 05 1/2
70-80 "	0 05 1/2
60-70 "	0 05 1/2
50-60 "	0 07 1/2
40-50 "	0 08 1/2
Currants, uncleaned, loose pack, per lb.	0 07 1/2
dry cleaned, Filiatras, per lb.	0 07 1/2
wet cleaned, per lb.	0 08 1/2
Filiatras in 1-lb pkg. dry cleaned, per lb	0 08 1/2
Vostizzas, uncleaned	0 08 1/2
Hallowee dates, new per lb.	0 06
in packages, per lb	0 07 1/2
Figs, cooking, in tapnets, per lb	0 05 1/2
in sacks	0 06
table, 1 crown	0 11
" " 3 "	0 13
" " 5 "	0 13
glove boxes, per box	0 09 1/2
square boxes (12 oz) per box	0 08 1/2
1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 21 1/2
standard in 25-lb. boxes, per lb.	0 15
Peaches, choice, per lb.	0 15 1/2
Peaches	0 15 1/2
Pears, choice (halves), per lb	0 13
standard	0 13
Plums, choice (dark pitted) per lb	0 14 1/2
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Quoted at 10 1/2c. to 11c. per lb. for evaporated, and 9 1/2c. to 10c. per lb. for dried.

CANDIED PEELS—

Lemon, per lb.	0 13 1/2
Orange	0 13 1/2
Citron	0 24

HONEY — Ontario honey is very

THE CANADIAN GROCER

scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case.....	8 75
10-lb.                  .....	8 65
California honey 1-lb. glass jars, 2-do. case.....	4 80
5-lb. tins, 1-do. case.....	8 40
"          10-lb.          3-do.          .....	10 80
"          "          "          "          per lb.....	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots.....	0 04½
50-lb. lots.....	0 04½
Rangoon rice, per lb.....	0 04
Patna                                  .....	0 04½
Tapioca, per cwt.....	7 50
Sago, per lb.....	7 75
"                  "                  .....	0 04½

NUTS—

Almonds, per lb.....	0 16
"          (shell'd), per lb.....	0 33
"          "          in small lots, per lb.....	0 11½
Filberts                                  .....	0 11½
Jumbo peanuts, roasted                  .....	0 17
"                  green                  .....	0 14
Diamond peanuts, roasted                  .....	0 14
"                  green                  .....	0 11
Walnuts, new, Grenobles, per lb.....	0 1
"                  Marbols                  .....	0 30
"                  shell'd,                  "                  .....	0 15
Pecans, per lb.....	0 16
Shelled walnuts, January delivery.....	0 26
Brazils, per lb.....	0 15

OATMEAL AND CORNMEAL—Rolled

oats have advanced. We quote :

Rolled oats, 80 lb sacks, per sack.....	1 90
"                  40                  "                  .....	0 93
"                  20                  "                  .....	0 51
"                  8                  "                  .....	0 23
Granulated oatmeal, per sack.....	2 50
Standard, per sack.....	2 35
Cornmeal                                  .....	1 60

EGG CASES — In good demand at following prices :

No. 1 egg case, complete.....	0 45
No. 1                  "                  without filler.....	0 39
No. 2                  "                  complete.....	0 35
No. 2                  "                  without filler.....	0 21
Egg case fillers (12 sets per case), brown per case.....	1 70
"                  white,                  "                  .....	1 85

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 6, 1907.

**BUTTER**—Market steady. Creamery Townships, 21½c.—22c.; Quebec, 21c.—21½c.; Ontario, 20½c.—20¾c.; Ontario dairy, 18½c.—19½c.

**CHEESE**—Weak market, quoting finest Ontario 12½c.—13¾c.; Townships, 12½c.—13¾c.; Quebecs, 12½c.—13 1-8c.

**EGGS**—Market weaker in tone. Prices range 18½c.—19½c. for fresh gathered.

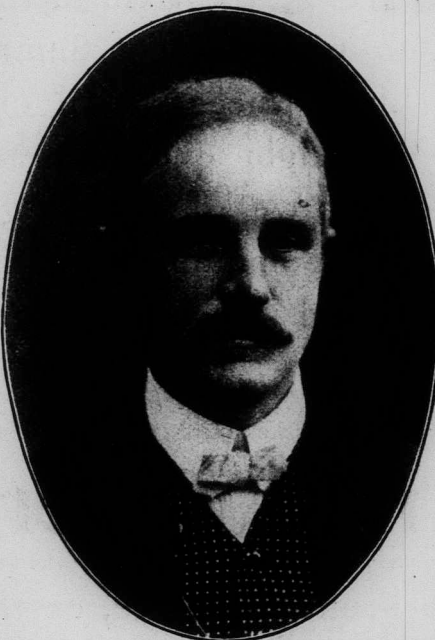
**PROVISIONS**—No special feature.

PROVINCIAL GUILD.

Wholesale Grocers in Annual Session in London—Good Attendance.

For the first time since its organization the Provincial Wholesale Grocers' Guild met in annual session in this city on June 4th in the Board of Trade rooms. The president, T. B. Escott, of this city, was in the chair, and among those in attendance were delegates from Toronto, Hamilton, London, Ottawa, Kingston, Brockville, Lindsay, Brantford, Port Arthur, Stratford, Berlin, Guelph, Sarnia, Windsor, Owen Sound, and Collingwood. The objects of the guild are chiefly the discussion of matters of direct interest to the trade and the cultivation of social relationships amongst those engaged in the business throughout the province. The retiring officers are: President, T. B. Escott, London; 1st Vice-President, Mr. Craig, of Kingston; 2nd Vice-President, Mr. Gilmore, of Walkerville; Secretary, James Somerville, of Hamilton. The guild is in a most prosperous condition, the membership being well maintained.

Among the questions that came up for discussion was the importance of assisting the retail trade by refusing to encourage manufacturers in placing upon the market proprietary lines at prices that make it impossible for the retailers to make a living. Another important



T. B. ESCOTT  
President of the Ontario Grocers' Guild.

matter that was given consideration was the new regulation adopted by the customs department regarding the importation of teas, whereby it is made more difficult to import teas to be sold at 25 cents to the trade. The refusal of the railway companies to assume any liability for claims made for damages to goods in transit or for delays during transshipment was also taken up. The necessity for, and the advantages of, a uniform date from year to year for travelers' holidays was likewise urged upon the guild.

First Session.

The first session opened at 1.30 Tuesday afternoon, when Samuel Sreaton, president of the local guild, in a neat address welcomed the delegates to the Forest City. President Escott then delivered his annual address, which contained matter of much interest to the trade. Subsequently the delegates were entertained by the local guild to a drive about the city.

In the evening a business session was held, and the meeting concluded with morning and afternoon sessions on Wednesday.

PRESS COMMITTEE TO GIVE PRICES.

Owing to the great difference between prices of butter, cheese and eggs, as given in the various Montreal dailies, the Montreal Produce Merchants' Association has appointed a special press committee, which will each day figure out the average prices asked by dealers for the different commodities, and post these grocery store."

on 'Change for the newspaper men. Butter will be classified under five heads. In finest creamery will be quoted Townships, Quebec and Ontario, and in dairy, prices will be given for Ontario and Manitoba. Cheese will be known as finest Ontario, Townships or Quebec. Eggs will be quoted, fresh gathered, in wholesale lots and in small lots of five cases or less.

PASTEURIZED BUTTER.

J. D. LeClair, superintendent of the St. Hyacinthe Dairy School, writing to The Canadian Grocer on the pasteurization of butter, speaks of the progress which has been made along this line in the dairy school of which he is the principal. He says that the process is being generalized with wonderful rapidity in the country, and within a few years he believes that no dairy will put on sale butter that is not pasteurized.

COFFEE ON A SHOVEL.

I was passing a grocery store a few days ago in company with a well-known wholesaler. It was one of the first warm days of the season and the store door was wide open and coming through it was a rich odor.

"My," said I to the wholesaler, "isn't that a delightful odor. It is a true grocery store odor and almost tempts one



S. SREATON  
President of the Wholesale Guild at London.

to enter to buy something. It is not every grocery store that smells like that, is it?"

"No, it is not; but every grocery store should have that odor," replied the wholesaler, "and it is a very easy thing to get it. All that's necessary is to make a shovel good and not and sprinkle half an ounce or an ounce of coffee on it every morning, and that odor will stay with the store nearly all day. It is an old trick that we often did when I was a young man in a retail grocery store."

T. E.

# FOR SUMMER TIME

WE are off to a good start on the sixth month of the year. June is the month you look to your stock of Summer Goods, such as Canned Meats, Sardines, Lime Juice and all other lines that have a large sale during the summer. We might quote some of these lines here and still not hit on the ones you need; so we ask you to give us an opportunity to let you know what we are doing. Communicate with us by 'phone, telegraph or letter, let us know your needs and you may be sure that we will try and make our quotations interesting.

## Canned Cherries

Most lines of Canned Fruits are scarce, or those that are still to be had are being held at high prices. Now, in Cherries, we offer you some at a price that you can make a good profit.

Meaford Red Pitted, 2s, . . . . . \$1 90

## Vinegar

If you want the finest Malt Vinegar then buy Heinz's, for quality it is unsurpassed. Put up in very attractive bottles that appeal to your customers and when once you have made a sale you are sure of repeat business.

Cases, 1 dozen rept. quarts . . . . . \$3 00

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Flinty Green Rio Coffee . . . . . 8c.	Fard Dates, 60s . . . . . 5c.
Frankford Canned Squash, 3s . . . . . 75c.	Japan Rice . . . . . 5c.

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# H. P. ECKARDT & CO.

WHOLESALE GROCERS  
TORONTO



# GET INTO LINE!

## CANNED GOODS

Prospects are not any too good. If you are short of some lines we can fill your requirements promptly.

**STRAWBERRIES  
PEACHES**

**PEARS  
"PINES"**

**TOMATOES  
CORN, PEAS**

## NEW TEAS

Our first and finest quality of May Crop **JAPAN TEAS** will be here shortly.  
"OWL CHOP" and "BEAVER" brands are leaders.

## CANNED SALMON

We have a big assortment, including the best brands.

**HORSE SHOE  
CLOVER LEAF  
SOVEREIGN**

**LYNX  
O-WEE-KAY-NO  
EAGLE**

**SUNFLOWER  
TOTEM**

Special price and terms in quantity.

## ASPARAGUS

**L. A. PRICE, Bordeaux**

**"FINEST WHITE ASPARAGUS"**

**EXTRAS**, flat tins, 650 grams  
" " " 900 "

**EXTRAS**, flat tins, 1,200 grams  
" " bottles and half-bottles

## TABLE FIGS and TABLE RAISINS

We have a nice stock kept in cold storage, quality is fine.

5 cr., 2¼-in.    6 cr., 2½-in.    7 cr., 3-in.

**TABLE RAISINS**—all in packages. Stock is scarce, and prices will be higher this year.

## CEREALS, CEREALS, CEREALS

We have the largest and best assortment to be found in any grocery firm. We deliver any quantity anywhere, freight paid. It will pay you to communicate with us.

**OUR PRICES ARE RIGHT.**

# L. CHAPUT, FILS & CIE

**WHOLESALE GROCERS AND IMPORTERS  
OF TEAS, WINES AND LIQUORS.**

**MONTREAL**

## GETTING READY FOR A FROLIC

**Drummers' Snack Club Executive Hold its Hamilton Meeting to Make Final Arrangements for the July Picnic at Alton.**

The executive of the Drummers' Snack Club held its Hamilton meeting in the Royal Hotel of that city on Saturday last. This was the last meeting before the annual frolic on the green at Alton in July, and the indications were that the picnic would be the best ever.

President John W. Charles was in the chair and Mike Malone filled with grace and occasional outbursts the dual office of secretary and court constable. The others present were Lieut.-Col. Stoneman, Lieut.-Col. Moore, Chas. Smith, Bay Hill (unkorked); Robt. Asher (the tinman), Donald McGregor (bass), R. Algie (home secretary), Geo. F. Campbell, W. Colville, Jas. M. Smith, Count Thompson (Dr. Munyon), Fred Hunt (Toronto secretary), R. E. Smith, E. Clark, Jas. Hooper, Peter Smith, Dave Griffith and Guy Long.

Fred Hunt produced the minutes of the Toronto meeting with his musical natural megaphone and they were approved.

Robt. Algie promised the services of the Alton band whether the boys had



The Button.

the usual surplus or not. This of the band's high regard for the Snack.

### A Good Man Gone.

Mention was made of the death of S. A. Ryan, a former treasurer. President Charles and Home Secretary Algie spoke in terms of high appreciation of the deceased's personal worth and good fellowship. It was decided to draft a memorial expressing the club's appreciation of Mr. Ryan and their sympathy with the widow and family and forward it, bound in morocco, to Mrs. Ryan.

W. Colville produced the buttons he and Robt. Asher had been authorized to secure for this year's snack and they received general approval. The illustration shows them without colors. The circles and lettering are in gold, the outer ring in dark red enamel, the inner ring purple and the bar bearing "Alton" white. Ownership of a button denotes membership in the club and each member of the executive was given ten buttons to be sold at his discretion.

W. Colville has offered a prize to the man selling the most buttons.

The president and home secretary were delegated to distribute complimentaries.

### Left the Road.

At about this point in the proceedings Lieut.-Col. Moore announced that

he had to leave to attend another meeting. W. Colville, however, held him with his glittering eye and announced that the colonel had left the road. "We regret he has retired," pursued the Indefatigable, "but are glad he is better placed. We want you to feel you are as much as you ever were to us."

President Charles took up the strain. "As a wild competitor of the colonel's for business, I wish to add my appreciation of his good qualities. He hasn't any bad ones. The same sentiment has been expressed all over the road and we will miss the colonel's kindly face."

Robt. Algie, with a voice like a home secretary, started "For He's a Jolly Good Fellow," and the president, with the emphasis of a foghorn, carried it into "See Him Smiling." When the cheering subsided Col. Moore expressed his thanks.

"I may say," he went on, "that many of the pleasantest days were spent in preparing for the Drummer's Snack picnic. It has always been a work of pleasure and a labor of love. While I don't regret leaving the road, with its bad weather and the hard competition of men like Charles and Malone, I do regret giving over its pleasant companionships and good times. I am still a member of the Snack Club and will do all I can to further its interests."

### Concert Programme.

The programme for the Snack concert was then taken up. Donald McGregor reported having secured a sufficient array of the best professional talent in Toronto, and Mike Malone said the Hamilton end was still in embryo, but it was whispered confidentially that Bay Hill and the rest were well under way with a side-splitting minstrel show.

The games were the next order of business, and W. Colville was appointed chairman of the games committee.

After some consideration as to ways and means, it was decided to provide a uniform for all the members, to consist of white trousers and kilts. The usual procession before the games was agreed upon.

The work of securing prizes was delegated to Messrs. Charles, Campbell, Hunt, Asher and Mean, in Toronto, and Mike Malone, Count Thompson and the Smith trio in Hamilton.

It was decided to perpetuate the serenade lest the town should forget them a moment, and to follow the concert with a display of fireworks.

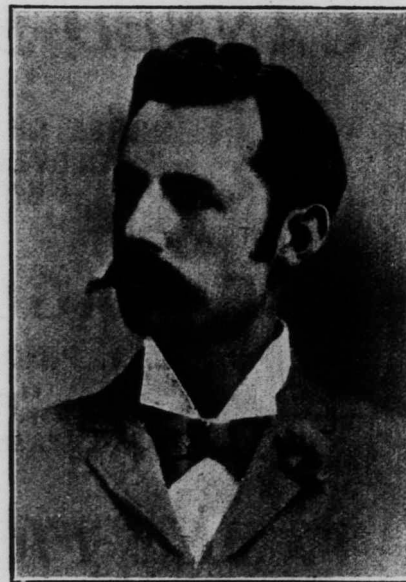
The adjournment was rapid to enable the Toronto men to catch their C.P.R. train home.

