

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.

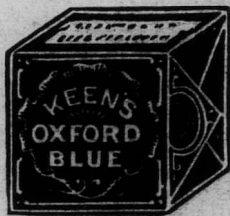
Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, APRIL 26, 1907.

NO. 17.

There is a certain amount of merit in every
kind of Laundry Blue.



Keen's Oxford Blue

however is all the time the standard blue of
highest merit. That's why it's the housekeeper's
favorite.

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

BENSON'S "Prepared" CORN

is prepared from the best selected corn and made on the
most hygienic and scientific principles. It has the steady
support and confidence of the housekeeper and dealer alike.
It has a smoothness, delicacy and purity possessed by no
other corn starches.

To sell "BENSON'S" is to sell the Best.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1856

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

C. & G.

Jars and packages are made
your shelves. They are made
and of the packages are made
goods which are made of
vining of wood and glass.
With C. & G. jars and
etc., is made of wood and
inside, and you can see
in every way and
parts is a guarantee of the quality.

A small volume of
attention and service.

CROSS

MADE IN U.S.A.

R

E
D
D

Standard Fish Specialties

You want the very best packed if you wish to give lasting satisfaction. The best are always the cheapest in the long run. We guarantee our Fish to be the best obtainable anywhere. You run no risk therefore, while you can stake your reputation on the quality.

QUALITY TELLS

" THISTLE "

Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the
CHEAPEST
but always
BEST

Every tin of
" Thistle " Fish
contains 16 oz.
eatable fish,
choicest quality.

April 26

One tin of
" Thistle " Haddies
contains more
eatable fish
than an ordinary
cured Haddock

Don't Substitute!

WE STRONGLY FAVOR GOVERNMENT INSPECTION.
You can get "Thistle" Fish from all first-class houses.

Sole Selling Agents :

Arthur P. Tippet & Co.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOES, W I

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

CALGARY

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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

REGINA.

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

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

TORONTO.

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

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

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

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

TORONTO.

**SWIFT'S
"SILVER LEAF"
LARD**
20-lb. Pails
60-lb. Tubs
Anderson, Powis & Co.
Toronto Agents

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

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

VANCOUVER.

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

WINNIPEG.

DO YOU wish to extend your business to this
GREAT WEST COUNTRY
WE CAN handle your account to our
MUTUAL ADVANTAGE.
Correspondence solicited. Established over 13 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

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

(Continued on page 4.)

A LEADER—

That a good many grocers make use of is their line of **JAPAN TEA** at twenty-five cents a pound.

WE HAVE ONE

A JAPAN TEA at 16c. lb.

Better send
for a sample.

that cannot be beaten.

IN MOLASSES

We have a reputation for the best values in the trade—you cannot beat our offerings, either in price or quality.

At present we have a snap in a

Strong Baking Molasses

brls. 25c., hf. brls. 27c.
imp. gal.

The cleanest and handiest package is our

“ANCHOR”

brand in

2 and 3-lb. tins

sell at
10 and 15c. per tin

When looking over your stock of
Spring house-cleaning needs

Don't forget
the **best**
furniture polish
you can buy.

“LIQUID VENEER”

in 25c. and 50c. bottles.
Write us for full particulars.

TWO SNAPS

We guarantee
the quality

LABRADOR HERRINGS

Half-barrels \$2.50

SKINLESS CODFISH

\$4.50 per 100 lbs.

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers

TORONTO

Some
People
say—

that the demand for a pan-
cake flour falls off with the
advent of warm weather—

This is not so if you are
selling the well known

“PICKANINNY”

**Buckwheat
and
Pancake**

FLOURS

These are all-the-year-
round sellers and with new
maple syrup make such an
appetizing dish that makes
them especial favorites just
now.

The best

10 cent on the
package market

From your wholesaler—
or order direct from

The **Western Milling Co.**

Limited
TORONTO, CAN.

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

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

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

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

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

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

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"

"Made in Canada" from specially selected pulp. Let us send you samples.



CANADA PAPER CO.

Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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.

STUART WATSON & CO.

Wholesale Commission Brokers and Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.

JOSEPH CARMAN

Wholesale Grocery Broker and Commission Merchant

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

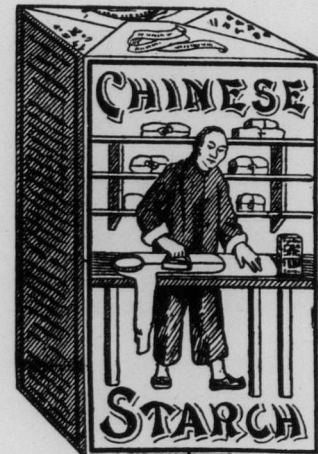
Correspondence Solicited. Highest References.

T. E. CHAREST

MANUFACTURERS' AGENT

11 ST. GABRIEL ST., QUEBEC

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



Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, 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.

Square your accounts

RED
WHITE
BLACK

CHERRIES

PITTED
NOT
PITTED

Bowlby's "HORSESHOE" Brand

Preserved in **Heavy Cane Sugar Syrup.**

Call your customers' attention to the value of **Cherries** as a **Spring Tonic—Better than Medicine.**

Just enough acid to satisfy that spring craving.

A **large** margin of **Profit** awaits you if you will keep **Canned Cherries** to the front for the next few weeks.

Keep a glass dishful of **Bowlby's Horse-shoe Brand Cherries** on your counter, and **talk Cherries.** It will pay you.

OUR NAME YOUR GUARANTEE

CANADIAN CANNERS, Limited

Reputation and Profit

The wise grocer is just as anxious to secure a high reputation as he is to make money. Since both are essential to lasting success it is evidently short-sighted policy to stock an inferior brand of canned goods. You clinch both Reputation and Profit by stocking the housewife's favorite, the far-famed

OLD HOMESTEAD BRAND

because that brand is simply a revelation of sterling goodness through and through. Some competitors wonder because we don't claim more in our advertising, but we prefer to let **Old Homestead Brand** prove our claims.

Let your customers decide for us. If you've never carried **Old Homestead Brand** let's ship you a trial order and we're willing to stand by the decision of your customers.

There's just another interesting reason for stocking

OLD HOMESTEAD BRAND

a cash reason—there's more profit, direct and indirect, in handling **Old Homestead Brand** of canned goods than any other most grocers know about.

Yes, you clinch both reputation and profit by stocking **Old Homestead Brand**.

The Old Homestead Canning Co.

PICTON, ONTARIO

During the First 3 Months of 1907

"SALADA" 'S

increase over the same period of 1906 amounted to 25½ per cent., and in 1906 its increase over 1905 amounted to 23 per cent.

If we continue for the next nine (9) years in the same ratio of increase we will be doing as much in "SALADA" alone as the total importation of tea into Canada now amounts to.

Wholesale Warehouses at

TORONTO	MONTREAL	NEW YORK	DETROIT	BUFFALO	CHICAGO
32 Yonge Street.	368 St. Paul Street,	198 W. Broadway,	83 Shelby Street,	11 Terrace	34 Wabash Ave.