"You haven't anything like that in Toronto," cried Bay Hill, as he and President Charles galloped past the Gore, brilliant in fine dress of tulips.

"No; it's one of the penalties we pay for living in a city," puffed the president,

### WITH JAPAN TEA ASSOCIATION.

W. H. Halford, well known to the tea and grocery trade of Canada, has been secured by Shaw T. Nishimura, of the Japan Central Tea Association, to represent this great organization of tea growers and shippers. Mr. Halford's appointment took effect June 1st. As a representative tea man his record is one that stands out with credit to himself and the interests he represented in Canada for over twenty-one years. An Englishman by birth, and a tea man by training in the London market, he came to Canada twenty-one years ago, representing Harrisons & Crossfield. Later he handled Francis, Peek, Winch & Co.'s (London) samples as their Ontario agent, with headquarters in Toronto, where he also was a member of the tea and brokerage firm of Dane & Halford for four years. After being with Francis, Peek, Winch & Co. for eight years he joined the Montreal tea and spice firm of S. H. Ewing & Sons



W. H. HALFORD, MONTREAL.

as superintendent of their tea department, and in this latter position built up a large trade during the seven years he occupied the position.

His present position as representative of the great Japanese tea association gives him a large scope in the field campaign of Shaw T. Nishimura, and as Mr. Halford is a thoroughly experienced tea judge, a good all round salesman and known to all the principal buyers in the various Canadian trade centres, his appointment is one that has received the approval of the trade, and congratulations, both to himself and his new company, are hearty and numerous. The Grocer joins in the felicitations, and is assured that his record will be an honorable and profitable one for both the contracting interests.

Thos. Bates, of the London Canning & Evaporating Co., London, Ont., paid The Canadian Grocer a call during his visit to Toronto this week.

## THE CANADIAN GROCER

### FROM GROCER CORRESPONDENTS

(Continued from page 32.)

This should be feasible now that the local Grocers' Association absolutely refuse to entertain any overtures of affiliation with the Retail Merchants' Association.

We all hope to see a very large number of Ontario retailers at the convention, and trust that it may prove a very profitable meeting, and that they may have a good time while here. Hamilton is certainly a beautiful city, and the delegates are bound to carry away pleasant recollections of their visit.

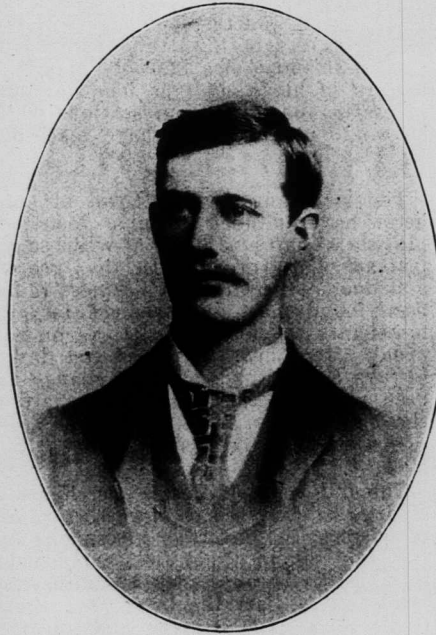
The Grocers' Association is now busy preparing for the annual picnic on July 17. To accommodate its many patrons, the committee has chartered forty-five cars from the Grand Trunk and forty-five cars from the T., H. & B., for their annual picnic to Niagara Falls. Brantford will again join with Hamilton. The 91st Highlanders' band has been engaged, also other attractions are under consideration, which will make the picnic of 1907 eclipse all previous ones. Mr. Bain reports for the refreshment committee the purchasing of two more furnaces and boilers, and a novel feature in connection with the free ice cold milk, tea and coffee, will be the distribution of 3,000 lithographed pails, which may be taken home as souvenirs for the children. These pails will not be given away empty, but will be filled with fancy biscuits. Another feature will be the distribution of 2,000 grab bags among the children, each bag containing a prize; also for the children there will be distributed 1,000 large balloons. The committee have also under consideration the distribution of 200 beautiful dolls.

The games are going to be something to remember. J. Forth, chairman of games committee, reports over \$100 in cash prizes, and numerous other prizes. A small pig will be procured this year for the young people, and several lively chickens will be let loose for the ladies to chase. A baseball game will be arranged between two prominent teams, also an indoor game between the Hamilton and Brantford grocers. Don't forget the date, July 17.

#### TORONTO.

The big wholesale firms seem to be turning their attention more and more to special window dressing. Red Rose Tea employ a man to put in window

displays for them in grocers' stores all over the city, and these displays usually take the form of some uncommon and striking design worked out with the aid of a few feet of wood and unlimited packages of tea. Wm. J. McFarland has such a window in this week. There are over 400 packages of tea employed in the display, and it has already been possible to trace direct results in the increased sales of this particular brand. The design is in two parts. A large T



THE LATE H. D. KELLY

constructed externally of wood, internally of tea packages, and covered with red cloth, stands in one half of the window. In the other, built entirely of packets of tea, is a small booth, of which the interior, led up to by four steps, contains a small table, (in reality a three-legged stool) supporting a tiny tea service of white china, painted with red roses. At the back of this is hung the picture of a most attractive looking young lady, who sustains the general idea of the design by the roses in her cheeks and the red ribbon in her hair. Over the floor of the window are scattered more packages and advertising cards, the whole effect giving an im-

pression of brightness and unity and making, in addition, a strong appeal to the appetite.

Henry D. Kelly, of Kelly Bros., grocers, of this city, died at his residence at the corner of Simpson Avenue and Howland Road on May 30th. Mr. Kelly was one of the best known and most universally popular retail grocers in Toronto, and conducted two stores in the east end of the city. He was a prominent member and active worker in the Retail Grocers' Association, and two years ago held the presidency of that body. Born in Fergus 45 years ago, Mr. Kelly came to Toronto at an early age, and rapidly laid the foundations of his future success. He joined the Masons and was a hard worker. The deceased leaves a widow and two small children. Mrs. Kelly, his mother, resides in Winnipeg. The funeral, which was conducted by the Masons, took place to Mount Pleasant Cemetery on Friday.

The Retail Grocers' Association will hold a Moonlight by the fine steamer "Cayuga" on their next regular meeting night, June 17. They will have along the 48th Highlanders' Band and D'Alessandro's orchestra. President Snow will lead the light fantastic and a great evening's enjoyment is anticipated. The committee are D. McLean, D. Bell, F. W. Johnston, B. Panter, T. Clark, J. C. Beaumont, R. B. Snow, R. Vanloon, J. S. Bond, C. F. Thorne, chairman.

By the way Davie Bell is now secretary of the association.

#### FRENCH FLOATING EXHIBITION.

French authorities are making arrangements for the visit to Montreal of the boat which is being fitted out to make a tour of the world in the industrial interests of France.

The vessel will be fitted up in a very attractive manner, showing samples of the various products and manufactures of France. There will be representatives of the various firms exhibiting on board to explain and to spread a knowledge of the goods shown.

A. Skuse, representing the Stecher Lithographic Co., Rochester, N.Y., was in Toronto this week. During his stay he paid his compliments to The Canadian Grocer.

## GROCERIES

The best for less. No matter what you want in good pure food products, you'll find our stock complete with the very best the market affords. The best for less.

Try "Two Sisters" Best Pastry Flour

Buy DUCHESS BRAND { BAKING POWDER  
EXTRACTS, SPICES

Drink "Noxle-Kola"

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

## NOVA SCOTIA TRADE NEWS

Potatoes Very Scarce Along the Coast—Record Prices—A Good Advertiser—  
Summer Half Holidays—Steel Co.'s Stores.

(Special correspondences of The Canadian Grocer.)

Halifax, N. S., June 3.—The potato situation is again attracting the attention of the commission men and grocers in general. They are becoming exceedingly scarce in the city and the stocks held here are very small. One of the most prominent commission men in Halifax has gone to Prince Edward Island, and it is reported that he is buying up everything in sight. Potatoes in Halifax to-day are quoted at \$2.70 per three-bushel bag, and from the present outlook the price will go even higher. The small dealers have no potatoes in stock. There is also a good demand from abroad, and there is no trouble to find a ready market for all the stock available. There is said to be a fair supply still on the island, but ice conditions prevent shipments. In the Cape Breton towns there is a great scarcity of all kinds of produce, and the markets are almost bare of potatoes. At North Sydney they are retailing at \$1.25 per bushel. This is the highest price ever reached and even at these figures they are not easily obtained. Some of the farmers in the vicinity of North Sydney are short of seed, and it is quite probable that an even higher price will be asked within the next ten days.

BUTTER.—The butter market continues to improve very slowly. The weather is very backward throughout the whole province, more particularly in the eastern sections, and in consequence there is very little grass. Some small tubs of dairy butter were marketed this week and found ready sale. The dealers are selling butter at very small profit in an endeavor to hold their customers who have had to pay such high prices. Some of the retailers have cut Quebec dairy to 26 cents per pound. The choicest creamery, however, is still retailing at 30 cents and small dairy tubs from 25 to 27 cents.

EGGS.—Though the receipts of eggs continue to fall off, there is not much change in the price. The local demand is very light just at present. The price is rather high for the cold storage men to put in large stocks, and it is expected that many of them are holding back. Island eggs are quoted at 16 cents and the best Nova Scotia at 17 cents.

FLOUR.—Flour is firm at the recent advances, and will likely remain so for some time. Nearly all of the millers have resumed giving quotations. Flour is in good demand, and trade is quite brisk. The jobbers do not look for any early decrease in the price. Corn is very strong, and there is a scarcity of middlings. Notwithstanding the recent big increases in the price of flour the bakers have not made any change in the price of bread.

One of the most up-to-date advertisers in Halifax is C. E. Choat, the

Gottingen street grocer. Mr. Choat always endeavors to keep abreast of the times, and his advertisements in the daily press are watched with interest by householders. He does not crowd his "ads." with matter, but makes a specialty of certain lines, and the results have been most pleasing. By making a feature of his "ads." he has succeeded in getting business from sections which he would not otherwise have reached.

The merchants of the town of Amherst have decided to give their employes a half-holiday on Wednesdays, instead of Saturdays. In the grocery and many other lines of business it has been found most inconvenient for the merchants to close their stores on Saturday afternoons. The week-end day is always a busy one, and the change has been made so that all might share in the half-holiday.

The following wholesale merchants of Sydney have agreed to close their places of business on Saturday afternoons during the summer months, commencing with June 1, and continuing until September 28: Park-Blackwell Co., Smith & Proctor, Ltd., Harris Abattoir Co., Bauld Bros. & Co., Larder & DeYoung, A. & W. Smith & Co., McCoubrey & Bulman, N. Rattenbury, Ltd., H. C. Ballem, McRae & Peters, G. L. Murphy & Co., Cape Breton Wholesale Grocery Co., Maritime Hay & Produce Co., Maritime Dairy Co. A strong effort is being made to bring others into line and make the half-holiday general.

The Nova Scotia Steel and Coal Company directors have under consideration the offer of a syndicate for the purchase of the company's miners' dwellings and general stores at Sydney Mines. These stores do a business annually of from \$300,000 to \$400,000, chiefly in supplying provisions, etc., to the miners. The syndicate is composed principally of Nova Scotia capitalists, and from the present outlook the deal is likely to go through.

There is a fairly good supply of fruit on the market, though bananas are a little scarce and the most of the fruit is of poor quality. The longshoremen's strike having interfered with the discharging of the cargoes in consequence the fruit when removed was in poor shape. There is a slight advance in the price of oranges, but otherwise the quotations are pretty steady.

There is considerable green truck coming on the market now, principally American. The strawberries are of good quality and retail at 30 cents per box. The new cabbage is of poor quality.

The steamer Arlington, which called at North Sydney this week for coal, has 6,000 tons of sugar for Montreal.

## Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

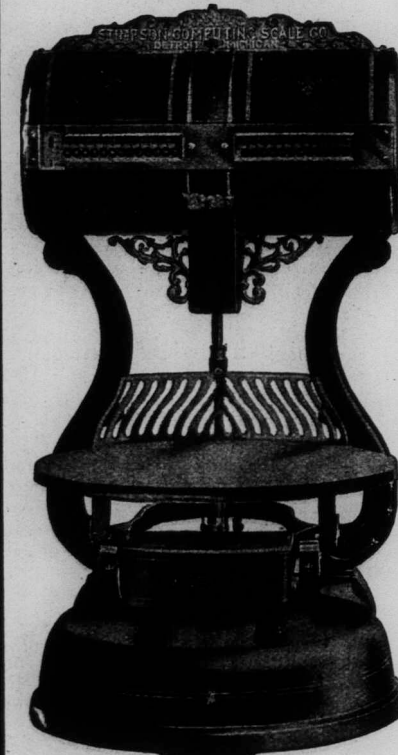
622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

### Square your accounts

### Our New Improved No. 30 Scale



This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price \$110—\$20 cash and \$10 per month.

STIMPSON COMPUTING  
SCALE CO.

34 ARTHUR STREET  
WINNIPEG, MAN.



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

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

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

Write us for Samples and Prices

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

HAVE YOU A LIVE REPRESENTATIVE FOR

**Winnipeg and the West?**

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

**CARMAN-ESCOTT CO.**

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

**SALT**

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.

—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.

*It pays to have proper connections in*

**The West**

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

Consign your cars to us and please your customers.

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

*Charges Reasonable*

*Satisfaction Guaranteed*

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

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East

**WINNIPEG, MAN.**

# The Superior Quality

of our

## Mild Cured Hams

## Boneless Breakfast Bacon

## Skinned Smoked Backs

meets the most exacting requirements of your customers.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

# LARD

**BUY THE BEST**



MADE BY

**FEARMAN**

HAMILTON

## More Trade and Better

comes to the man who stocks the brand of groceries and provisions the particular women of Canada demand.



**Corona  
Brand**



is so much better than the next best brand of groceries and provisions that there is no comparison.

Mr. Grocer! When you place your orders with us you are not placing them with your own competitors. Besides, you get the brand that assures a bigger and a better trade.

**The Montreal Packing Co.**

LIMITED

MONTREAL, P.Q.

A Better Brand than the famous

# RYAN BRAND

of provisions may appear some day.

Shrewd Grocers stock our

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

because they are convinced that the Ryan Brand is the best on the market to-day.

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

70-72 Front Street East

**TORONTO, - ONT.**

# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Cheese this week is weaker and business being transacted is anything but satisfactory. There appears to be practically no demand from the other side. There is, of course, the usual bulk of orders from those houses which draw supplies from Canada week after week, regardless of the state of the market or a slight difference one way or the other, but outside of this there appears to be no buying whatever. Purchasers in England seem satisfied to draw upon the aforementioned regular customers of Canada for the small amounts they require for immediate use and are holding off as far as Canadian business is concerned.

From their attitude it is not difficult to surmise that they expect lower prices in the near future, and they are evidently justified in such anticipations. Present prices, which run from about 12½c. to 12¾c., according to grade, cannot last forever, and it would not be surprising to see lower figures quoted next week. The above prices are themselves lower than those which ruled a week ago. Once let prices reach a reasonably low level and business will boom. Old Country buyers are apparently just waiting for a certain figure before going in for heavy buying. It is just as well there is not a great deal of large purchasing at present, as receipts are none too large, and while all export orders have been filled so far it is doubtful if heavy sales could be covered at once. The make is increasing with every week. During the past week 48,770 boxes of cheese were received, against 58,968 boxes in 1906. Total receipts since May 1 are 128,204 boxes, against 185,056 boxes for the same period in 1906.