Pure Food is Essential
to Good Health

Grocers Buy

Wagstaffe's Fine Old English

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

Wagstaffe, Limited

PURE FRUIT PRESERVERS
HAMILTON, ONT.

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



The demand for

STERLING BRAND PICKLES

is constant, large and ever in-
creasing.

These pickles have a warm
place in the popular mind.

The public have learned
their merits.

Grocers cannot go astray
with pickles of this class.

The T. A. LYTLE CO.

TORONTO, Limited
CANADA



National Licorice Co.
Brooklyn, N Y.

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

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

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

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

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

Put up solely by

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

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

All **Valencia**
Raisins
packed by

MAHIQUES, DOMENECH & CO.

Will be found to be very
satisfactory. Try them
next time you order.

"M.D.&Co." Special
Fancy Quality

"W. Abel" Standard
Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

The
Cunningham & DeFourier Co., Ltd.

LONDON, ENG.



PACKERS OF
HIGH CLASS GOODS

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



Agents

ROSE & LAFLAMME
Montreal - Toronto

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

George Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

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

THE CANADIAN GROCER

SULTANA RAISINS

Fine and Choice

30 lb. Boxes

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.

BLACK LEAD

There will be a good demand for Stove Polish at this Season—House Cleaning etc. Sort up your Stock and send in your order for

JAMES DOME

BLACK LEAD, the most satisfactory Stove Polish you can handle.

Works Well. Sells Well. Pays Well.

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

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.



BANNATYNE ST. EAST
TRANSFER TRACK.

No. 3



Winnipeg

CALGARY BRANCH NICHOLSON & BAIN

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

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

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office ; WINNIPEG
Established 1882

CALGARY

WINNIPEG

EDMONTON

LOWEST in Price---BEST in Quality

BIG PREMIUM LIST

ECLIPSE SOAP

CANADA'S STANDARD LAUNDRY SOAP

JOHN TAYLOR & COMPANY
TORONTO

Canada's Largest Perfumers and Soap Makers

THE CANADIAN GROCER

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined
Sugars
Molasses

Walnuts
Almonds
Filberts

Raisins
Currants
Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

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.

'CAMP' COFFEE

STANDS AT EASE

There is an assurance about
"CAMP" Coffee—an assurance
of ease. It's easy to buy; easy to sell;
easy to recommend to customers
who want a really good, economi-
cal, quickly-made Coffee.
"CAMP" has earned the
right to stand at ease. Its
reputation is good all the
world over.

"CAMP" yields you a
handsome profit. Give it
plenty of room in *your* store.

Manufactured by
R. PATTERSON & SONS,
Coffee Specialists, Glasgow.

Agents—
ROSE & LAFLAMME
Montreal.



There's Money in it for the Grocer if it Pleases the Children

That's just exactly what **Essex Apple Butter** does do. Delicious, pleasing and wholesome to the palate---one of the rarest and least expensive of delicacies. **The Flavor** of



ESSEX **APPLE** **BUTTER**

is just the flavor of round, rosy apples as they come from the orchard. We couldn't corner the apple crop of the Dominion, so we cornered the flavor of the best apples in Canada.

The goodness of **Essex Apple Butter is lasting.** Send off a test order to-day!

The Essex Canning and Preserving Co.

LIMITED

8 Wellington St. E.,

- . -

Toronto

A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention



On one side

you will
always find
that

"Cow Brand" Baking Soda

is the purest and strongest baking soda you can buy.

On this side

you will
find

Satisfied Customers,
Steady Demand
and
Good Profit.

CHURCH & DWIGHT, Limited

Manufacturers
MONTREAL

FRENCH TELEGRAPH CABLE COMPANY

CALL

C.P.R. TELEGRAPH

to insure prompt delivery of
your cables to EUROPE.

See that each copy of cable
is marked in handwriting,
"VIA FRENCH CABLE."

Shortest, quickest, safest route.

Agents Wanted in all Principal Cities in Canada

C. A. CHOUILLOU & CIE.

Agents

14 Place Royale

MONTREAL

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.,

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

KENNETH MUNRO, Coristine Bldgs., Montreal

KYLE & HOOPER, Front St. East, Toronto

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

KOPS BREWERY,

- FULHAM, LONDON, S.W.

Tartan BRAND

SIGN OF PURITY

Rice Our travellers have a big snap in Japan Rice.

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

Figs We can interest you.

Vinegar Order the best Imperial.

Marmalade New season Wagstaffe's Fig and Lemon.

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

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON



"PRIDE OF CANADA"

"PRIDE OF QUEBEC"

Unequaled

Years have been spent in educating the public to buying the **real, true**, pure Maple Syrup and Maple Sugar.

The consumer now insists upon getting the genuine article.

You can't fool the purchaser twice.

Our brands are guaranteed to be **absolutely pure**.

The Maple Tree Producers' Association
WATERLOO, QUE.

It's All Profit

because there's no expense, no trouble, no time wasted in selling Mathieu's Syrup. There is no bad or spoiled stock left over.

Mathieu's Syrup

of Tar and Cod Liver Oil

is one of the best and quickest money-makers you can have on your shelves. This is the season when its sales are enormous. People troubled with coughs and colds ask for it as naturally as a thirsty man demands water. Besides this it is extensively advertised throughout Canada. Your order sent now will receive prompt attention.

Headaches and Nerve Pains are seasonable all the year round. Mathieu's Nerve Powders sell all the year round.

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

For sale at all druggists and general stores

YOU CANNOT AFFORD TO

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

Imperial White Wine

stands for perfection in Purity, Flavor
and Quality

—
Ask Our Travellers
—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

**THE
CANADA SUGAR REFINING CO.**

LIMITED

Montreal

Once your customers thoroughly comprehend that

Japan Teas

are absolutely

**pure
clean
delicious
healthful**

they will not be tempted by cheap imitations. You will
profit by the change.

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons, but chiefly because of its purity and goodness. The shrewd grocer features

Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is — Feature **WONDERFUL SOAP**.

=====
The Guelph Soap Co.

Royal Crown Witch-Hazel Toilet Soap

— Easy to sell to Men



Ideal for shaving—heals and soothes as well as cleanses.

Men find it invaluable—and will buy it regularly.

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

The **ROYAL CROWN** Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto,
Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal,
Agents for Quebec and Lower Provinces.

25

Mr. Grocer!

If you keep on selling any old kind of starch you are doing something to diminish the effectiveness of shrewd buying and enterprise. Let

IVORINE

do some talking for you. It does talk strong and effectively for others. You sell an article which saves a woman trouble — of course you see the point. She'll trade at your store, certainly.