Exports during the week amounted to 34,005 boxes, against 50,708 boxes for the same week in 1906. Total shipments for the present year run up to 148,183 boxes, against last year's 193,327 boxes.

Butter is steady at about 21c. Locally, dealers are doing a very good trade, demand being excellent for creamery and also for such dairy as is arriving. Of the latter, few lots of any size have been received lately, makers going in almost entirely for fine creamery butter. Jobbers are asking of retailers slightly higher prices this week, but they seem to have no difficulty in obtaining their figures.

With the advent of warmer weather receipts are increasing, although, in must be admitted, slowly. There has been no new grass butter of any consequence received yet, but it is expected that first arrivals will be on the market some time next week.

Prices being so high it is but natural that demand from the other side should be very small. Still, figures asked last year were high, above those now

ruling, and considerable trade was done. At this time last season 21c. to 22c. was obtainable, and there was good business at the figures, too. To illustrate the present situation, exports last year were 9,262 packages, against 22 packages for the same week this year. Shipments for the season to date amounted to 21,194 packages, against 22 packages this year.

It must be remembered, however, that conditions on the other side are different. The market in the Old Country is not now in a receptive condition by any means. Buyers will not look at Can-

## THE PROVISION SITUATION

The advance in the price of live hogs has, the packers assert, more than disposed of the profit anticipated from the recent forward movement of the Old Country market for products. Hogs now being bought will show a loss of about 1s 6d at the present level of Old Country prices. But these are not expected to hold. Cable reports on Tuesday showed the price of Danish 2s lower. That means a reaction, with a probable reduction in Canadian of 1s. There is still, however, a scarcity of Canadian, and American, on the Old Country market and that will add strength to the market. Prior to the recent advance conditions were so unfavorable that Canadian houses had reduced their shipments to what was just sufficient to hold their trade and were cutting for the domestic market. The improvement in Great Britain was very welcome for the home market stood a fine chance of being shortly overstocked. The export houses, which means most of the big ones, immediately began cutting for export. This product will soon be marketed and there will be no scarcity of Canadian.

The domestic market is rather firmer, owing to the advance in hogs and as the demand continues to increase the home situation is satisfactory, while real warm weather is looked for to considerably further increase the demand. Eastern houses are still holding their trade in the Northwest against the Americans.

In view of the lower tone the Old Country market packers view with disfavor the continued high price of hogs. The price this week is still \$6.90 f.o.b. at shipping points, and in spots has touched \$7. There are indications, however, of a decline next week. The indications have not, in the recent past, always come true, and a smaller dealer predicted yesterday that prices would remain about as they are all summer. Receipts of hogs continue fairly large, last week about 32,000 or \$33,000. It is expected these figures will be maintained.

J. A. Ruddick, Dominion dairy commissioner, says the exceptional weather is bound to have a serious effect upon

Canadian butter at present quotations. Also some in England have had sad experience with Canadian butter and are not anxious to deal in it this year.

Receipts of butter for last week are reported 10,537 packages, against 18,613 packages in 1906. Total receipts for 1907 have been 43,607 packages, against 62,866 packages in 1906. The total receipts of butter will be seen to have jumped up considerably since last week. The large increase is made up by figures sent in to the board of trade giving total receipts of butter by express since May 1. The amount thus received is 17,548 packages.

the output of cheese throughout Ontario especially. The conditions are such that cows are still being stall fed, and, as a consequence, are not giving anything like the usual quantity of milk.

## MONTREAL.

PROVISIONS.—Packers have been changing prices considerably of late and the general run of quotations is higher. Hams are higher than they have been for some time, but business is good, nevertheless. Compound lard is very firm and high. If the present pace keeps up compound will soon be as expensive as the pure article is now.

Lard, pure tierces	0 12	0 12½
" " 56-lb. tubs	0 12½	0 12½
" " 20-lb. pails, wood	0 12½	0 12½
" " cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12½
" " 5-lb.	0 12½	0 12½
" " 3-lb.	0 12½	0 12½
Lard, compound tierces, per lb.	0 11	0 10½
" " tubs	0 10½	0 11½
" " 20-lb. pails, wood	2 25	2 28
" " 20-lb. pails, tin	2 15	2 18
" " cases, 1-lb. tins, 60 lbs. in case	0 10½	0 11½
" " 5-lb.	0 10½	0 11½
" " 3-lb.	0 11	0 11½
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	
American short cut clear	24 50	
American fat back	22 50	25 00
Breakfast bacon, per lb	0 15	0 16½
Hams	0 14	0 16
Extra plate beef, per bbl.	15 50	16 50

Butter is firmer all round this week, prices being from ½c to 1c above last week's quotations. Trade is fairly active locally but nothing is being done in an export way.

New creamery, choice, boxes	0 22
" " pound prints	0 22½
Dairy, tubs	0 18 0 20

CHEESE.—Dealers are asking higher prices of the retail trade this week. There is not much old cheese being sold, but the line is still quoted. Export business is slow.

Cheese, old	0 14
" " new, large	1 12½
" " twins	0 13 0 14

EGGS.—For eggs dealers are quoting all the way from 17½c to 21c, according to quality. Demand is good and orders are easily filled as receipts are satisfactory.

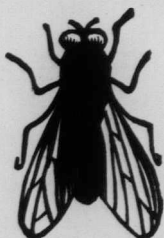
HONEY.—Honey is dull. Prices are unchanged.

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

# Get Ready! We are talking every month to over 500,000 women with our advertising about Clark's Canned Meats and Beans.

We are telling this **Half Million** of women the real truth about our products. We are sending them to your stores to buy **Clark's Meats and Beans—Get Ready for them!**

See that your shelves are well stocked with all lines.



## WILSON'S FLY PADS

Will be advertised in every Canadian City, Town and Village during the coming summer.

ARCHDALE WILSON, HAMILTON

### BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

### BUTTER and EGGS

—WE ARE—

### BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
TORONTO.

ORDER NOW

## Butter Tubs

### Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

## WALTER WOODS & CO.

Hamilton and Winnipeg

### TORONTO.

PROVISIONS.—There is a good active demand for cured meats and the advance in the price of live hogs to near 7c has imparted a very firm tone to the market for products. Some dealers report that cheaper cuts are specially in demand. Fresh meat is again higher in price, which tends to divert consumption to cured meats.

Long clear bacon, per lb.	0 11	0 11 1/2
Smoked breakfast bacon, per lb.	0 15	0 15 1/2
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15	0 15
Medium hams, per lb.	0 14 1/2	0 15
Large hams, per lb.	0 14	0 14 1/2
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, plain, per lb.	0 16	0 16 1/2
" pea meal	0 17	0 18
Heavy mess pork, per bbl.	22 50	23 00
Short cut, per bbl.	22 50	23 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 09	0 10 1/2
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	9 00	10 50
" front quarters	5 50	7 00
" choice carcasses	7 50	9 00
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 13 1/2	0 16
Hogs, street lots	9 25	9 75
Veal	0 08	0 10 1/2

BUTTER.—Prices are tending lower, but somewhat unevenly, jobbers here quoting from 20 to 25c for creamery prints. From 21 to 22c is however about the mark and that was our quotation last week. Dairy prints are however about 1c less. Large rolls are also lower. A few tubs are arriving and are quoted the same as rolls, 17c to 18c. The price of creamery solids is merely nominal as yet.

Creamery prints	0 21	0 22
Creamery solids	0 19 1/2	0 23
Dairy prints, choice	0 18	0 19
" ordinary	0 17	0 18

### WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

" rolls, large choice	0 17	0 18
" tubs choice	0 17	0 18
Baker's butter	0 16	0 17

CHEESE.—Old is higher and new lower. The stocks of old cheese are very limited.

Old cheese	0 14 1/2	0 15
New "	0 12 1/2	0 13

EGGS.—The situation is little altered since last week. The large packers outside are backing up and consequently there are more shippers to the city. But the production is not quite as heavy as it was and while there are more snippers, the individual shipments are not as heavy as they were. The slight lowering of price in the country scarcely more than makes up for the increased shrink, which, though not heavy, is becoming more marked.

Eggs	0 18	0 19
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HONEY.—The market is very quiet and prices are nominal.

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

POULTRY.—Business continues with in narrow range at unchanged prices.

#### Live Weight.

Spring chickens, per lb.	0 30
Old fowl	0 11
Ducks	0 14
Ducks	0 17

#### Dressed weight.

Spring chickens, per lb.	0 30
Old fowl	0 11
Ducks	0 14
Tom Turkeys	0 14
Hen	0 16

### WINNIPEG.

BUTTER.—The Manitoba creameries are now in operation again but the output is limited and supplies are still being brought in from the east. The price to the retail trade is about 28c. for fancy creamery. Dairy is in better supply and produce houses are paying 20c. to 21c. per lb. at country points.

EGGS.—The price is advancing and some produce houses are paying 17 1/2c. f.o.b. country stations.

LARD.—The tierce price is 12 1/2c. per lb. Other packages take the following advances over the tierce basis:

50-lb. tins, 1c. per lb. over tierce basis, each	6 50
20-lb. wood pails, 1c.	2 5
6-10 lb. tin pails, 1c. per case	8 10
12-5 " " 1c. " "	8 2 1/2
2-3 " " 1c. " "	8 25

CURED MEATS—Revised prices are as follows:

Hams, selected, mild cure, 10 to 14 lbs., per lb.	0 17 1/2
Bacon, " " 5 to 7 "	20 1/2
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 15 1/2
" medium, 11 to 16 average	0 15 1/2
" heavy, 20 to 30 "	0 15 1/2
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 14
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17 1/2
" " clear bellies 10 to 12	0 17 1/2
" " wide 14-16, strips 6-8 lb.	0 16 1/2
Clear backs, bacon, 8 to 10	0 16 1/2
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14 1/2

The granary belonging to Fred Bain, of Sydney, Manitoba, was destroyed by fire on May 22nd. The contents, consisting of about 750 bushels of grain and some farm implements, were a total loss. The cause of the fire is unknown.



# O'Mara's Bacon

## Summer Specialties

- Cooked Hams
- Cooked Hocks
- Cooked Tongues
- Cooked Tenderloins
- Cooked Pig's Feet
- Bologna
- New England Hams

A Trial Solicited.

**JOSEPH O'MARA**  
 PORK PACKER  
 Palmerston, Ont.

# The Manitoba Canning Co.

LTD.  
Grande Pointe, Man.

Our 1907 Pack of

## Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

**NICHOLSON & BAIN**  
 Winnipeg, Calgary and Edmonton

## Money in a Name

When the Proverb Cobbler declared that there was nothing in a name, he evidently forgot the business world entirely. All shrewd grocers know that

# Purnell's Sauces—Pickles—Vinegar

assure profit and reputation—the kind of reputation that corners the paying trade. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. Can you supply the demand?

**PURNELL WEBB & CO., Ltd.**  
 Bristol, Eng.  
 EST. 1750

Apply to Agents for further particulars:

- J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
- E. JARDINE, ST. JOHN, N.B.
- H. HAZARD, CHARLOTTETOWN, P.E.I.
- E. MITCHELL & Co., 26 St Peter St., QUEBEC.
- C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
- BICKLE & GREENING, HAMILTON, ONT.
- CARMAN ESCOTT Co., 722 Union Bank, WINNIPEG, MAN.
- C. W. JARVIS & Co., VANCOUVER, B.C.
- KYLE & HOOPER, 27 Front Street East, TORONTO.

## GUARANTEED PURE MILK Condensed



These goods are ideal in composition, preparation and finish. They represent the best product of 20th century skill and method, purity and quality.

**Truro Condensed Milk Co., Ltd.**  
 TRURO, N.S.

## CEREALS AND CONFECTIONERY

**Flour Prices Easier but Unchanged—Oat Products Higher — European Crops the Factor Now in the Wheat Market.**

The flour markets, still following closely the kaleidoscope changes in the wheat market, are a little easier. The bulls in the wheat pit have transferred their interest to a considerable extent from the crops in Western America to those in Europe. There is more room for rumor if that be possible. Heavy deliveries of last season's crop, however, are taking the edge off the upward tendency. North America is now the largest shipper of grain to the world's market. Last week the total shipments were 12,304,000 bushels, compared with 11,184,000 bushels the week before and 9,968,000 bushels the corresponding week last year. Of this total America shipped 4,568,000 and the next largest amount came from Russia, 2,072,000. Last year Russia's shipments were 3,260,000 bushels. The demand for flour throughout Canada continues good and millers report liberal buying.

Oatmeal prices were advanced this week by Ontario millers to a basis of \$4.95 per barrel for car lots, and \$5.25 per barrel in less quantities.

### Confectionery.

Every grocer sells candies, a children's trade, why shouldn't he also cater to the sweet tooth of the grown-ups? The children provide the market for about 80 per cent. of the confectionery manufactured, but there is a good profit on the goods. But that's all there is to it. High class confectionery properly displayed adds style to a store. Who has not seen the little counter showcase filled with gross goods, sometimes piled in promiscuously without even an attempt at order? Compare that with a modern plate glass silent salesman with a nicely arranged display of high class confectionery and the fancy boxes that go with it. Think upon these things and figure out the line of profit.

### MONTREAL.

**FLOUR.**—The market is about steady at the last advance. Local millers do not anticipate any further change in prices for some little time at least, but it is hard to say what the next week will bring forth. Millers report brisk demand both locally and in an export way.

Winter wheat patents.....	5 00
Straight rollers.....	4 43
Extra.....	4 21
Straight rollers, bags, 90 per cent.....	1 75 2 40
Royal Household.....	5 20
Glenora.....	4 61
Manitoba spring wheat patents.....	5 10
" strong bakers.....	4 43
Five Roses.....	5 10
Buckwheat flour.....	2 25 2 30

**ROLLED OATS.**—Rolled oats are higher this week. The advance has been expected for some little time as the market has been firm for the past few weeks. Even at the advance there is considerable buying, though most firms were well stocked before it occurred.

Fine oatmeal, bags.....	2 30 2 45
Standard oatmeal, bags.....	2 30 2 45
Granulated ".....	2 30 2 45

Gold dust or meal, 98 lb bag.....	1 75
Rolled oats, 90-lb. bags.....	2 25 2 30
" 80-lb. bags.....	2 00 2 10
" bbls.....	4 75

**FEED.**—The feed situation is very strained. One milling company stated that they had not received a car of bran and shorts for fully a week. In their opinion the situation is just as bad today as it was at Christmas. The congestion on the railways is responsible for the lack of supplies in Montreal. Under the circumstances prices remain very firm.

Ontario bran.....	24 00 25 0
Ontario shorts.....	23 00 24 00
Manitoba shorts.....	22 00 23 00
" bran.....	21 00
Mouillie, milled.....	23 00 30 00
" straight grained.....	28 00 30 00
Feed flour.....	1 25 1 40

### TORONTO.

**FLOUR.**—The tone of the market is rather easier but prices are maintained at the advance. The millers report also a very active demand for the domestic trade.

Manitoba Wheat.	
60 per cent. patents.....	4 90 5 00
85 ".....	4 50
Strong bakers.....	4 30 4 40
Winter Wheat.	
Straight roller.....	4 25 4 35
patents.....	4 45 4 55
Blended.....	4 35 4 45

**CEREALS.**—The threatened advance in oat products arrived this week.

The GRAY, YOUNG & SPARLING CO., Limited

### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

## 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

### SPRAGUE

### CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

### NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

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

## BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

**BODE GUM CO., 30 St. George Street, MONTREAL**

### QUANCE BROS

MILLERS OF CHOICE

**WINTER WHEAT and MANITOBA FLOUR  
BUCKWHEAT and RYE FLOUR**

WRITE FOR QUOTATIONS.