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

Established Over 50 Years

DARLING & BRADY

Manufacturers of

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

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles
Borromee Street,

— Montreal

SEE PRICES BELOW

Pure Fruit
Marmalade

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



Pure Fruit
Jam

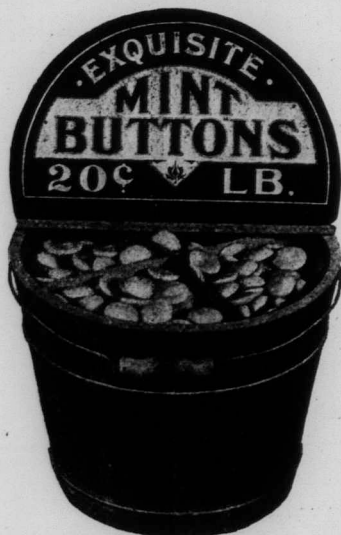
1-lb. net, 2 doz. to case.
RASPBERRY
\$2.00 doz.
STRAWBERRY
\$2.00 doz.
PEACH
\$1.80 doz.
PLUM
\$1.80 doz.
BLACKBERRY
\$2.00 doz. Ass't. case, \$1.90 doz.
CRAB APPLE JELLY
\$1.50 doz.
GRAPE JELLY
\$1.50 doz. Ass't. case, \$1.50 doz.

Above cut represents exact style of our 1-lb jar

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



Nut'y Creams



Mint Buttons



Fruity Creams

The above are three rapid sellers. Cost to retailer 12 cents per lb., \$2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

For Sale by Wholesale Grocers Everywhere.

AGENTS:
NICHOLSON & BAIN,
Winnipeg, Calgary and Edmonton
SHALLCROSS, MACAULEY & CO.,
Vancouver and Victoria, B.C.

Sugars Limited,

DIAMOND BRAND MAPLE SYRUP

NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—**DIAMOND BRAND.**



PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	\$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50

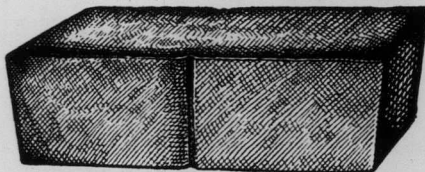
IMPERIAL MEASURE.

Five Gallon Tins, 1 to case	\$4 00
In 5 caselots (25 gals.) per case	3 90

PLANTATION BRAND NEW ORLEANS MOLASSES

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

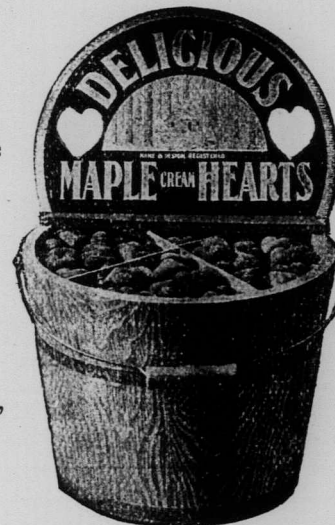
TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer \$3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb. Cost to retailer 12 cents lb., \$2.16 per pail of 18 lbs.



BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb. Cost to retailer 12 cents lb., \$1.50 per pail of 12½ lbs.



Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.

Montreal

Order from your jobber, or send your order direct, giving us your jobber's name.

P-I-N-E-A-P-P-L-E

ALL SIZES. SLICED, WHOLE, CHUNKS.

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO



GILLETT'S LYE

EATS DIRT!

If some grocers only knew the great demand there is now-a-days for a good all 'round cleaner, more of

GILLETT'S LYE

would be sold in every store.

PUSH IT ALONG.



Gillett's Chemical Works Established 1852.

THE WISE GROCER betrays a good deal of ingenuity in advertising himself and his business. Some buy newspaper publicity, others carry quality goods; but the men who know—after doing these things -- stock the famous

Riverdale Brand

of **canned goods**. Every grocer in Canada knows that our location is ideal, most know that our factory is second to none, and the shrewd men know that Riverdale Brand Canned Goods assure the paying trade. **Where do you place your orders?**

The Lakeside Canning Co.

WELLINGTON, ONT.

Limited

GASPÉ SKINLESS CODFISH

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

250 Cases well-known CRC brand

100 Cases unbranded

For quotations and information, apply to

J. G. BROCK & CO., Selling Agents

211 Commissioners Street,

Montreal

TO MANUFACTURERS !

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

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

St. George's

The Best Advertised Baking Powder in Canada

A demand for this new Baking Powder is being created throughout the length and breadth of Canada, by good advertising.

Your customers will be asking you for it.

And, once they use it, they will continue using it—for they will find it better than any other they ever used.

Test St. George's--*compare* it—and you will not wonder that we are able to guarantee it to be the best Baking Powder on the market to-day.



Only the finest, purest Cream of Tartar—99.90% pure—is used in St. George's. It contains not one atom of adulteration—its formula cannot be bettered.

Can you afford to be without a Baking Powder everybody is becoming interested in?

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

QUALITY TELLS

THE DAILY INCREASING SALE OF

"MELAGAMA"

MOTHER'S FAVORITE TEA

is a convincing proof that it is all we claim it to be. A first-class tea in every respect. Prices in back of this issue. We bought away before the advance, consequently we have some bargains in bulks to offer. Drop us a line and we will be pleased to submit you samples and quotations. We ship promptly.

MINTO BROS., Importers and Blenders, TORONTO



Capstan Brand

PURE JAVA AND MOCHA
GROUND

COFFEE

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

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

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



Competition Can't Conquer

our "White Moss Cocoanut" either in purity or excellence.

Our Motto

Once a customer, always a customer.

CANADIAN COCOANUT CO.
107 LaGauchetiere St. West
MONTREAL

REMOVAL SALE!

We will sell, to avoid moving—

Fine Selected Valencia Raisins
California Loose

Seeded, 16 oz.
" " 12 oz.

under to-day's cash importations.

Write for our prices.

S. J. CARTER & CO.

Wholesale Grocers and Tea Importers

New Address— 58 McGill St., MONTREAL

TENTS

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

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

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.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL
JOBBERs

¾-lb. tins—8 doz. in case.

HOT FOOD WITHOUT FIRE

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

CANNED SOUPS CANNED PORK and BEANS

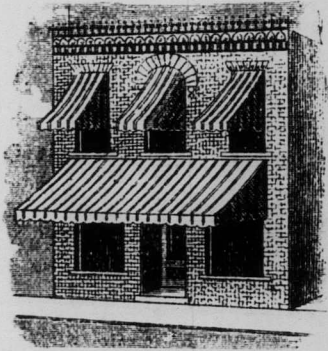
of the choicest quality on the market, put up in tins which are

Self-Heating

The latest idea in prepared foods.

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

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



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



OLIVE OIL—THE PUREST

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

Manufactured by

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

THE BEST LAUNDRY SOAP



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

Lost Accounts!

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

Accounts Won

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

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

There is no magic about our Coffee—simply the best Coffee berries grown, blended and roasted as well as we know how after 40 years' experience.

Chase & Sanborn,
The Importers, Montreal

Sell Your Customers

PURNELL'S

Sauces—Pickles—Vinegar

and it follows
as surely as the
Night the Day

that you will please them

PURNELL WEBB & CO., Ltd.
Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

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



Unsweetened



JERSEY Sterilized CREAM

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

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

Preserved by Sterilization

PURE MILK

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

Jams, Jellies, Marmalades

ALEX. CAIRNS & SONS, Paisley, Scotland

Your Jam, Jelly and Marmalade business is not paying you? Why? Perhaps your shelves are adorned with lines that stick; that do not sell. If this is the case get rid of this stock some way or other and let us supply you with CAIRNS goods. They are the goods that sell. The kind that are asked for time after time, once used. Do not delay. This is a live proposition deserving your immediate attention!

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	\$1 80
Blackberry	2 10
Damson	2 10
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 20
Greengage	2 10
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 20
Strawberry, cases, 12/7-lb. tins	10 75
Raspberry, cases, 12/7-lb. tins	10 75
Assorted, cases, 12/7-lb. tins	10 75

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	2 00
Gooseberry	1 90
Plum	1 90
BRAMBLE	2 00
DAMSON	2 20

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currant	2 90
Red Currant	2 90

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	1 70
Home Made Orange	2 20
Tangerine Orange	2 30
Apricot	2 30
Fig and Lemon	2 40
Ginger	2 40
Ginger and Pineapple	2 40
Green Fig	2 40
Green Fig and Ginger	2 40
Pineapple	2 40
Scotch Orange, in 7-lb. tins, 12 tins in case	7 20

Pure Calves' Feet Table Jelly—1 lb. Square glass, patent air tight caps, in flavors, Orange, Lemon, Vanilla and plain . . . \$2.10
 Pure Calves' Feet Table Jelly—2 lb. size, same style . . . 3.75
 Pure Calves' Feet Table Jelly—1 lb. square glass jars, cases 2 dozen. Champagne, Cognac, Madeira, Port and Sherry, doz. . . 2.50

F.O.B. Montreal. Net within 30 days. No discount.

In lots of Five Cases or more, 5 per cent. off above prices.

HUDON, HEBERT & CO.

AGENTS

LIMITED

MONTREAL

The Most Liberally Managed Firm in Canada

**SOME PROBLEMS
OF THE
GROCERY TRADE**

Address of Great Interest delivered by Wm. Georgeson before the Winnipeg Retail Grocers' Association.

At a meeting of the Retail Grocers' Association of Winnipeg, held in the association rooms on Thursday evening of last week, William Georgeson, of the Codville-Georgeson Co., delivered an interesting address. He presented a strong argument for trade organizations, making plain the distinction between organization for legitimate protection of trade interests and organization for depredation. With the latter he had no sympathy, and he thought it unfair that the newspapers and magazines should create the impression that all trade organizations are formed for the purpose of plundering the public. Instancing the need of proper trade organization, he stated that before the organization of the Dominion Wholesale Grocers' Guild one wholesale house had only \$4,000 profits at the end of a business year to divide among 14 partners.

The question of the proper limits of wholesale and retail trade is a vexed one and it is a question which is often avoided. Mr. Georgeson dealt with it frankly and boldly, claiming for the wholesale trade the right to sell to contractors, railway companies and restaurants with stores in connection with them, but conceding to the retail trade all hotels and boarding-houses.

Good to Get Together.

On being introduced by President E. B. Nixon, Mr. Georgeson spoke in part as follows:—

I am indebted to this association for the privilege of being present this evening to discuss with you matters of mutual concern, and to offer my assistance for the benefit of all interested to improve conditions in the trade. It is fitting and proper that we should come together, as we are come to-night, to exchange views and thereby to help each other. No possible harm can be done by such an undertaking and much good may result.

The lot of a retail grocer, as a rule, is not a happy one. Retail grocers who have been successful to a marked degree, who have attained a certain prominence in their communities, or who have added materially to the wealth of the town or city in which they live, are few and far between, and when material success has been achieved, it can be traced usually to some outside venture, such as, for instance, an investment in real estate. For the others (and they are a vast majority) life is one round of drudgery and hard work to the end. Very few indeed in Canada have been able to obtain a competency, and many have fallen by the wayside. In almost every other line of legitimate trade a business may be built up to such an extent that the future offers to the worker a measure of relief in old age from the strain he has been undergoing, but in the retail grocery trade, as a rule, such is not the case.

Too Many in Business.

The primary cause of this is that there are too many engaged in the business. In the old days, when the father

decided that one or another of his sons was not equipped to take up the practice of law or medicine, or to make a name for himself in letters, he sent his boy to a divinity school preparatory to his entering the ministry. This, it is said, is why there are so many ministers. In these days, when all other commercial ventures fail, very many deem themselves competent to go into business as a grocer. This is why there are so many grocers. In this connection it is only fair to say that sufficient attention is not given by the wholesale dealer to the qualifications of his prospective customer before opening an account.

A second reason is that the volume of trade is too small, and that the profits, generally speaking, are insufficient.

Another reason is the notable absence of a community of interests. This is a day of centralization of effort which involves an economic principle, and which in spite of its importance, has heretofore received insufficient attention from members of this branch of trade.

Best Remedy.

What, then, is the best way to remedy these difficulties? How may these and other evils be checked? The answer to these questions may be found in this and similar associations. In a compact, well-rounded organization, plans which will secure to the grocer a living profit on the commodities he has to sell may be formulated and worked out. How may retail grocers realize this "living profit"? The number is not large. The trade knows that a large proportion of their sales show a less percentage of profit than the cost of running the business and that these commodities therefore are being sold at a loss.

In these days when the public and the press are clamoring so loudly against "trusts" and "machines" and "organizations" it is difficult to draw the line between institutions organized for protection and institutions organized for depredation. In the magazine or newspaper article the whole trust question seems to be very simple, but in actuality it becomes a most complicated study. This much, however, is certain, that no reasonable objection can be made to any combination or arrangement that has for its intention the securing of a living profit upon any commodity. The principle of limited prices is in force in various branches of the wholesale trade. It has been found successful in operation and not unfair to the consumer. There is no reason, therefore, why the practice should not be extended to the retail trade.

Selling to the Trade Only.

One of the most troublesome subjects to deal with is the sale by wholesale dealers to those outside the trade. It is certainly difficult to draw the line between those who should, and those who should not, buy goods at wholesale. The general rule should apply that consumers are the legitimate trade

of the retailer. Railway companies, railway contractors and contractors generally are, in many cases, heavy purchasers, and have always been considered the proper trade of the wholesale merchant, and any suggestion that this class should not buy their goods at wholesale would be regarded as absurd. They, of course, keep stores for the sale of goods, and while these sales are largely local in character, yet they come within the scope of traders and must be so regarded. The same rule should apply to restaurants, where goods are sold, even though a large percentage of the purchases are for local consumption. All other classes, hotels, boarding houses and private families, are reasonably the trade of the retail grocer. The line should be sharply drawn as to these classes, and under no circumstances should they be permitted to buy from the wholesale dealer. It is difficult at times to refuse to sell to those intimately associated with the business, but it is nevertheless an injustice to the retailer to do so.

Credit.