DELHI, ONT.

### DON'T TAKE CHANCES

Since you can stock our famous

## ROLLED OATS


thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

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

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

**THE BEST BY ACTUAL TEST**

It has been proven to the satisfaction of all particular grocers that

**McLauchlan's**

**Cream Soda Biscuits**

are just as perfect as Soda Biscuits can be baked, and they hold their goodness.

**McLauchlan & Sons Co.**  
Owen Sound, Ont.

**MANUFACTURERS' RECEIPTS**

We offer some good receipts to buyers, for several Grocery lines, including Baking Powder, Self-Raising Flour, Jelly Square and Powders, Custard Powder, Etc.

Our quotations are interestingly low on

**CALCIUM ACID PHOSPHATE  
PHOSPHORIC ACID  
MALT EXTRACT  
BUTTER FLAVOR  
HARMLESS COLORS**

Write for our price lists.

**CHARLES C. BRYCE & CO.**  
43 and 45 Great Tower Street  
LONDON, E.C. - - ENGLAND

Rolled wheat too is held at higher prices, up to \$3. A good demand is reported.

Rolled wheat in barrels, 100 lbs.....	2 75	3 00
Rolled oats, in wood, per bbl.....	2 50	2 50
"    in bags, per bag 90 lbs.....	2 50	2 50
Oatmeal, standard and granulated, per bbl.....	5 65	5 65
"    "    in bags 98 lbs.....	2 65	2 65

**NO MORE CHEAP BROOMS.**

A woodenware traveler, referring to some remarks made by our Kingston correspondent last week on the difficulty of obtaining cheap brooms, writes:

"Some of the Kingston grocers in last issue of The Grocer complained that they were unable to procure brooms to retail at 25c. Some of the jobbers and retailers are probably not aware of the advance in price of broom corn and other materials, of the scarcity of broom makers, and of the higher wages demanded. The days of cheap brooms are gone, and corn will probably never again be low enough to sell them at past prices, owing to the uncertainty of obtaining a crop of broom corn.

"The farmers are very largely dependent upon weather conditions, and owing to high prices of all farm produce, quite a number of them are raising other and more profitable material, which does not require such skilled labor to harvest. The retailers generally will find it more profitable to themselves and their customers to keep in stock a better quality of brooms. The writer has been informed that there was a large quantity of Oklahoma corn put on the market whose quality under ordinary conditions would not have warranted paying the cost of freight, but a number of manufacturers, who are trying to build up a reputation on cheap brooms, have been using this in preference to good, sound brush. This class of broom looks very showy to the buyer, but when the green dye fades out what a difference there is in appearance. Nothing looks worse round a grocery store than shop worn or faded brooms.

"The writer has had personal experience with a large variety of grocers, and some are actually afraid to place in stock brooms to sell at 30 and 40 cents. One good broom will wear out three cheaper ones, and they give a better percentage to the dealer. Then some of the smaller stores wonder why the departmental stores sell so many brooms, not knowing it is for the simple reason that they keep an assortment of prices. These are a few of the chief difficulties that the broom manufacturer has to contend with."

E. St. Germain, flour and feed merchant, Ottawa, has suffered partial loss of his stock by fire. Some insurance was carried.

C. A. Chouillou & Co., Montreal, are distributing a very nice map advertising their French Cable Company. This firm has agents in every part of Canada. Mr. Chouillou reports the business of the French Cable Company as increasing in a very satisfactory manner.

More grocers would handle

**Perfection Cream Sodas**

if they only knew how good they were and how their goodness makes for the lasting, paying trade.



are just as perfect as pure material, cleanliness, carefulness and ingenuity can make biscuits. The unique quality of

**Perfection Cream Sodas**

is that their wonderful goodness is lasting. So say the women of Canada.

(3-lb. cards or tins)

**The Mooney Biscuit & Candy Company,**

LIMITED

STRATFORD, - CANADA



**COX'S GELATINE**

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

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

**WHEN YOU WANT A SUPREME TEST**

of high grade Patent Flour, ask yourself these questions — Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

**PURITY FLOUR**

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' trade and general Household use.

**Western Canada Flour Mills Co., LIMITED**



Mills at  
**WINNIPEG, GODERICH and BRANDON**

Toronto Office.

Long Distance Phone Main 6060

Phone in your Orders at our expense.

**Particular People  
Like Our Flour**

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands.

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

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

Order direct or from our nearest agent.

**THE ALEXANDER MILLING CO. 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.

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**GROCERS !**

When you are in doubt as to the purity of the maple syrup or maple sugar you are about to purchase, look for our Pride of Canada Brand.

Secure it and you obtain the purest, truest brand of maple products on the market.

Years of experience have more and more convinced us that the only way to win and hold trade is to supply *absolutely pure* goods. We have always done this and will continue to do so.

You will find it to your advantage to do likewise.

Sell Pride of Canada Brand and your trade is assured.

Your customers will appreciate it.

SEND ORDERS TO

**Maple Tree Producers' Association,**

**WATERLOO, - QUE.**

Dealers are requested to write for special free deal.



**NESTLÉ'S  
MILK CHOCOLATE**  
"RICHEST IN CREAM"

"SURPRISINGLY SUSTAINING"

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

**McLEAN'S  
"WHITE MOSS"  
COCOANUT**



**Are You Selling It?**

# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Pronounced Ka-ler)

The strongest argument the manufacturer of

## Cailler's Swiss Chocolate

puts forth is that it is the finest goods only that are used in its manufacture.

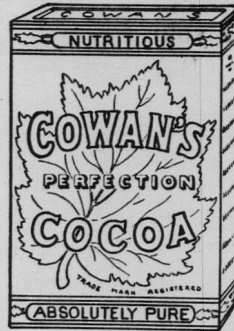
Selected Cocoa Bean,  
Pure Sugar, and the  
Richest Milk on Earth.

The best to sell is **CAILLER'S**.

General Agent for Canada

**William H. Dunn, - MONTREAL,**  
394-396 St. Paul Street

## THE DIFFERENCE



between the best Cocoa and Chocolate and the "just as good" brands is just the difference between a thriving go-ahead business and one that affords a bare existence —no more.

## COWAN'S COCOA and CHOCOLATE

That's all you need to know about Cocoa and Chocolate. The people demand Cowan's because it is the best. The Maple Leaf is a surety of purity and wholesomeness.

GET THE HABIT—STOCK COWAN'S

**The COWAN CO., Limited**  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Anything that saves you time when making a sale is profitable to handle.

# Mott's

"Diamond" and "Elite"  
brands of

# Chocolate

are so well known by the consumer as "purest and best" that sales are easily made.

Think this over!

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

SELLING AGENTS:

J. A. Taylor Montreal    R. S. McIndoe Toronto    Jos. E. Huxley Winnipeg    Arthur Nelson Vancouver

## It will Pay

you to stock and push  
the sale of the famous

# Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly  
and Frame-Food Cocoa).

Extraordinarily advantageous  
Terms for Pioneer Traders.

Write for Particulars  
at once

**Frame-Food Co., Ltd.,**  
Southfields, London, S.W., England.

**DRIED FRUIT  
FROM  
AUSTRALIA.**

Currants and Sultana Raisins produced in marketable quantities—  
Orders from Canada.

One of the newest foodstuff trade developments is the appearance on the world's markets of Australian dried fruits, sultana raisins and currants. Samples have reached western Canada and some orders have been placed.

Writing of the new industry, D. H. Ross, the Canadian commercial agent at Melbourne, says:

There are two irrigation settlements in Australia from which raisins, sultanas and currants are now being marketed, namely, Mildura (Victoria), and Renmark (South Australia), both of which obtain water from the Murray river. The growers are formed into associations which grade and pack the fruit for local and export trade. The export prices are much lower than the rates quoted within the Commonwealth. Owing to the combination of growers the Australian requirements are first filled, after which the surplus for export is made available.

**Keeping Qualities.**

The good keeping qualities of Australian dried fruit is evidenced by the perfect condition of last year's pack now being distributed to local buyers. The total quantity produced in Mildura and

Renmark is about 2,500 tons of sultanas and 2,300 tons of lexias. Although not officially declared, it is now practically certain that 700 tons of sultanas and 500 tons of lexias will be available for export this season, which, with good seasons, will be considerably augmented from year to year.

**10,000 Acres Under Crop.**

The raisin, sultana and currant growers of Victoria and South Australia have been in conference recently in Melbourne with a view of improving their commercial prospects, and a basis of co-operation was arrived at for the ensuing three years. At the Mildura irrigation settlement in this state there is now about 10,000 acres of land under cultivation, and the most remarkable development in the last year or two is the increase of acreage devoted to the production of sultanas and in a lesser degree to currants. There is a marked falling off in wine grapes, and the cultivation of citrous fruits is decreasing rapidly. The present season promises to yield an abundant harvest, and orders are looked for from Vancouver and other points in western Canada as a result

of samples and special quotations sent from Melbourne recently.

Orders have been received, by cable, for some fair parcels—chiefly lexias—which will be shipped to Vancouver at an early date.

**Export Prices and Freights.**

The present wholesale export prices for Australian dried fruit—upon the basis of samples forwarded—are as follows:

	Per Lb.
Brown Lexias .....	2½d.—4½c.
Brown Lexias—extra .....	2½d.—2c.
Sultanas—2 crown .....	4d.—8c.
Sultanas...3 crown .....	4½d.—9c.

Packed in iron-hooped cases each 56 lbs. Terms, sight-draft against documents, less 2½ per cent. f.o.b. Melbourne. The rate of freight from Melbourne to Vancouver is £2 12s. 6d. (\$12.77) per ton of 2,240 lbs.

**FREE TELEPHONES.**

A retail grocery house in the States has given the local telephone company orders to install fifty telephones in the houses of their customers, the firm to stand the expense. This is something new, the idea being to do away with some of the clerks and wagons at present engaged in taking house-to-house orders, and to educate housekeepers to phone their orders. If the experiment proves successful, further telephones will be installed.

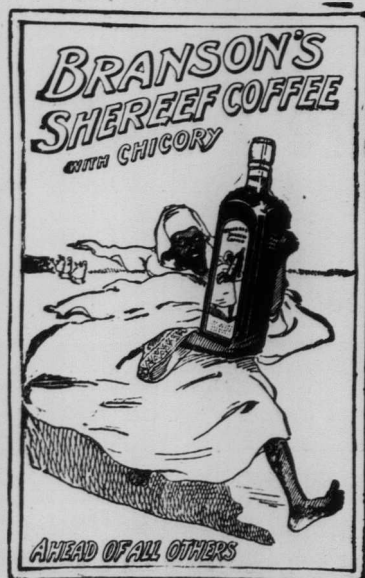
D. J. Byrne, Leonard Bros., Montreal, has returned from a trip east.

A. H. Brittain & Co. have removed their offices from the Board of Trade building to 30 Lemoine street.

# BRANSON'S

## COFFEE WITH CHICORY

### SHEREEF COFFEE



Branson's Coffees  
Have a Thirty Years'  
Record.

is prepared from high quality and specially blended coffees, with the necessary proportion of best chicory, and is of uniform and unvarying quality—"THE BEST."

Nothing else on the market to come up to it in point of fine flavor and excellence in the cup.

There is Only One "Best"—Branson's

**GREEN & CO., 23 Scott St., TORONTO**

**LEA AND PERRINS'**

**SOLD BY FIRST-CLASS GROCERS ONLY!**

**SAUCE**

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.




# St. George's Baking Powder



*Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."*

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

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

## FRUITS, VEGETABLES AND FISH

Spring Vegetables in Light Supply—Baltimore Strawberries Arriving—Navel Oranges Almost Exhausted—Fish Dealers Busy in Montreal.

**LARGEST**



**RECEIVERS IN CANADA**

McWILLIAM

**Mc. AND E.**

EVERIST

25-27 Church St., TORONTO

Trade maintains the general quiet level of last week. Receipts of all garden vegetables have been light, and will continue to be so until the weather takes a permanent turn for the better. The demand for these lines, however, seems to be increasing, notwithstanding the inclemency of the elements.

The first of the Maryland strawberries have arrived and show up exceptionally well. The stock is firm and sweet and the berries large and clean, with practically no waste. Lemons are slightly firmer. The first shipment of Verdellis is due at New York on the "Cretic" about June 25. They left Naples on June 1st. The crop of summer lemons is reported to be short, and this may have the effect of sending up prices.

The orange market is exhibiting unusual strength. Navels are not yet cleaned up, but another week or two will see the last of them. Dealers are now quoting Sorrento oranges from the Montreal boats. Late valencias are arriving regularly from California, and though a little high at present, are in good demand.

Considering the time of the year, the fish trade is in a healthy condition. In Montreal large quantities of Gaspé salmon are disposed of weekly without difficulty, but the Toronto men fight shy of this line at present prices. Receipts of all fresh fish are fairly heavy, with the demand active.

lines are in greater request also. Bananas are more plentiful this week and are selling freely at lower prices. Demand is reported exceedingly strong. Apples are becoming quite scarce and prices are climbing.

New dates, per lb	0 04	0 07
Bananas, fine stalk	1 50	2 00
"    jumbos	2 25	2 75
Cocoanuts, per bag	3 50	3 75
Pineapple, crate	3 50	4 25
Apples, bbl	3 00	7 00
Lemons	3 50	3 75
Mexican oranges, box	2 65	2 75
California oranges, navels	3 00	4 50
"    late Valencias, box	5 01	5 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	3 75	5 75
Valencia oranges, case	0 20	0 22
Strawberries, qua. t.	0 08	0 12
New figs, per lb	0 08	0 12
Florida grape fruit, box	7 50	
Limes, crates	1 25	

**VEGETABLES.**—Weather has not been sufficiently warm yet to encourage the vegetable business as it should be encouraged at this time of the year. Nevertheless trade is quite brisk, considering the high prices ruling in most lines, and good orders are being shipped to various points daily. New vegetables are arriving every day, and with increased receipts the high figures which have ruled so long are declining. New cabbage is one of the lines which is this week quoted at lower prices. \$3.25 to \$3.50 is asked. Green and wax beans have also declined. Quite a lot of cucumbers are coming in daily and these are disposed of at \$3.50 a basket by most dealers. Asparagus is higher as are also Jersey sweet potatoes. Potatoes are scarce, receipts not having improved since last week. Reds are quoted as high as whites, though they are usually five cents lower. Egyptian onions are lower. Red onions are off the market. Rhubarb is lower.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz.	0 80	
Savory, per doz.	0 80	
New cabbage, crate	3 25	3 50
Florida tomatoes, crate	4 50	8 00
Furnips, bag	0 90	1 00
Green beans, basket	5 50	
Wax beans, basket	5 50	
Water cress, large bunches, per doz	0 40	0 75
Lettuce, per doz.	0 40	0 75
Boston lettuce, per doz.	1 50	
Asparagus, doz. bunches	4 00	6 50
Radishes, doz.	0 40	0 60
Spinach, per bbl	4 50	
Cucumbers, per doz	1 25	1 75
"    basket	3 50	
Parnips, bag	1 25	1 50
Potatoes, whites, per bag	1 15	1 20
"    reds, per bag	1 15	1 20
New potatoes, lb	0 05	
"    bbl	7 00	
"    basket	2 75	
Jersey sweet potatoes, basket	3 25	
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02	
Red onions, bbl	8 00	
"    bag	1 75	2 00
New beets, doz. bunches	1 50	
Old " bag	2 00	2 25
Carrots, bag	1 50	1 75
New carrots, doz. bunches	1 25	1 50
Mushrooms, lb	1 25	1 25
Horseradish, lb	0 15	
Rhubarb, doz. bunches	0 30	0 50

**FISH.**—For the beginning of the summer the fish business is in a healthy condition. Orders are not very numerous but when they do come they are for fairly large quantities. Supplies of fresh fish are increasing with the warm weather, and in some lines lower figures are quoted. Haddock and steak cod are more plentiful this week and dealers have lowered prices somewhat. Lake trout, brook trout and whitefish are coming in more freely. Halibut is in

**DRIED APPLES**  
BRIGHT, DRY STOCK  
WANTED  
**O. E. ROBINSON & CO.**  
INGERSOLL  
ESTABLISHED 1868

**MONTREAL.**

**GREEN FRUITS.**—Warmer weather having arrived, fruit dealers are doing a much larger business than they have transacted for some time past. Oranges and lemons are subject to a much improved demand, while various other

**YOU ALWAYS GET THE BEST GOODS**

*obtainable when you send your orders to us.  
We have arriving daily*

FRESH

**Strawberries, Tomatoes, Pine-apples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.**

**Also full lines of Oranges, Lemons and Bananas**

*Send us your orders and we will fill with care and promptness.*

**HUGH WALKER & SON**

Established 1861 Guelph, Ont.



good demand. One dealer is bringing in halibut by car lots. Pike, fresh, is not plentiful, while B. C. salmon is not held in very large supply. Receipts of Gaspe salmon, however, are sufficient to take care of all orders. Kipperred herrings are nearly finished.

Fresh and Frozen Fish.

Haddock, per lb.	0 04
Halibut, express, per lb.	0 08
Bluefish, per lb.	0 14
Mackerel, new, express per lb.	0 12
Dore,	0 09
Smelts	0 08
Steak cod, lb.	0 10
Brook trout, lb.	0 05
Market cod, lb.	0 22
Pike, lb.	0 04
Lake trout, lb.	0 07
Sea trout, lb.	0 09
White fish, lb.	0 12
B.C. Salmon, lb.	0 07
Gaspe salmon, lb.	0 20
Gaspe salmon, lb.	0 25
Smoked and Salted—	
New haddies, boxes, per lb.	0 08
Kipperred herring, half boxes	1 00
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
Shredded cod, 2 doz., per case.	1 80
Oysters—	
Standards, bulk, per imp. gal.	1 50
Standards, imp., qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl.	5 00
per half bbl.	2 75
No. 1 N.S. herring, half bbls.	2 50
No. 1 Sea trout, bbls.	10 50
No. 1 Sea trout, kegs.	5 75
Labrador salmon in bbls.	12 50
Labrador salmon, half bbls.	6 50
Large green cod, 200 lb. bbls.	8 00
No. 1 green cod, in bbls. of 200 lbs.	6 50
Small.	4 50
No. 1 Mackerel, pail	1 75
No. 1 green haddock, bbl.	6 00

TORONTO.

FRUITS.—Trade is very brisk, and many price changes are noticeable. Navel oranges are higher, but the stock is practically exhausted and difficult to obtain in large quantities at any price. Quotations on valencia oranges are a little closer. Late valencias are in continuous arrival from California, and are good sellers. Bananas remain firm, and there is said to be a shortage of supply in some quarters.

Oranges—	
Navels, fancy, 80's, 96's, 112's, 250's, 288's	3 50 4 60
126's	4 10 4 25
150's	4 40
176's, 200's, 216's	4 75
Valencias, ordinary 420's, per case	4 75 5 00
large, 420's, per case	5 75 6 00
" 714's, per box	5 50 6 00
Late Valencia Californias, 80's, 96's, 126's	4 75
150's, 200's, 288's, 300's	5 00
" 176's, 200's, 216's	5 25
Bloods, 80's, 100's, 150's, 1/2-boxes	2 25 3 00
Ovals, 80's 100's, 150's, 1/2-boxes	2 25 2 50
Sorrentos, 20's, 300's	3 25 4 00
Grape fruit, Floridas, 46's, 54's, 64's, 80's	6 00
Lemons, No. 1's 300, 360	3 75 4 00
" 2's 300, 360	3 50
" Messinas and Sorrentos, 300's	4 00 4 50
Pineapples, 24's, per case	4 00 4 25
30's	3 75 4 00
36's	3 50 3 75
42's	3 00 3 25
Apples, large red, per box of 12 doz.	3 15
Bananas, Jamaica firsts, per bunch	1 50 2 25
Bananas, jumbo bunches	2 00 2 50
Strawberries, N. Carolina, per qt.	0 17 0 18
Limes, per crate.	1 25

VEGETABLES.—The first car of Texas tomatoes arrived this week, and was quoted at \$3 per crate. Stock was very fair. Egyptian onions are becoming scarce and valencias are not expected till the middle of July. There is a considerable shortage in all lines of garden vegetables, owing to the backward state of the weather. A week of fine warm days would accomplish wonders.

Potatoes, Delawares, per bag	1 45 1 50
Ontario	1 30 1 35
Sweet potatoes, per hamper	2 75
New potatoes, per bush basket	2 00 2 50
Onions, green per doz.	0 15
Egyptian, 110-lb. bag	3 25 3 50

# Vegetables More Plentiful

## Cabbage Lower

## Texas Tomatoes Arriving

On Monday last our first car Texas Tomatoes arrived (4 basket crates). We have other cars in transit. Place your orders with us for all kinds vegetables.

# WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

TORONTO AND HAMILTON

PHONE MAIN 4106

## EVERYBODY'S

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

## Strawberries, New Cabbage

and other vegetables. Fresh arrivals daily.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

## 1000 Bags Bombay Peanuts.

Prices and samples on application.

ANDREW WATSON  
PRODUCE BROKER

91 Place d'Youville, MONTREAL  
Phone Main 4409



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

PEANUT ROASTERS,  
CORN POPPERS, &c.

LIBERAL TERMS.

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

Are Your Goods on The Market?

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

# QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

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

FOR SALE BY ALL DEALERS

Cabbage, new Canadian, per case	3 50	4 50
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz. bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 35	0 30
Radishes, Roseland, per doz.	0 30	0 30
Cucumbers, hot house, per doz., fancy Boston	1 25	1 75
Florida per hamper	4 00	4 75
Beans, green, per bushel	4 50	4 50
Tomatoes Florida, per crate	3 00	3 25
Tomatoes, Texas, 4-peck crates	3 00	3 00
Parsley, per doz.	0 25	0 25
Asparagus, per doz.	1 00	1 25
Fancy Baltimore spinach, per hamper	0 90	1 00
Rhubarb, per doz.	0 50	0 50

Cucumbers, per doz	2 00
Cabbage, California, per lb., 4c. per lb., per crate	0 04
Onions, Australian, per case	4 00
Egyptian Sks., per lb.	0 04

**FRUIT SALES IN MONTREAL.**

On Monday of this week 30,000 cases of oranges and lemons were sold in Montreal at auction. The lemons brought from \$2.50 to \$4 and the oranges from \$2.50 to \$3.50. The Fremona was the boat which carried the cargo.

Tuesday about 4,000 cases of oranges and lemons were sold. Granges brought from \$1.75 to \$2.50, and the lemons from \$1.75 to \$4. These came by the Escalona.

The California season is opening for deciduous fruits. White & Co., Toronto and Hamilton, will again represent the California Fruit Distributors for the sale of California fruits. Up to the present only cherries have arrived but assorted cars will be along in two or three weeks.

**AN ENTHUSIASTIC LETTER.**

The Canadian Grocer is in receipt of a letter from Edmonton from Alex MacWillie, who is one of the Heinz Pickle Co.'s representatives. Mr. MacWillie has twice within the last five years made a trip around the world, occupying some two years in each trip. He is at present in Edmonton, no doubt on business bent, and in his note, brief as it is, he has some interesting things to say about the Northwest. "Respecting this great Northwest," he says, "that is a long story. I came here very skeptical about the stories concerning the conditions. I am now willing to be put on record that the half has not been told. It is truly great when you contemplate its possibilities."

Speaking of the Export Number of

The Canadian Grocer, he says: "It is so far ahead of any publication of a similar character that one cannot make a comparison. Fortunate, indeed, is the Canadian grocer in having such a valuable aid to his interests at an infinitesimal cost." Coming from one who has seen probably every grocery paper in the world, the praise he gives The Canadian Grocer is something that gives the publishers of the journal a great deal of satisfaction.

**HERE AND THERE WITH THE TRADE.**

Wheat was said to be an inch high at Medicine Hat on May 23rd.

Glucose is up 10c. Barrels are quoted \$3.15; half barrels \$3.30, and kegs \$3.45.

Hudon, Hebert & Co., Montreal, will close at one o'clock on Saturdays until further notice.

The Ogilvie Flour Mills during the last three months, have sold nearly 200,000 bags of middle grade flour to the Orient.

Fred Armstrong, of Warren Bros., was noticed among the travelers at Kingston during the week, and reports tea to be booming.

In a big fire in Arnprior on May 27, B. F. Moy's grocery store was completely gutted. It is believed to be covered by insurance.

A shipment of Horseshoe brand extra fancy molasses, and new crop choice Barbadoes molasses has been received by Mathewson's Sons, Montreal.

Laporte, Martin & Co. report having received their first shipment of new crop choice Barbadoes molasses, Jones & Swan brand, ex. SS. Salybia.

Jas. Redden, of Kingston, has a contract on hand to supply the camp at Petewawa with groceries, and expects to send five cars of provisions.

In the paragraph referring to Branson's coffee and headed "A Good Proposition," on page 45 of the last week's Grocer, some lines in the sentence commencing "Green & Co." got mixed. It should read: "Green & Co., 23 Scott Street, Toronto, are the sole agents for the Dominion, and are making a specialty of the 'Shereef' coffee, which is prepared from specially blended and high grade coffees, with the necessary proportion of best chicory."

**FISH.**—The fish business is the only one that has profited by the Indian winter which seems now to be at its height. The fish men have been doing a roaring trade, comparatively speaking. The volume of business transacted is considerably greater than is usually experienced or expected at this time of year. No Gaspe salmon has got to Toronto yet, and the dealers will not handle it until prices become easier.

Perch, large, per lb	0 06	0 0 1/2
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	0 10	0 10
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie	0 11	0 11
Pickerel, winter caught, per lb	0 08	0 09
Haddock, fresh caught, per lb	0 03	0 07
Herring, per 100 count	1 50	1 50
medium, per lb	0 06	0 07
jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 18	0 18
Trout, fresh, per lb	0 08	0 09 1/2
Ciscoes, per basket	1 00	1 25
Finnan haddie, per lb.—fresh cured	0 19	0 19
Labrador herring, per bbl	4 75	4 75
Cod, fresh caught, per lb	0 07	0 08
Halibut, fresh caught	0 08	0 08
Shredded cod, per lb	0 08	0 08
Shredded cod, per doz	0 90	0 90
Flounders, per lb	0 15	0 15
Halifax fish cakes, case	2 40	2 40
Live lobsters	0 17	0 18

**WINNIPEG.**

Prices are quoted as follows:

Fruit.	
Strawberries, qts., 2 doz. to case, per case	5 01
Bananas, coming every week, per bunch	3 25
Fancy nav. oranges, 95's, per case	3 25
112's	3 50
126's	4 00
150's	4 51
M-d. sweets, 150's, 176's, 200's, 210's, 250's	4 75
California lemons, 3-0's, 36's, per case	7 00
Apples, Fancy No. 1 Ben Davis, per bbl	7 00
Vegetables.	
Celery, Florida, per doz., \$1; per case	5 00
Tomatoes, 6-bas. crates, per bask., 90c.; per case	5 00
Onions, radish, lettuce, per doz	0 45
Pieplant (Washington), per box	2 25
Asparagus	3 00

# SALT

**For Butter**

**For Cheese**

**For Meat Curing.**

**For General Use.**

VERRET, STEWART & CO.

LIMITED

MONTREAL

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

*Salable  
all  
the  
Year*

None  
Genuine  
Without  
the Trade  
Mark



**PROFIT  
IN  
FISH**

*There's money in FISH for grocers if they sell the right kind—the kind that won't disappoint a woman who buys it.*

**HALIFAX  
—AND—  
ACADIA**

*are the two profitable brands to handle, because they sell quickly and give good satisfaction.*

Every fish canned isn't a Sardine, but every fish in a tin of

**"King Oscar"  
Sardines**

is the real thing.

It is so real that those who "know" can't be persuaded to use any other. There's something so rich, clean, and flavory about a King Oscar Sardine that one can't get away from the desire for more.

That's the kind to sell to your customers  
They will use a lot this summer.

*For sale by all jobbers.*

**John W. Bickle & Greening**

(J. A. HENDERSON)

Canadian Agents, HAMILTON,

**Sardines NEW PACK SARDINES Sardines**

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

**Connors Bros., Limited**

Black's Harbour, N. B.

CANNED GOODS TRADE IN ENGLAND

Canned beef exports from the United States continue to show a marked decline. The latest figures of the Bureau of Statistics of the Department of Commerce and Labor showed exportations of canned beef for the month of April, 1907, amounting to 893,017 pounds, against 4,121,000 lbs. in April, 1906, and for ten months ending with April, 1907, showed but 13,032,703 pounds, against 56,730,873 pounds in the corresponding months of the preceding year, 1906. This seems to indicate that the total value of canned beef reported in the full fiscal year 1907 will scarcely reach 15,000,000 pounds, while in 1906, the total was 64,500,000 pounds; in 1905, 66,500,000 pounds, and in 1903, 76 1-3 million pounds. The value of the canned beef exports in the fiscal year about to end will probably not exceed \$1,500,000, against \$6,500,000 in 1906 and 1905, respectively, and practically \$8,000,000 in 1903. The highest figure ever recorded in the exportations of canned beef was that of the fiscal year 1891, when the total was 109,585,727 pounds, valued at \$9,068,906.

This reduction in the exportation of canned beef, which seemed in the beginning to be due to the large falling off in demand in Japan resultant upon the termination of its war with Russia, is now equally apparent in the trade with other countries.

Views of One Who Went Over.

In view of these facts the statement of Joseph Durney, of the Griffith, Dur-

ney Co., San Francisco, recently returned from a five weeks' tour of investigation of the principal English markets, is interesting. He says:

"The British consumer of canned goods is gradually overcoming his suspicion against canned or tinned goods, and there has been a remarkable picking up of trade in consequence. There was a time when the English consumer even refused to buy biscuits because they were packed in tins, and hundreds refused to purchase baking powders for the same reason. This costly prejudice grew out of the Chicago beef scandal.

Only a Tenth Left.

"My principal object in going to the other side was to ascertain personally the past effects of the Chicago meat disclosures on the canned goods trade, the present effect, and the prospects. I visited every prominent dealer in London and Liverpool and one and all told the same story: That at the time of the publication of the stories in reference to Chicago meat packers, and for several months thereafter, the English dealers' trade in canned goods of all kinds decreased to 10 per cent. of what it should have been and what it normally had been prior to that time.

"The dinner or supper of a working man in England consisted heretofore of bread and tinned meat, or tinned goods of some other kind, either fish or flesh. He instantly refused to buy tinned goods and subsisted for months on bread and cheese, and bacon when he could afford

to pay for it. The result was that cheese in a very few months doubled in price, and about the same time that he found he could no longer afford to buy cheese, he began to reason with himself and ask himself if he knew anyone who had been poisoned or made ill by eating canned stuff of any kind.