The credit system is a most troublesome one for the retail grocer to deal with. Departmental stores have, in many cases, been able to make a success of selling for cash only, but, as a rule, the retail grocer has been obliged to suit the convenience of his customers by "charging" his purchases, and this means doing business on credit with its consequent evils. A close collecting grocer is obliged to have regard to the troubles that abound amongst his customers—heavy household expenses, sickness in the family, failure of the provider to secure employment and other difficulties of a similar nature—to say nothing of having to await the results of ventures of a speculative character. This is altogether apart from the general trouble that so many are prone to, namely, that of living beyond one's means. It is most unfair that the retail grocer should be an enforced contributor to charity because of the credit system. This is especially aggravating when it is taken into account that what he sells shows such a meagre profit. It is abundantly manifest that if the credit system is to be maintained some drastic measures should be taken to provide for prompt collection of all accounts. This can best be accomplished by an arrangement that will include all grocers in an organization, having for one of its cardinal principles the prompt payment of all accounts on or before a given date in each month; failure to so pay meaning the closing of the account without fear or favor or regard to persons. By arranging with the wholesale trade that none but members of the association shall be eligible as customers, much will be done to strengthen the hands of the retail trade. I am safe in saying that any reasonable plans that will assist in putting the retail grocery trade on such a basis that it will at least show a fair return on the capital invested and fair remuneration for services rendered, will meet with the hearty support of all wholesale grocers.

Suggestions for Improvement.

It is difficult to imagine that ideal conditions in the retail grocery trade can be brought about, but I do feel, and feel very strongly, that steps should be taken without delay to secure much needed improvements. I think there is

much fo
big subj
1st. T
that it
his and
should b
2nd.
aving p
tal inve
3rd.
meters
other sh
4th.
to consu
5th. T
m shou
I take
furnish
at least
At the
remarks
of thank

E
D. J.
general
has just
tour th
France,
in the fi
voted m
ditions i
putting
interests
trade. T
tremend
and thei
tent to t
rope an
posts the
them in
formatio
Canada

J. D.
in Wing
leaves
daughter
enthusias
respect
large ci
business

WELL
standi
staff o
wholesale
Canadian fi
of Street

Well
Manit
for fir
pen in
Agent,
etc., ca
tail tra
from E
firms.
highes

each food for reflection on the following subjects:

1st. The protection of the trade so that it will be kept in legitimate channels and that only competent persons should be supported in the business.

2nd. That what is sold should bear a living profit and a fair return for capital invested.

3rd. That discrimination by manufacturers favoring one retailer over another should be abolished.

4th. That the selling by wholesalers to consumers should cease.

5th. That the evils of the credit system should be minimized.

I take it that these subjects will furnish sufficient food for reflection for at least one evening.

At the conclusion of Mr. Georgeson's remarks he was accorded a hearty vote of thanks.

BACK FROM EUROPE.

D. J. Rattray, of D. Rattray & Sons, general commission merchants, Montreal, has just returned from an extended tour through Europe, visiting Spain, France, Italy, England and Scotland, in the firm's interests. Mr. Rattray devoted much of his time looking into conditions in the dried fruit business, and putting before their correspondents the interests and wants of the Canadian trade. This firm's business has increased tremendously during the last few years, and their success is due to a great extent to the periodical trips made to Europe and elsewhere, which not only posts their correspondents but also puts them in a position to give reliable information to their trade throughout Canada and the States.

J. D. King, for 18 years in business in Wingham, died there recently. He leaves a widow, two sons and a daughter. A good business man and an enthusiastic horseman, he enjoyed the respect of the community and had a large circle of personal friends. The business is being continued by his sons.

AGENCY WANTED.

A WELL known provision house of over 40 years standing in the United Kingdom, with a large staff of travellers calling upon the leading grocers (wholesale and retail), is open to represent a sound Canadian firm of packers. Address "Proprietary," care of Street's, 30 Cornhill, London, England.

AGENCIES

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

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

FROM GROCER CORRESPONDENTS

BROCKVILLE.

One of the biggest seasons for maple syrup for some time is the present one, there being plenty of syrup and sugar coming in all the time. Prices running from 80c. to \$1 per gallon; sugar selling at 10c. per pound.

The canned vegetable line has been rather quiet during the winter, not so many tomatoes being sold as in former seasons; no doubt owing to the advanced prices. Corn and peas are selling rather better than in other seasons.

Now that the boats have started to run again, things commence to look like summer. The ferry boat to and from Morristown has been running for a couple of weeks, while the Riverside and Island Belle are on their respective routes.

The First Celebration, which is to be made an annual affair, to be held on 1st of July, seems to be an assured success. At a small but enthusiastic meeting of citizens held recently the following officers were elected to look after the event:

W. C. McLaren, president.
H. A. Stewart, vice-president.
J. A. Derbyshire, secretary.
W. A. Gilmour, treasurer.

Mayor J. H. Fulford was unanimously elected honorary president.

Committees were then named to take in charge the different sports.

On motion it was decided to call the organization the Brockville Citizens' Association formed to further celebrations and other events for the interest of the town.

A meeting of a number of citizens of Brockville was held last evening for the purpose of forming a co-operative bakery company. The object of the organization is to furnish to shareholders of company a loaf of bread weighing one and one-half pounds for four cents. The residents of the town are now paying six cents. Provisional officers were elected as follows.

President, W. F. Chapman.
Vice-president, W. P. Carswell.
Secretary-treasurer, D. C. McIntyre.

Shares are to be sold at \$2 per share. Each shareholder may get one loaf per day for each share he holds, but no more. No one but shareholders will be dealt with.

The council of the Board of Trade held their regular meeting on Thursday evening, the 18th inst, with the President, J. H. Gilmour, in the chair. Communications were received from the Boards of Trade of several towns asking for the cost of printing by-laws, etc.

Rev. D. Strachan intimated that he had a donation of \$100 to be allotted in prizes for the best kept lawns in front of private residences.

The council expressed its appreciation

of the action of the president, J. H. Gilmour, in the giving of prizes for essays on Town Improvements.

A special committee was appointed to place before the town council a by-law to prohibit dogs running at large.

A committee was also named to wait on council in regard to advertising Brockville.

CHATHAM.

Clarence Blackburn is the latest addition to John McCorvie's grocery store.

Ald. Wm. Potter was acting-mayor in the absence of Mayor Stone last week.

Joseph Graham, the King street west butcher, returned from London last week with a bride, in the person of Miss Lillian Evans, daughter of Geo. Evans, of Wellington street, London. The ceremony took place at St. Mary's church, London, on Tuesday, the 16th, Rev. Father McKeon officiating. Mr. Graham's many friends here join in wishing the young couple every happiness.

E. A. Mounteer, the well known baker, was the first Chathamite to experiment in the burning of ashes. He reports good results.

The consensus of opinion among local merchants is that Saturday last was the biggest day this year.

The Chatham Table Supply Co., composed of W. & F. Baby, have disposed of their business to a St. Catharines firm. The new proprietors will take charge on May 1st.

Fight Co-operatives.

The local Retail Merchants' Association came out vigorously against the co-operative bill introduced into the Dominion House by F. D. Monk, M.P.

A special meeting of the local executive was held on the afternoon of Wednesday, the 17th, at which the bill was considered in its various aspects. The consensus of opinion was that the passage of the measure would prove very detrimental to the interests of retail merchants.

Immediately after the meeting the local association telegraphed D. A. Gordon, M.P., and H. S. Clements, M.P., asking their assistance in having the bill laid over. Geo. Stephens, ex-M.P., gave valuable assistance, telegraphing to a large number of members. On Friday Mr. Stephens received word that the bill would not be further taken up at this session.

The local association are quite elated at the blocking of the measure.