Back to Canned Meat Diet.

"He began to grow tired of cheese and craved for the diet he was formerly used to. During November the business that the dealers were doing in canned goods, as compared to what they had been doing for several months before, showed that the worst was over, and that the people were again commencing to eat canned stuff. The consumption each month grew better, so that during April the leading dealers admitted that they had been doing 80 per cent. of the business in canned goods that they formerly did and expected that in a short time the Chicago 'horror,' as they termed it, would be entirely forgotten."

A PUFF FROM HALIFAX.

C. E. Choat & Co., Halifax, write: "Your Spring and Export Number is without a doubt the best copy of Canadian Grocer you have ever turned out. The interior illustrations of the different stores are exceptionally interesting, also the pictures of window displays."

Prices on Knox's shredded gelatine have advanced to \$1.65 a dozen, and \$19.20 gross lots.

Our Guarantee goes with every pound of

# Crystal Granulated Sugar

For Preserving Purposes it has No Superior

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MANUFACTURED BY

## The Wallaceburg Sugar Co.

LIMITED

### WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

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**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 1c. a word each insertion.

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

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

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

**Yearly Contract Rates.**

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

**BUSINESS CHANCES.**

**FOR SALE**—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about \$3,000. Address Box 145, CANADIAN GROCER

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

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

**\$11,000** GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

**\$5,000** HARDWARE—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

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

**FIRST-CLASS** Residential Grocery doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

**FOR SALE.**

**FOR SALE**—One share in Oshawa Canning Co., Ltd., of Oshawa, purchased at \$100 can be bought for \$50.00. Box 148, CANADIAN GROCER, Toronto. 23

**A SNAP**—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

**SITUATIONS VACANT.**

**BRIGHT**, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

**SITUATIONS WANTED.**

**WANTED**—A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

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

**JAVA'S COFFEE CROP REDUCED.**

According to a recent telegram to The Hague Government from the governor-general of Netherlands-India, the Government's Java coffee crop for this year is estimated at 39,000 piculs (picul equals 1 1-3 pounds). In the colonial budget this crop was estimated by the minister at 125,100 piculs, but at the end of January last the minister was advised that the estimate had to be revised and to be reduced by 86,000 piculs. The reports from private estates are also very disappointing, and the exports of Java coffee generally promise to be very small this year.

Dr. Wiley, the American Pure Food Law administrator, recently wrote to a coffee firm that was trying to observe the law:

"I quite agree with you in regard to your ideas on the branding of coffee, that under the food law the term 'Java coffee' can only be used on coffees that are produced in Java. The product of neighboring islands not belonging to Java could not be included. I believe that under the food law the very prevalent practice of naming coffees 'Java' and 'Mocha' will be eradicated, at least we shall do everything in our power to secure correct branding."



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,  
MONTREAL

## A Twentieth Century Business Plan.

The twentieth century demands new business methods. A closer connection between the manufacturer and the retailer becomes more apparent every day. The old way of loading up retailers with inferior goods has been abandoned by all reputable manufacturers. It is an open secret that YOU could not make a mistake by stocking my

# PHARAOH and PEBBLE

because their superiority to all other *cigars* as trade-winners is admitted by a big majority of the grocers in Canada. My plan of doing business is an absolute surety of the goodness of my cigars as well as a guarantee of a fair and reasonable profit.

*If you do not know the Payne Plan of doing business you ought to.*

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

## MR. GROCER !

If the tobacco you sell is no good the man who pays the bills argues; "I've no faith to place in the purity and wholesomeness of his provisions". You eliminate all doubt from that man's mind by stocking

# T. & B.

the best pipe tobacco ever placed on the Canadian market. Ask any dozen pipe lovers you know which tobacco you should stock and their decision will please and pay us both.

**T. & B. SELLS MORE THAN TOBACCO**

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

**HAMILTON, CANADA**

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## COTTON SEED OIL ON ITS MERITS

Dr. W. H. Wiley Opposes Making it a Substitute for Olive Oil — Cotton Seed is as Nutritive—A Talk to the Oil Men.

Dr. W. H. Wiley, chief chemist of the American Department of Agriculture, and the man principally charged with the administration of the American Pure Food Law, recently addressed the cotton seed oil crushers in convention at the Jamestown exhibition on "A good name is rather to be chosen than great riches." It sounds sermonistic, but the doctor was only advocating the claims of cotton seed oil to be sold as itself, rather than as a substitute for something else. He said in part:

"The text which I have just quoted furnishes a fruitful theme for thought. It appears to be quite in contrast with some other well-known expressions on the same subject. Shakespeare, for instance, says, 'A rose by any other name would smell as sweet.' It is quite true that a rose by any other name would smell as sweet, but nobody wants to call a rose an onion or garlic. The name, therefore, becomes valuable because of its association and because of its distinctive character. While it is true that a name has no intrinsic value, it nevertheless has a commercial value. Perhaps it is not extravagant to say that 90 per cent. of all the business that is done in this country is based upon the commercial value of names, so that literally as well as figuratively, it is true that a good name is to be chosen rather than great riches. Among inanimate things we have the same principle obtaining, as certain names of objects which we associate with certain qualities. For this reason it is that unscrupulous persons may take advantage of a name for improper purposes. The fact that forgery is practised shows the commercial value of a name, and this brings me to the practical part of this address—namely, the use of wrong names upon food products."

### All Oils Nutritive.

Dr. Wiley then went on to describe the imitations of sherry wine, olive oil, champagne, cognac, maple sugar, New York cheese, California fruits from eastern States, New Orleans molasses from Chicago, and blue point oysters from all along the coast. He held that the result is a cheapening of the real article and a loss to the manufacturer of it. He dwelt at length upon olive oil imitations, claiming that in nutritive qualities all vegetable oils are nearly equal, but as olive oil was generally preferred, the others had been used to imitate it instead of being sold for what they are upon their merits. Referring to glucose, he said: "The disadvantage under which glucose labors to-day is due, in my opinion, to the persistent and determined efforts to distribute it among the citizens of this country under some false name."

### Into Favor Under its Own Name.

Referring to cotton seed oil Dr. Wiley said: "This, as we know, is not only one of the cheapest but one of the best of the vegetable oils made to-day by the modern processes. It is sweet, wholesome, palatable and nutritious, and yet we find it laboring under certain disadvantages, and these, in my

opinion, are not due to lack of merit in the product, but to the treatment to which it has been subject, presumably by its friends. Just now for the first time they are beginning to be willing to own their own child under its own name and are telling the people of the country that they are eating, not olive oil, not something else under a French name, not salad oil, not table oil, but that they are eating cotton seed oil. There is certainly nothing to be ashamed of in the name. It ought to be a synonym of purity, palatability and excellence, and now it is time to push the propaganda which is already begun in favor of calling it by its own name. There is no longer any excuse to try to cover up matters of this kind—we should recognize the dictum that the days of delusion and deception are gone. The people of this country are in earnest about this matter. If cotton seed oil is not a fit substance to be consumed by man, then let us stop trying to make him consume it.

"I know it is perfectly certain that not one of you here sells from your factory cotton seed oil for anything else or more than what it is, but you have a great moral power which should be wielded in this matter, that is, you should say to the consumer who buys from you: 'You must not sell this for anything else than cotton seed oil. We believe it to be a good product, suitable for human consumption when properly refined, and we do not care to have a continuance of the handicap under which it is sold and used.'"

J. H. Crawford, also of Kingston, has been awarded the contract to supply Kingston district with supplies for military camp.

# SWEET CAPORAL



# CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all the Wholesale trade

## CLAY PIPES

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

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

Firm Established in 1887

**JOS. COTE**

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Town  
Warehouse: 119 St. Andrew St., Lower Town  
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS } 5c.  
CHAMPLAIN }  
EL SERGEANT 10c.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

**BE SURE TO ATTEND!**

**The Retail Grocers' Annual Convention for the Province of Ontario**

TO BE HELD AT

**Hamilton, Tuesday, July 2nd, 1907**

COMMENCING AT 10 O'CLOCK A.M.

A day devoted to live subjects of direct interest to the entire Retail Grocery Trade of the Province. Prominent speakers from the Wholesale and Retail Grocers' organizations of the United States and Canada, will be present. **You are invited by the Provincial Officers of the "Grocers' Section" of "The Retail Merchants' Association of Canada."**

M. MOYER, Grocer, Toronto, *Provincial Chairman.*

E. M. TROWERN, *Dominion & Provincial Secretary,*  
21 Richmond St. West, TORONTO, ONT.

The Annual Convention of the Ontario Provincial Board of "The Retail Merchants' Association of Canada" will be held at Hamilton on the two following days, viz., July 3rd and 4th, to which you are also invited.

**CANNED GOODS**

We advise our customers to send us as soon as possible their orders for the

**NEW CROP CANNED GOODS**

As the packers will not accept orders after the 30th of June inst., it is wise to be right now on the lookout for **YOUR PREFERRED** brands.

**CHOICE AND FANCY**

**BARBADOES MOLASSES**

We have just received some Barbadoes Molasses which we have started to deliver from the wharves. We are at your service and guarantee you complete satisfaction.

**LAPORTE, MARTIN & CIE, LTD.**

Wholesale Groceries, Wines and Liquors, **MONTREAL**

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

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

No money required. We furnish capital.

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

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

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**WALL PAPER SITUATION.**

Urged to greater efforts by the success of last year's designs, the wall paper manufacturers have developed patterns for the 1908 trade which promise exceptionally well. The beginning of June will see many travelers on the road with the new lines. It is almost impossible to enter into a discussion on the new offerings at this date, but another month will unfold the whole range. In anticipation of a greater business even than the present season's Canadian manufacturers are putting themselves in readiness to meet the utmost demands.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns, and some good designs rather out of the usual will be shown.

A few years ago mostly all wall papers were imported into Canada. Now, Canadian manufacturers are able to supply goods which in many cases far outdistance imported lines at the same price.

**SOME OF THE NEW LINES.**

The following information has been furnished us in regard to the new lines of one wall paper manufactory:

"One of the newest things is the metal background, which has so suddenly broken into favor in the leading art centres of the world. Chamber decorations in all grades, from charming Dresden stripes to elaborate crown effects in unique and handsome colorings are shown. Paneling in two-third decoration styles has been so cordially accepted during the past season that the new samples will have some elegant lines. Scenery friezes properly colored loom large. Silks and duplex papers have their right places, and in addition to the large line of well colored everyday goods, new ceilings in ivory and white will be shown in large variety. We were never so busy before, and we were never so enthusiastic as we are over this season's samples."

**AUSTRALIA IN THE ORIENT.**

**Rapid Growth of Flour and Wheat Business Following American Boycott.**

Canada is not the only British colony looking for a share of the grain and flour trade of the Orient. D. H. Ross, the Canadian commercial agent at Melbourne, writes:

The development in Australian wheat and flour trade with the east, now in progress, is a matter of considerable importance. The origin of the movement was the Chinese boycott of American goods, which diverted part of the flour trade from America to Australia. Last year's exports of flour to the east consequently showed a substantial increase, while, in addition, an export trade in wheat for Japan has been established. This year the trade thus started shows a tendency to increase still further. Many Australian brands of flour have become known to the Chinese in a way that is bringing a regular flow of orders, the great advantage of China trade being the tenacity with which the Chinese stick to a brand of

# STAUNTON'S

New

## Wall Papers

For 1908

Our 51st OFFERING to THE TRADE  
is nearly READY.

---

FOR HIGH QUALITY OF DESIGNS, EXCELLENCE OF COLOR TREATMENTS, PRICE VALUES, IT SURPASSES ALL PREVIOUS SHOWINGS.    ::    ::    ::    ::    ::

VALUE IS THE VITAL POINT IN BUSINESS. OUR VALUES ARE UNQUALIFIEDLY THE BEST OBTAINABLE FOR THE MONEY.    ::    ::    ::    ::    ::

BETTER HOLD YOUR ORDERS UNTIL YOU  
HAVE EXAMINED THESE EXCEPTIONAL GOODS.

We will soon distribute our new ART CALENDAR for 1907-8. Send your name on a post card and prevent being unintentionally overlooked. Mailed ONLY to WALL PAPER DEALERS.

---

### STAUNTONS LIMITED

Manufacturers of Superior Wall Papers

## TORONTO

which they have ascertained the merits. The volume of business has outstripped the regular accommodation of the three steamship lines in the trade, and a number of additional steamers have been taken up. The extra steamer announced for this month's loading is expected to take fully 6,000 tons, mainly flour. A steamer from Adelaide will take about 3,500 tons, including a considerable proportion of wheat. A steamer cargo of 4,000 tons wheat has been engaged to be loaded for Japan. Another cargo of about 3,500 tons is to be loaded for the east from Melbourne. Altogether about 17,000 tons are expected to be shipped from Australia by the end of May or early in June under special arrangements, in addition to usual shipments by the regular lines. With continued good seasons in Australia, exporters of wheat and flour are

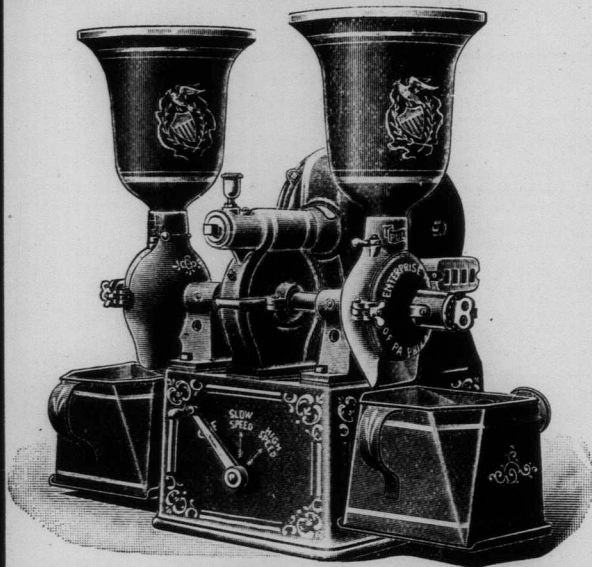
looking forward to a market of magnitude and permanence in the far east.

**AN APPRECIATION.**

The "Export Number" of the Canadian Grocer has come to be an institution with western wholesale men, and always contains a mass of reliable and useful information. This year's number just to hand, is fully up to previous numbers in quantity and quality, and certainly deserves special mention for the unique beauty of the cover. The upper half suggests the docks at Fort William, the railway train disgorging freight at one side and the great lake freighter receiving it at the other. The lower half shows a broad expanse of ocean with the great gulls sweeping over it, and just against the skyline one of the freight leviathans of the ocean bearing Canadian products to the world's end.—Manitoba Free Press.

**Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An**

**“Enterprise” Electrically Driven Coffee Mill**



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper hold six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with 3/4 H.P. motor for direct current, or with 1/2 H.P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

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

**WALKER BIN**

fixtures are designed for the complete equipment of the modern grocery; securing prompt, efficient and economical service.

**GROCERY**

fixtures that display the stock temptingly and invitingly are a large factor in business-building.