INGERSOLL.

It is a recognized fact that one of the best advertisements that a grocer can have is a neat and attractive wagon. In this respect W. I. Hogarth is right up to the minute. His deliveries are now being made in a handsome

waggon, which, while built with an eye to durability, is light and can be turned in very little space, a point that is very important, particularly at this season of the year when a driver has to exercise care in avoiding boulevards and lawns.

A gloom was cast over the town on Thursday last on the receipt of the sad intelligence of the death of Fred Gayfer, at Wataskawin, Alberta. The deceased, who was only in his 39th year, went to the west from Ingersoll about six years ago, engaging in the drug business with marked success. For several years he conducted the drug business at the corner of Thames and King streets here, and he was widely known and universally esteemed. He was a brother of J. E. Gayfer, druggist of this town, and is survived by a widow and three children. The late Mr. Gayfer was widely known in western Ontario, having at one time taken a very prominent part in athletics. He was a member of the old champion lacrosse team of this town, and for several years was an enthusiastic curler.

It is with deep regret that citizens learned that I. W. Kingswood, who recently disposed of his grocery business to McBain & McLeod, had been seized with an attack of smallpox. Mr. Kingswood had been ill for a few days, and on Friday last his ailment was diagnosed as smallpox. On Saturday he was removed to the isolation hospital, where he is progressing favorably. His many friends will hope for a speedy recovery.

A great deal of interest is centred on Reeve Buchanan's by-law to regulate the handling of bread. The by-law, which was introduced at the last meeting of the council, provides that the bread be either wrapped in paper or placed in a paper bag. The question that is now being debated is: "Who will pay for the additional expense?" A great many citizens argue that it will be the consumer, as is very often the case. The other aldermen are saying little or nothing on the matter, but from what your correspondent could gather there is every probability of the by-law being defeated. The chief contention against the by-law is that it will incur too much expense for the bakers to provide loaves of the weight as at present at the usual prices. It is generally admitted that every effort should be taken to have the bread delivered in the most sanitary way possible, but if steps in this direction will lessen the quantity the bread seems to be that it will be a hardship for the consumer.

According to reports, the fruit growers of this vicinity will suffer heavily by the repeated frosts. The premature warm weather of the early part of the month caused the cane on the berry bushes to produce their tender buds, and when the frosts came the result was that the raspberry bushes were almost totally destroyed. Thimbleberries, although suffering heavily, are not injured to such an extent as the red ones.

The loss to fruit consumers, as well as growers, will not be inconsiderable,

as these two berries are the most popular in the eyes of the majority of housewives, and when the necessarily limited supply comes in the prices will, no doubt, be advanced considerably over those of former years.

Fall wheat has also been seriously damaged by the frosts. The constant thawing and freezing has bulged the grain out of the ground until the roots have been broken, the result being that in many sections large patches have been killed entirely.

KINGSTON.

Kingston merchants benefitted by large orders for supplies for the crew and party going to Simpson Island, somewhere near the north pole, I guess, from the amount of stuff bought. A. Maclean & Co. got nearly a five thousand dollar order, meat, flour, tea, etc. J. S. Henderson, 1,000 lbs. coffee and extras. W. P. Peters, flour merchant, sold them three thousand dollars worth of flour, feed, etc. The party was mostly made up of Frenchmen hailing from Quebec.

A. Maclean, wholesale grocer, took a trip to Jamaica with his wife and enjoyed it very much. He just escaped being there during the earthquake. A. Maclean does a large meat business, employing a lot of men. His son Andrew looks after the wholesale grocery department.

Robt. Crawford, coal dealer, bought the old premises once occupied as a wholesale grocery by Fenwick, Hendry & Co. for \$4,500. It has a good water front and is valuable; should have brought \$15,000.

N. C. Polson & Co., wholesale druggists, are doing a large export trade. They are cramped for room and must shortly look for larger premises. It is a busy place and the click of typewriting would deafen you.

The good-looking jeweler called for Jim the grocer and took him to the Board of Trade rooms to listen to a lecture by Professor Ellis, of the collegiate institute, on the early days of Canada. He spoke for two hours, and was listened to by a delighted audience. He spoke of the Indian warfare, invasions, sieges, etc.

He dwelt on Kingston for a considerable time and said that he always had the highest respect for it from the fact that it was venerable, being the oldest city of note in the province and just the place for the Dominion Historical Society to meet. If they come they will be well used and shown many old landmarks, forts, towers, etc.

The only objection to the lecture by the Grocer was that he said Johnston street should be spelled without the "t." The grocer said it was an injustice to the trade to leave out T. This caused a laugh and made everyone feel good.

W. Pickering is settled in his new store on Princess street and will make things lively for his neighbors in trade. His store is neat and full of good things to eat. He has a meat shop in connec-

tion. Half of the grocers run meat shops now and the butchers don't like it.

Some of our best grocery stores are models of antiquity. They pay no attention to window dressing or store decoration and their places look sloppy.

They get into a rut and can't look over it. Jim the grocer was out one day on horseback and a little boy looked at him a-while, then said: "Mister, why don't you jump off and look at yourself?" This advice would apply strongly to some of the careless retailers whose windows speak to the passers-by of the negligence of the inmates.

The Larder Lake syndicate, with headquarters in Ottawa, sent its agent up to Kingston and scooped in a lot of hard-earned cash. May it turn out well.

The real estate men have got the people into a stampede. They are like fishermen who put all kinds of baits on the hook to catch the suckers—Silver frogs, birds, spoons, nuggets, etc.

Never venture, never win. Larder Lake seems to be in the lead just now and we hope to see coppers turn into gold sovereigns.

The finest maple syrup in Canada is being sold here by makers from Delta and Elgin for 80c. and 90c. a gallon. There is a lot of mixed stuff sold here and the Government inspector will likely call at two or three places to get samples and send them to Ottawa for analysis just to let the department know he exists. What rot! Just like the baker when he had his bread seized for being light. He mourned his loss until his help said: "What's the use whining? They won't be around again for a year. Can't you make it up?" Then the baker wore a smile again and was happy.

Bread wholesales here for \$1.10 for 26 one and a half pound loaves and retails for 5c., making \$1.30 a dozen. The bakers here make exceptionally good bread and the greater part of the choice butter spread on it comes from the Victoria Creamery, Lindsay. This creamery had the honor of supplying Government House, Toronto, during the Duke and Duchess of York's visit to Canada, so it has been used by royalty.

The Government Dairy School is closed. The students have gone to their homes and only Prof. Mitchell is seen around the buildings. It looks lonely, for there is generally a jolly lot attending.

Mr. Stonehouse, the genial overseer of the butter department, has gone back to Port Perry to open up his factory. The reason so many butter factories close up during the winter is on account of the farmers feeding turnips to their cattle. Why can't they use mangolds or sugar beets? They are certainly injuring themselves by the turnip habit.

LONDON.

The first of this season's cheese has appeared on the local market—a week or two earlier than usual. The cheese is of very good quality, and retail gro-

are paying 12c. to 12½c. per pound for it.