**FIXTURES**

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET ALL THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**THE WALKER BIN & STORE FIXTURE CO., LIMITED**  
**BERLIN, ONT.**

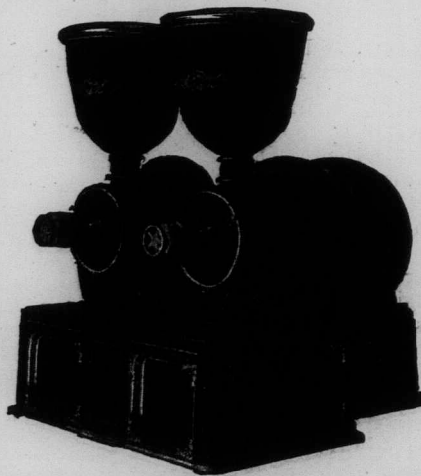
Representatives  
Manitoba: Stuart Watson, Winnipeg, Saskatchewan and  
Alberta:—J. C. Stokes, Regina, Sask.

**COLES Electrically Driven Coffee Mills**

Single and Double Grinder

Pulverizing and Granulating

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



**Our Grinders Wear Longest**

**Grinding Capacity**

Granulating 2 lbs. per minute.

**COLES MANUFACTURING CO.**

No. 1615-1635 North 23rd St.

**PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Tedhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.E.

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



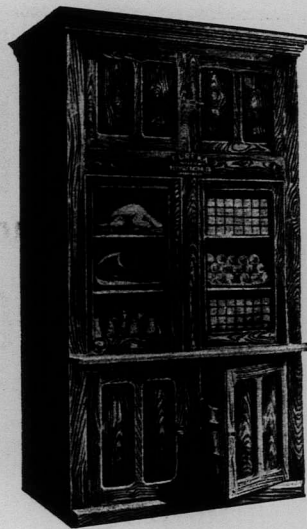
# OLIVE OIL—THE PUREST

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

Manufactured by

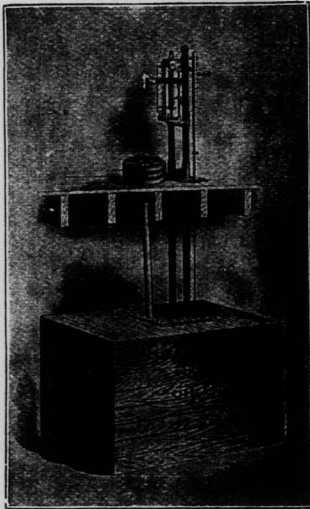
**The CANADIAN CASTILE SOAP CO., Limited**  
Berlin, Canada

THE BEST **LAUNDRY SOAP**



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

## The Tank That Saves



Cut No. 1—Cellar Outfit  
One of Fifty Styles

Unless you have a Bowser Self-measuring Oil Tank, you are constantly losing money through leakage, evaporation, dripping and careless handling.

Why not install a Bowser and let it pay for itself in the first year by the money it saves? Meanwhile its safety, convenience and cleanliness are all clear gain.

Send for catalog B which illustrates and describes the Bowser Tanks.

**S. F. BOWSER & COMPANY, Limited**  
66-68 Fraser Ave., Toronto

If you have an old Bowser and a new one, write us for our liberal exchange offer.

## ALLISON COUPON BOOKS

Eliminate all occasion for disputes, because when you use them there is nothing to wrangle about, so far as your accounts go.



If a Man Wants Credit for \$10.00 and is good for it, give him a \$10.00 Allison Coupon Book and charge him with it. No trouble. If he buys a plug of tobacco for 10c. tear off a ten cent coupon—that's all. No pass books, no charging; no lost time, no errors, and no disputes. Cancelled sample free.

For Sale by Jobbing Grocery and Paper Houses Everywhere

**ALLISON COUPON CO.,**

Manufacturers  
Indianapolis, Indiana.

### Foolish Economy

There is such a thing. There are men who save dimes to lose dollars. The retailer who worries along without our

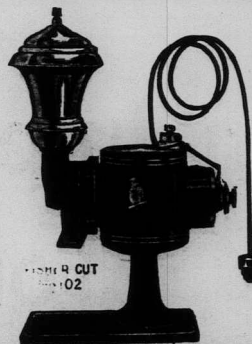
## "Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

**The Carter-Grume 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**

# TWO FLAG BRAND

## Norwegian Smoked Sardines

Specially selected small fish packed in the highest grade pure Olive Oil.

**\$11.00 per case 100 Key Opener Tins, 1-4s.**

Net Cash f.o.b. Toronto.

# OLIVE OIL

Packed by HUDON & CARTIER, Bordeaux, France

Guaranteed pure and the highest grade manufactured.

**1-2 pints, cases 2 dozen, \$2.00 per doz.**

**Pints " 2 " \$3.00 "**

**Quarts " 1 " \$5.00 "**

Net Cash f.o.b. Toronto.

Ask your jobber to supply you or if he cannot, write to the Canadian Agents,

**MacLaren Imperial Cheese Co.**  
**Toronto** **LIMITED**

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Gro

Cook's  
Size 1, 1  
" 10,  
" 3,  
" 12,  
" 3,  
Pound  
12-oz. ti  
5-lb.

Diam  
1-lb. tin  
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1-lb. tin

Cases.  
4-doz...  
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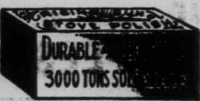
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A Guarantee that is Worth Something

**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

# STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

## FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL



Stock these brands:—

## BORDEN'S

"EAGLE BRAND" Condensed Milk and  
"PEERLESS BRAND" Evaporated Cream.

Being Purest and Best, they will pay you better than any other brands.

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

Scott, Bathgate & Co., Winnipeg, Man.

ShaVreos, Macguy & Co., Vancouver and Victoria, B.C.



(Unsweetened)

Al  
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10 00  
15 00  
20 00  
25 00  
30 00  
35 00  
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BRUN  
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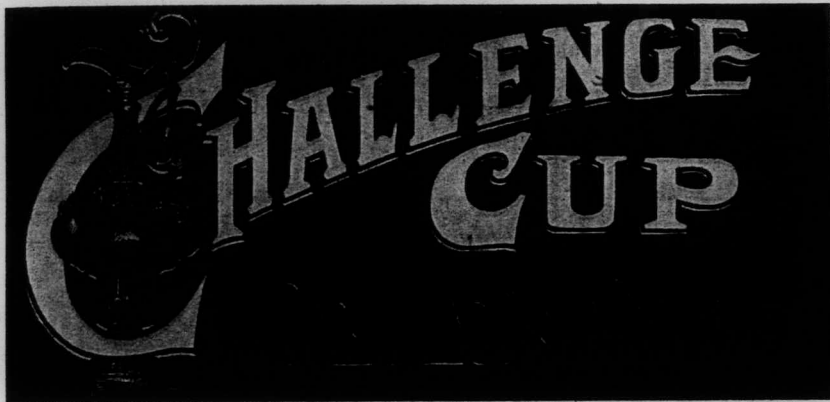
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BAYLOR'S W  
Agents, R  
1-lb. glass jar

Compound  
12-oz glass jar  
2-lb. tin, 2 d  
5 and 7-lb. tin  
Case  
7 and 14-lb.  
30-lb. wood p  
Compound P  
7-oz glass jar

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

**DO YOU WANT A LEADER?**



Something special to offer your customers? If so

**Challenge Cup Tea**

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in 1/2 and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

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.**

00 to \$3 00 books	3 cents each
10 00 "	4 "
15 00 "	5 "
20 00 "	6 "
25 00 "	7 "
30 00 "	8 "
35 00 "	9 "
40 00 "	10 "
45 00 "	11 "
50 00 "	12 "

**Cleaner.**

**BRUNWICK'S EASYBRIGHT**

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

Wholesale Agent.  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**

LAPORTE, MARTIN & CIE, 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

**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 1-c. packets, \$3 per box, or three boxes for \$8.40.

**Infants' Food.**

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

**Jams and Jellies.**

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UFTON & CO.

Compound Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case, per lb. 0 07  
5 and 7-lb. tin pails, 4 and 3 pails in case, per lb. 0 07  
7 and 14-lb. wood pails, per lb. 0 07  
30-lb. wood pails, per lb. 0 06  
Compound Fruit Jellies—  
7-oz. glass jars, 2 doz. in case, per doz. 1 00

7-lb. tins, 2 doz. in case per lb.	0 07
5 and 14-lb. wood pails, 6 pails in crate	0 06
30-lb. wood pails, per lb.	0 07
Home Made Jams—absolutely pure— 1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	\$1 80
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

**Lard.**

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces \$0 10	20-lb. tins	2 18
4-bbls. 0 11	Cases 3-lb.	0 11
Tubs, 60 lbs. 0 11	5-lb.	0 11
Pails 2 28	10-lb.	0 11

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 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
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

**Lime Juice.**

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz 2 90  
Pint " 2 " " 1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz 2 90  
Pint " 2 " " 1 85

**Lye (Concentrated).**

GILLET'S PERFUMED.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases of more	\$ 40

**Mince Meat.**

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

**Mustard.**

COLMAN'S OR KEEB'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 35
F.D. 4-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

S. D. MARCEAU, Montreal.

"Condor" 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 35
4-lb. jars	per jar 1 20
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 25
4-lb. jars	per jar 0 70
1-lb. jars	0 35

**Olive Oil.**

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva, qts. 12's	\$5 75
" pta. 24's	6 50
" pta. 24's	4 25

**Orange Marmalade.**

T. UFTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

**Sauces.**

PATERSON'S WOOLSTER SAUCE.

Agents, Rose & Lafamme, Montreal and Toronto.

1-pint bottles, 3 & 6 doz., per doz. 0 90  
1-pint " 3 doz. 1 75

**Soda.**

GOV BRAND.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1-lb. (containing 30 per box, \$3 00.  
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.  
Case of 50. pkgs. containing 30 pkgs., per box, \$3

**MAGIO 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.

Royal City Soap (bar)	1 case, 5 case, 2 50, 2 40
Peerless Soap (bar)	2 50, 2 40
Standard Soap (cake)	2 40, 2 30
Crystal Soap Chips, per lb. 5c.	
A. P. TIPPET & CO., Agents.	
Maypole soap, colors	per gross \$10 20
black	15 20
Oricle soap	" 10 20
Gloriola soap	" 12 00
Straw hat polish	" 10 20

**Starch.**

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—

No. 1 White or blue, 4-lb. carton	\$ 0 06
No. 1 " 3-lb.	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-rid boxes	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, blue and kegs	0 07
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel	per box 1 25 to 2 50

Culinary Starch—  
Benson & Co.'s Prepared Corn 0 07  
Canada Pure Corn 0 06

Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10

**AMERICAN PURE FOOD COMPANY.**

Japanese Starch.

1 case, 5 doz.	\$5 00
5 " 5 " "	4 85
Lot 5 cases, freight paid.	

OORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 50  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. 0 50

# Far Reaching

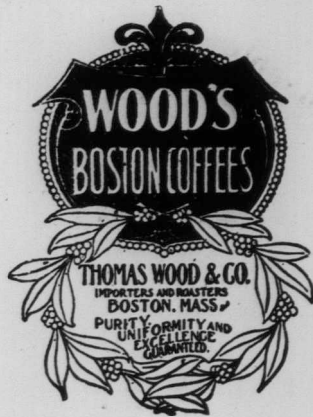
One can travel up near to the Artic Circle.  
One can go far down toward the Equator.  
And still he will find his journey anticipated by

## "WOOD'S COFFEES"

Universally used, they are an important asset of industrial and social life on this continent.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - MONTREAL,



Finest Quality White Laundry—	
5-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 300 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 5 in case.	0 07½
6-lb. enameled tin canisters, 5 in case.	0 07½
Kegs, ex. crystals, 400 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 46 cartons, per case	2 50
Oulinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkgs, cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Oulinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs.	0 05½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 36 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½



OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

LAUNDRY RUBBER STARCH.

Agents, Rose & Laflamme, Montreal and Toronto.

32 packages in case, per case . . . . . 2 35

J. & J. OULMAN, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

In papers of 4 to 5 lbs. . . . . 6½c.

Blue, white or assorted.

In Victoria—Cardboard Boxes—

4 lbs. net weight . . . . . 8½c.

1 lb. gross weight . . . . . 8½c.

1 lb. gross weight . . . . . 9c.

1 lb. gross weight . . . . . 10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight . . . . . 9½c.

Stove Polish.



Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 600 lbs.	0 3 per lb.
Half-barrels, 350 lbs.	0 03½
Kegs, 150 lbs.	0 03½
2-gal. pails 25 lbs.	1 15 each
3 " 38½ lbs.	1 60
Retail tins, with label—	
5 lb. tins, 2 doz. in case.	2 25
5 " 1 " " "	2 55
10 " 1 " " "	2 50
20 " 1 " " "	2 45
(5, 10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can.	4 40
1 " " per case.	5 45
" " " " " "	5 70
LUCAS, STEELE & BRISTOL.	
Empire Maple Syrup—	
Cases, 24 pts. 2 50	Cases, 24 qts. 4 80
" 12-gal 4 80	" 6 gals. 4 50
" 1, 5-gal 4 00	
54 lots prepared up to 40c. rate.	
Empire Golden Syrup—	
Cases, 24-2s. 2 00	Bbls. per lb. 0 02½
" 12-5s. 2 45	½-bbl. " 0 03
" 6-1½s. 2 40	Kegs. " 0 03½
" 3-20s. 2 35	Pails, \$1.10 and \$1.50
Usual freight allowance for factory shipments.	
ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.	0 02½ per lb.
Half-barrels, 350 lbs.	0 03
Kegs, 150 lbs.	0 03½
2-gal. pails 25 lb.	1 10 each
3 " 38½ lbs.	1 50
2-lb. tins, 24 in case, per case	2 00
5-lb. " 6 " " "	2 45
10-lb. " 6 " " "	2 40
20-lb. " 3 " " "	2 35



Teas.	
SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1's.	\$0 20 \$0 25
Green Label, 1's and ½'s.	0 21 0 26
Blue Label, 1's, ½'s, ¼'s and 1/8's.	0 22 0 30
Red Label, 1's, ½'s, ¼'s and 1/8's.	0 30 0 40
Gold Label, 1's.	0 35 0 50
Gold Label, ½'s.	0 44 0 60



Teas.	
LUDELLA CEYLON.	
Wholesale. Retail.	
Blue Label, 1's.	\$0 18½ \$0 25
Blue Label, ½'s.	0 19 0 25
Orange Label, 1's and ½'s.	0 21 0 30
Brown Label, 1's and ½'s.	0 22 0 40
Brown Label, ¼'s.	0 30 0 40
Green Label, 1's and ½'s.	0 35 0 50
Red Label, ½'s.	0 40 0 60

THOS. LIPTON  
Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black. retail wholesale  
"A," ½'s and 1's, tins . . . . . 0 50 0 37  
"B," ½'s and 1's . . . . . 0 40 0 30  
"C," ½'s and 1's . . . . . 0 30 0 22  
"D," 1's . . . . . 0 23 0 20

LAPORTE, MARTIN & CIE, LTD.  
Japan Teas—  
Victoria, hf-c, 90 lbs . . . . . 0 25  
Princess Louise, hf c, 80 lbs . . . . . 0 19  
Ceylon Green Teas—Japan style—  
Lady, cases 60 lbs . . . . . 0 18  
Duchess, cases 60 lbs . . . . . 0

LIPTON'S TEAS.  
Airtight Tins Only. Ceylon and India Black  
Blend A, pink label, 1's and ½'s . . . . . 0 35 0 50  
" B, orange label, 1's, ½'s, ¼'s. 0 30 0 40

Blend C, blue label, 1's and ½'s . . . . . 0 22 0 37  
" D, green label, 1's only . . . . . 0 20 0 25



MOTHER'S FAVORITE MELAGANA TEA.  
put up in 60 and 100 lb. boxes.  
Wholesale. Retail.  
Black, green, mixed, 1 lb. . . . . 0 20 0 25  
" " 1 lb. . . . . 0 21 0 26  
" " 1 lb. & ½'s. 0 22 0 30  
" " 1 lb., ½'s & ¼'s. 0 30 0 40  
" " 1 lb. & ½'s. 0 35 0 50  
" " 1 lb. & ¼'s. 0 40 0 60  
" " ½'s . . . . . 0 42 0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.  
Black Label, 1-lb., retail at 35c. . . . . \$0 19  
" ½-lb. " " " " . . . . . 0 20  
Blue Label, retail at 30c. . . . . 0 22  
Green Label. " 40c. . . . . 0 28  
Red Label. " 50c. . . . . 0 35  
Orange Label, " 60c. . . . . 0 42  
Gold Label, " 80c. . . . . 0 55



Head Office, St. John, N.B.  
Toronto Office, 3 Wellington E.  
Wholesale. Retail.  
Brown Label, 1's and ½'s. . . . . 0 20 0 25  
Orison " 1's and ½'s. . . . . 0 22 0 30  
Green " 1's and ½'s. . . . . 0 25 0 35  
Blue " 1's, ½'s, ¼'s, 1/8's. . . . . 0 30 0 40  
Bronze " 1's, ½'s, ¼'s. . . . . 0 36 0 50  
Gold " 1's, ½'s, ¼'s. . . . . 0 44 0 60  
All grades, either black, green or mixed.