As a result of the efforts of the Retail Grocers' Association, the price-cutting in canned goods and sugars, which has been indulged in by certain retailers for some time, has been prevented from spreading to other stores, and those who have been engaged in under-cutting promise to quit it as soon as they can. After all, the regular trade has not been seriously affected by this cutting, which, it seems, is not the hawking card to the housekeeper it once was.

The Retail Grocers' Association will meet shortly to make arrangements for their annual picnic. Last summer the grocers failed to agree on a place in which to hold the event, some favoring Niagara Falls, where it had been held for years, and others preferring Detroit. The result was, as neither side would give way, two excursions were held on the same day—one to the Falls and the other to Detroit. This year it is hoped all will unite on a trysting place.

Notwithstanding the agitation of the local grocers for telephone competition the city council has given the Bell Co. an exclusive franchise for another three years. There were two things that assisted in putting the franchise the Bell people's way. In the first place, the so-called independent company failed to satisfy the council that they were able to "deliver the goods"; as a matter of fact not having any organization or anything in the nature of plant on the ground and being unable to show that they could get things in readiness in the near future. Then the Bell Co.'s proposition included an offer of \$4,000 a year bonus, which, at a time when the assessment rate was being fixed, and every effort was being made to keep it down, was no small matter to the aldermen. The grocers, however, are not discouraged, feeling that the agitation has had good effect in an educative way, and they hope that by the time the present franchise expires the possibility of obtaining relief from the monopoly will be vastly improved.

In retail lines business is quiet. Wholesalers report a fair movement in staple lines, the time of the year considered. The backward state of the season and the wretched condition of country roads have had the natural effect on trade, but with warmer weather and the roads drying out, business is sure to take on fresh life. There is little change in wholesalers' prices. Sugars remain very stiff. Teas keep very high and very little is being imported. Stocks to hand are still considerable. A great amount of second-hand teas have recently been sold by brokers at substantial profits to the holders, but at the same time much below what they can be imported for to-day. These lots have been pretty well disposed of, and dealers will very soon be forced to buy in the regular way.

A western Ontario canner, while in the city to-day, informed your corre-

spondent that trade has been very good all through the season. He further stated that, outside of gallon apples, for which there is quite a large demand in the old country, the export trade to the British market is very limited. Very little of other lines of fruits and vegetables is sent abroad. Being a member of the Cannery, Ltd., this gentleman naturally thinks the factories at present in operation possess capacity sufficient to supply all the canned goods required, and declares that if all the talked-of factories are started the business will be overdone.

John T. May, for seventeen years with D. S. Perrin & Co., manufacturers of biscuits and confectionery, has gone into the retail grocery business, having opened out a new store at 346 Kidou street, with a large and varied stock. His many friends wish him the best success.

NOVA SCOTIA NOTES.

Windsor, N.S., can boast of a store as much up to date as any in the provinces. Murphy & DeMont keep one of the best assortments of fine groceries to be found in any grocery store and are strictly up-to-date in every respect. A few days ago they had a fine display of Shield Brand coffee, and later followed it up by another, of Magic baking powder. Both of these displays proved great attractions.

Frank Lynch, Windsor, N.S., carries a fine line of groceries, etc., at his popular store on the outskirts of the city. His trade shows a steady increase right along, and his prices are right.

A. W. Hart, representing Lynch Bros. & Dolan, the well known firm of biscuit manufacturers, has worked up a fine trade for his firm in the Annapolis valley and western Nova Scotia. Mr. Hart is a hard, conscientious worker and knows how to talk his line of goods.

Jas. G. Harris, representing the Stewart Confectionery Co., Toronto, is working Nova Scotia. It will not be Jas. G.'s fault if every store in the province does not stock these superior goods, which give the best satisfaction wherever they are handled.

Capt. Chas. Davidson, Hantsport, N.S., reports business as opening up very well. As soon as the roads are in good shape business will be good in the Annapolis valley. The firm of J. Frank Crowe & Co., Halifax, do a large business in the Annapolis valley, their representative being very popular.

Cowan's Perfection Cocoa is doing some very effective advertising in the Annapolis valley, their signs and advertising matter being very effective.

Another attractive piece of advertising at present being used in this part of the country is E. W. Gillett Co.'s pamphlet, printed in colors, showing the goods which this well known firm manufacture. The whole book is got up in a superior style.

W. H. Stephens has sold his grocery store in Wolfville to H. A. Barss of that town. Mr. Stephens will leave for the great northwest shortly, where ne-

will permanently reside. He is a pushing young business man who will make his mark wherever he may put out his shingle.

Quite a number of farmers in the Annapolis valley will this year plant cucumbers and tomatoes for the pickle manufacturers. This should be a profitable business to the farmers.

Farm produce is exceedingly high this spring. Eggs, 20c. to 25c. per doz.; pork, 9c. per pound; potatoes, very few and prices high; hay away up. It pays to farm this year down this way.

A. J. Laurence, of McCormack's Jersey Cream biscuits, has worked up a wonderful trade for his goods in the valley and south shore of Nova Scotia. Arthur is at home in every section of his territory, and no more popular traveler visits the trade.

Our friend, R. W. Gruchy, the flour man, is still selling his flour by the carload. He is one of the oldest and best known flour men of the province, and with a good firm back of him it is no wonder he does a good trade.

Cigar men come and go, but A. A. McClaskey goes on forever. No man ever had the unbounded success selling cigars our friend has had. His sales of cigars are simply enormous; every man who handles cigars, and most every man who smokes them, is a friend of McClaskey.

PETERBOROUGH.

M. Carton, of this city, has disposed of his grocery stock in New Liskeard. Mr. Carton formerly conducted a wholesale grocery in this city and at that time had a very large connection among the grocers of the Cobalt district and he has decided to retire from active life entirely. Chas. Rucher is conducting the wholesale house here now and he has met with considerable success.

The annual meeting of the Retail Merchants' Association was held Thursday night when the officers and standing committees were elected. The meeting also arranged for the big banquet mentioned in these columns last week. A strong committee was appointed and they will arrange for the speakers and carry out the banquet, which will be held in the near future.

The retail merchants, especially the grocers and fruit dealers, are very angry with the city council. The merchants have been compelled to take down their signs and have been forbidden to place any goods upon the streets. Fruit must not even be exposed, according to the new by-law. At the same time, the council has been very negligent as far as street watering is concerned and on Saturday and Monday a lot of damage was done to stocks. The merchants have made it so uncomfortable for some of the aldermen that when the deputation appears before the council on Monday night it is firmly believed that the sign by-law will be repealed. A couple of the aldermen have changed their minds and will vote for an amendment.

Navigation on the Otonabee River was opened last Saturday when the first

steamer from Rice Lake came up. This boat brings up a good crowd of marketers and on the first trip carried about fifty. A couple of the ports where the Monarch usually calls were still blocked with ice, but by next Saturday the ice will have all disappeared, and probably a hundred and fifty farmers will be brought up.

The supplementary estimates brought down in the Dominion House provide \$1,200 for a new wharf on the river in this city. This improvement will greatly assist navigation and will provide much better accommodation for farmers coming to the city by boat and it is expected that a larger number than ever will avail themselves of this mode of travel during 1907.