Wholesale. Retail.  
Yellow Label, 1's and ½'s. . . . . 0 20 0 25  
Green Label, 1's and ½'s. . . . . 0 22 0 30  
Blue Label, 1's and ½'s. . . . . 0 25 0 35  
Red Label, 1's, ½'s and ¼'s. . . . . 0 30 0 40  
White Label, 1's, ½'s and ¼'s. . . . . 0 35 0 50  
Gold Label, 1's and ½'s. . . . . 0 42 0 60  
Purple Label, 1's and ½'s. . . . . 0 55 0 80  
Embossed, 1's and ½'s. . . . . 0 70 1 00



Wholesale. Retail.  
Red Label, 1-lb. and ½'s. . . . . \$0 25 \$0 50  
Blue Label, 1-lb. and ½'s. . . . . 0 28 0 60  
Green Label, 1-lb. . . . . 0 19 0 35  
Green Label, ½'s . . . . . 0 30 0 55  
Japan 1's . . . . . 0 19 0 35

E. D. MAROEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes . . . . . \$ . . . . .	
" " III 80-lb. boxes . . . . .	
EMD AAA Japan, 40 lb "at. . . . .	
" AA " 40 " " " . . . . .	
Blue Jay, basket fired Japan, 70 lbs., . . . . .	
"Condor" IV 80-lb. " . . . . .	
" V 90-lb. " . . . . .	
" XXXX 80-lb. boxes . . . . .	
" XXXX 30-lb. " . . . . .	
" XXX 80-lb. " . . . . .	
" XXX 30-lb. " . . . . .	
" XX 90-lb. " . . . . .	
" XX 30-lb. " . . . . .	
" LX 60-lb. per case, lead 0 27½	
packets (25 1's and 70 ½'s)	
"Condor" Ceylon black tea in lead packages	
Green Label, 1's, ½'s and 1's, . . . . .	0 27½ at 0
60-lb. cases . . . . .	
Grey Label, 1's, ½'s and 1's, . . . . .	0 30 at 0 23
60-lb. cases . . . . .	
Yellow Label, 1's and 1's, . . . . .	0 35 at 0 26
60-lb. cases . . . . .	
Blue Label, 1's, ½'s and 1's, . . . . .	0 40 at 0 30
50-lb. cases . . . . .	
Red Label, 1's, ½'s and 1's, . . . . .	0 50 at 0 34
60-lb. cases . . . . .	
White Label, 1's, ½'s and 1's, . . . . .	at 0 40
60-lb. cases . . . . .	
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 . . . . . per lb. . . . .	0 35
No. 2 . . . . . " " " " . . . . .	0 30
No. 3 . . . . . " " " " . . . . .	0 25
No. 4 . . . . . " " " " . . . . .	0 20
No. 5 . . . . . " " " " . . . . .	0

THOMAS WOOD & CO.  
Montreal and Boston

wholesale retail  
Wood's Primrose, per lb. . . . . 0 35 0 70  
" Golden Rod . . . . . 0 30 0 50  
" Fleur-de-Lis . . . . . 0 25 0 40  
Pack in ½-lb caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s. . . . .	\$0 46
" Amber, 8s and 2s. . . . .	0 60
" Ivy, 7s. . . . .	0 50
" Rosebud, 7s. . . . .	0 61
Chewing—Currency, 12s. and 6½s. . . . .	0 46
" Old Fox, 12s. . . . .	0 48
" Snowshoe, 6½s. . . . .	0 51
" Pay Roll, 7½s. . . . .	0 58
" Stag, 10 oz. . . . .	0 45
" Bobs, 6s. and 12s. . . . .	0 45
" 10 oz. bars, 6½s. . . . .	0 45
" Fair Play, 8s. and 12s. . . . .	0 53
" Club, 6s. and 12s. . . . .	0 46
" Universal, 12s. . . . .	0 47
" Dixie, 7s. . . . .	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.  
Cote's Fine Cheroots, 1-10 . . . . . \$15 00  
V.H.C., 1-20 . . . . . 25 00  
St. Louis (Union), 1-20 . . . . . 33 00  
Champion, 1-20 . . . . . 35 00  
El Sergeant Premium, 1-20—1-40 . . . . . 55 00  
J. O. Ol, Havana P. Finca, 1-20 . . . . . 75 00

Vinegars.

E. D. MAROEAU, Montreal. Per gal  
EMD, pure distilled, highest quality. \$0 30  
Condor, pure distilled . . . . . 0 27½  
Old Crow . . . . . 0 25  
Special prices to buyers of large quantities.  
White Wine, proof . . . . . 0 32  
" extra strength pickling . . . . . 0 25  
" XXX . . . . . 0 20  
" XX . . . . . 0 20  
" X . . . . . 0 18

Yeast.  
Royal yeast, 3 doz. 5c. pkgs. . . . . \$1 10  
Gillett's cream yeast, 3 doz in case . . . . . 1 10



**Batger & Co.**  
London, Eng.

**Do It Now**  
Travellers  
are out

**Before Ordering**

**Xmas Crackers,  
Stockings,  
Fancy Goods,  
Wedding Cake  
Ornaments,  
Etc., Etc.**

Ask for prices  
or a showing  
of samples.

AGENTS:

**Rose & Laflamme**  
Montreal and Toronto

*Some Seasonable Sellers*

**Cunningham & De Fourier Co.**

LONDON, ENG.

**Pickles**—Small Vegetables and well packed.

**Soups in Glass** of the very finest quality.

**Dried Herbs**—Full English strength.

**Potted Meats** that have the real, true flavor  
which the label denotes.

AND MANY OTHER LINES

**All Big Sellers with Good Profits**

AGENTS

Rose & Laflamme, Montreal - Toronto



**THE  
TWENTIETH  
CENTURY  
FLY-CATCHER**

About 3 ft. of Fly-Catching Space.

**BROWN'S FAMOUS CATCH 'EM ALL**

**1<sup>st</sup>. FLY COIL**

Will catch and hold more Flies to the square inch  
than any other Fly-Catching device in the world.

**GOOD PROFITS**

**LARGE SELES**

**COMPLETE SATISFACTION**

Of all Wholesale Houses or direct from

**Brown's Fly Coil Co. Bury**  
Ltd., (Lance) Eng.

**Conserve Your Profits**

Claiming all the excellencies under the sun for  
our Jams and Jellies would not make them excellent,  
and, luckily, shrewd grocers know it.

Shrewd grocers also know  
that our

**Jams, Jellies  
and  
Marmalades**



have proven their superiority  
to the next best brand, and  
that they are the preferred  
preserves amongst particular  
housewives. If you know the

reasons for this preference, you know how to

**Conserve Your Profits**

If not—you ought to know.

**The Belleville Fruit & Vinegar Co.**

LIMITED

**BELLEVILLE, ONT.**

# CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

**Accountants and Auditors.**  
Davenport, Pickup & Co., Winnipeg.  
**Awnings, Tents, Rope, Etc.**  
Gourock Rope Exporting Co., Montreal.  
Tobin Tent & Awning Co., Ottawa.  
**Baking Powder.**  
Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W. Co., Toronto.  
McLaren's, D., Montreal.  
National Drug Co., Montreal.  
**Beer-Non-Alcoholic.**  
Kops Breweries, London, S.W.  
**Biscuits, Confectionery, Gum, Etc.**  
Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
Mansell, Hunt & Catty Co., Montreal.  
McLauchlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
**Box Strapping.**  
Warminton, J. N., Montreal  
**Brooms, Brushes and Woodenware.**  
United Factories Ltd., Toronto.  
Woods, Walter, & Co., Hamilton.  
**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Canadian Cannery, Hamilton.  
Farmers' Canning Co., Bloomfield, Ont.  
Lakeside Canning Co., Wellington, Ont.  
Old Homestead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.  
**Cash Sales Books.**  
Carter-Crume Co., Toronto.  
**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin  
**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougal, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.  
Warminton, J. N., Montreal  
**Cocoas and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Bears, John, Ltd., Winnipeg.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Frame-Food Co., London, S.W.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestle's Chocolate, Montreal.  
**Cocunut.**  
Canadian Cocunut Co., Montreal.  
**Computing Scales.**  
Butt, Wm. J., Winnipeg.  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.  
**Concentrated Lye.**  
Gillett, E. W. Co., Toronto.  
**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.  
**Counter Check Books, Etc.**  
Carter-Crume Co., Toronto.  
**Crockery, Glassware and Pottery.**  
Campbell's, R. Sons, Hamilton.  
Toronto Pottery Co., Toronto.  
**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Co., Hamilton, Ont.  
Ingersoll Packing Co., Ingersoll, Ont.  
Fearman, F. W. Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto

O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Power, B. F., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Egan, Wm., & Co., Toronto.  
**Delivery Wagons.**  
Abbott, H. G., & Co., London, Ont.  
Ewart, J. A., Toronto  
**Egg Trays.**  
Sfar Egg Carrier & Tray Mfg. Co.  
Rochester, N. Y.  
**Financial Institutions & Insurance.**  
Bradstreet Co.  
**Fish.**  
Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., & Co., Liverpool, Eng.  
Loggie, W. S., & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.  
**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
**Fly Coil.**  
Brown's Fly Coil Co., Bury, Lancs, Eng.  
**Foreign Importers.**  
Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
MacDonald, Gordon & Co., London, Eng.  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
**Fruits—Dried, Green, and Nuts.**  
Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Fisher, Frederick, & Sons, London, Eng.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinross, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Rattray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.  
**Gelatins.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.  
**Grain, Flours and Cereals, Seeds.**  
Alexander Milling Co., Ltd., Brandon.  
Battle Creek Toasted Corn Flake Co.,  
London, Ont.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Leitch Bros, Oak Lake, Man.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Woodstock Cereal Co., Woodstock, Ont.  
**Grocers—Wholesale.**  
Balfour, Smye & Co., Hamilton.  
Ozo Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
Colson, E. C. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinross, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Mathewson's Sons, Montreal.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Modern Canner Co., St. Jacobs, Ont.  
Sprague Canning Machinery Co., Chicago  
**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.  
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Walker Bin & Store Fixture Co., Berlin.  
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Windsor, J. W., Montreal.  
Goodwillie—Rose & Lafamme, Montreal  
Smith, E. D., Winona, Ont.  
Ozo Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
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Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Honeyman, Haultain & Co., Regina.  
Homes, W. G., & Co., Calgary, Alta.  
Hughes, A. J., Montreal.  
Jarvis, C. E., & Co., Vancouver, B.C.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
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MacLaren Imperial Cheese Co., Toronto  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm. Co., Toronto.  
Shallcross, Macaulay & Co., Victoria and  
Vancouver, B.C.  
Standard Brokerage Co., Vancouver  
Scott, Bathgate, & Co., Winnipeg.  
Tew, Richard & Co., Toronto.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
**Matches.**  
Improved Match Co., Montreal.  
**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
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Fearman, F. W., Co., Montreal  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
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N.E.  
Ozo Co., Montreal.  
Hudson, Hebert & Oie, Montreal  
Paterson's—Rose & Lafamme, Montreal.

Taylor & Pringle, Owen Sound, Ont.  
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Comm'n Sense Mfg. Co., Toronto.  
**Poishes—Metal.**  
Majestic Polish's, Ltd., Toronto.  
Oakley, John, & Sons, London, Eng.  
**Poishes—Shoes.**  
Dalley, F. F. Co., Ltd., Hamilton, Ont.  
Whitemore Bros. & Co., Cambridge Mass.  
**Poishes—Stove.**  
Nickel Plate Polish Co., Chicago.  
Morse Bros., Canton, Mass.  
**Refrigerators.**  
Fabien, C. P., Montreal.  
Hanson, J. H., Montreal  
Hillock, John, & Co., Ltd., Toronto.  
**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.  
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Canadian Castile Soap Co., Berlin, Ont.  
Darling & Brady, Montreal.  
Guelph Soap Co., Guelph, O. It.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Taylor, John, & Co., Toronto.  
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St. Lawrence Starch Co., Port Credit.  
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Montreal.  
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Dominion Molasses Co., Halifax, N.S.  
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"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.  
Wallaceburg Sugar Co., Wallaceburg, Ont.  
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Balfour, Smye & Co., Hamilton.  
Braid, Wm., & Co., Vancouver, B.C.  
Branson & Co., Ltd., London, Eng.  
Ceylon Tea Traders' Ass'n.  
Codville-Georgeson Co., Winnipeg  
Ewing, S. H., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
Lipton, Thos., New York.  
Minto Bros., Toronto.  
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Salada Tea Co., Toronto and Montreal  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Wood, Thos., & Co., Montreal.  
**Vinegar and Cider.**  
Belleville Fruit and Vinegar Co., Belleville  
Purnell, Webb & Co., Bristol, Eng.  
White, Cottell & Co., London, S.E.  
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Gillett, E. W. Co., Toronto.  
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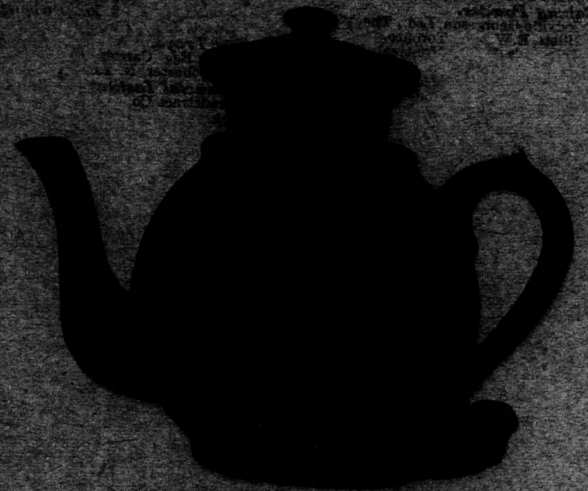
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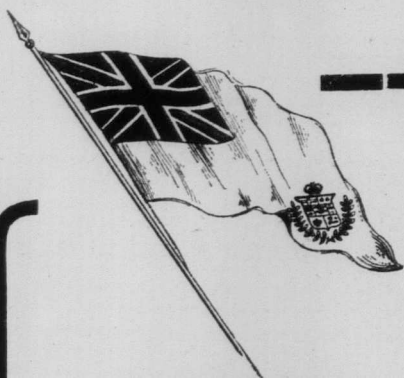
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