The cereal companies are both complaining yet about the shortage of grain. The firms have lots of grain stored at their northern elevators but there are not enough cars to carry it. The receipts of grain have improved very little during the past few weeks and it is never known when they will have to close down for a half day.

While there has not been much said of late about the retail grocers organizing, interest in the scheme has by no means died out. The grocers are individually working, not so much with others as with themselves. They wonder why they have not been organized long ago. They every one realize the advantage it would be to them in buying stock alone, to say nothing of the control of trade. Still they feel that the public would become suspicious that they were charging too much and go some place else, probably to a merchant who made a boast that he was not connected with the association. The merchants also feel that if they joined an association the other grocers would become acquainted with their business and take advantage of them.

This week one of the oldest grocers in the city expressed his views on this question to The Grocer's correspondent. He had figured on the thing for a long time and his decision was that practically all the ill-feeling existing between merchants was purely imaginary. "We grocers," he said, "do not know each other. There are lots of merchants here that I do not know, only to see them on the street. I have never met them socially and very seldom in a business way. I know that lots of the merchants consider that they have a grievance against another grocer. But that grievance would amount to nothing if the men concerned were acquainted. I believe this banquet the retail merchants purpose to hold will be a good thing. It will bring us fellows together in a social way and that is the only way to establish confidence in one another. Then at the annual meeting I propose to advocate a revival of the Retail Merchants' Association. It has been dead for a long time and there are many things at the present time which require a united front to handle. The scheme I have in my mind is that a regular meeting be held once a month or once every two weeks and after the

routine business is through that we have a little social time for an hour, during which we can have some mode of entertainment and talk over business and political matters. I believe that that is the only way to overcome the petty jealousies among business men. Once we are personally acquainted we will understand each other. Our ideas will be broadened and we will come to understand that every man is in business for himself and because one fellow takes a progressive step it is not to injure his fellow man, but to better himself. If one man is more up-to-date than the rest of us we have only ourselves to blame. A good live organization, no matter whether it be only grocers or the Retail Merchants' Association, would soon dispose of the trivial matters which are now causing so much trouble."

ST. CATHARINES.

In the matter of managing their business and arranging goods, a merchant must be up to date in his ideas if he wishes to secure and retain his customers. The old-fashioned notion of having store shelves up to the ceiling, when a stepladder was required to bring down the goods has vanished and a modern system inaugurated in its place by which the goods could more readily be reached. This system is in vogue in St. Catharines. As to the classifying and exhibit of goods, that is a matter of choice. Some grocers prefer to have one specialty for exhibition and some another. Cards announcing arrival of early spring vegetables or other commodities for spring use are got out so that the passer-by will be attracted and thus induced to purchase, though he or she may never have been a customer. Merchants in St. Catharines not only take this method of informing the people of the lines of goods they handle but they go farther, and announce through the newspapers of other places their inducements for people to come and deal with them. One grocer—well, he is a grocer, but deals in a variety of articles, such as fancy toys, crockery, glassware and a host of other kinds of goods and who also has a fine window display—ex-Alderman James T. Petrie, and who calls his emporium the "American Bazaar," at the inaugural opening of the branch electric railway from Fonthill offered great inducements for the outside public to trade at his store and he was successful in obtaining their patronage. In almost every grocery store the telephone comes into daily active use and then again the merchants have drivers and wagons—or sleighs, as required—so that the orders are promptly filled and as quickly delivered. The old system of long time book accounts with customers has become a thing of the past. Nearly all of the grocers have the "cash" system or "short time accounts," as is necessary in some instances, for Government employes receive their pay only once a month and as the close season of navigation lasts for months these men will scarcely have any ready money when springtime comes and work begins. Many of the manufacturers pay their employes each fortnight; others pay weekly, so that in all instances "short time accounts" are admissible.

Farming operations have been at a standstill owing to the cold, raw weather. Little ploughing and seeding has been done. Still this class seem to be getting along very well and the pay they receive for the commodities they offer is very good. The market has been well patronized lately and ready sales are made at the prices quoted: Hay, at \$15 to \$16 per ton, and there were many loads on Saturday; potatoes, 10 to 80 cents per bushel; chickens, 14 to 16 cents per lb.; turkeys, 20 to 22 cents per lb.; butter, 25 to 28 cents; wood, \$5 to \$6.50 per cord; eggs, 18 cents dozen; beef, per hundred pounds, \$8 to \$9; pork, \$8 to \$8.50; veal, \$8 to \$9; mutton, \$10 to \$11; straw, per load, \$5; early vegetables and luxuries, such as lettuce, onions, asparagus, radishes, brought good prices. Choice potted plants in bloom, among them being a load of white lillies, brought handsome prices.

William Davidson, formerly of the merchant milling firm of Black & Davidson, on St. Paul Street, has opened out a flour and feed and vegetable store. Mr. Davidson is well and favorably known and should command a fair share of public patronage.

The canning companies have begun spring operations, though not in canning goods for the market. The proprietors are negotiating and contracting with farmers and gardeners for rhubarb, strawberries, raspberries, gooseberries, tomatoes and other commodities for the season's business. There are six canneries in St. Catharines, all of them manufacturing and preparing different kinds of goods for domestic and foreign trade. Large quantities of canned fruits etc., are consumed in this city, and as there are numerous small towns and villages in the Niagara peninsula the canners of this city have an extensive trade.

HAMILTON.

The Retail Grocers' Association are going to ask the city council to pass a by-law regulating hawkers, pedlars and transient traders, along the lines of the new bill passed by the Ontario Legislature last session.

This city has been over-run with tea pedlars and others from London, Toronto and Guelph, and the grocers have lost a goodly share of business through the pedlar and his one line. Consumers have been imposed on by these fakes, leaving caddies of tea to be paid for when the agent calls again, and strange to say they get their money when the grocer who supplies the sugar and soap gets beat out of his account.

Another grievance is the fruit pedlar. These people are mostly Italians, who are here in scores, huddled together in tenements where cleanliness is not next of kin. Your Kingston correspondent says that down there they sleep on the bananas to ripen them. Possibly that's what adds to the flavor of the Kingston bananas. However, the grocers are after them. They are willing to give them the same privileges as themselves—but no special license to peddle.

The annual picnic agitation is on. It will be held in July at Niagara Falls and, of course, will be a record breaker.

(Continued on page 40.)

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.

OFFICES

- CANADA—**
- MONTREAL - - - 232 McGill Street
Telephone Main 1255
- TORONTO - - - 10 Front Street East
Telephone Main 2701
- WINNIPEG - - - 511 Union Bank Bldg
Telephone 3728
F. R. Munro
- VANCOUVER - - - Geo. S. B. Perry
- ST. JOHN, N.B. - - - 7 Market Wharf
J. Hunter White
- UNITED STATES—**
- CHICAGO, ILL - - - 1001 Teutonic Bldg.
J. Roland Kay
- GREAT BRITAIN—**
- LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim
- MANCHESTER - - - 92 Market Street
H. S. Ashburner
- FRANCE—**
- PARIS - Agence Havas, 8 Place de la Bourse
- SWITZERLAND—**
- ZURICH - - - Louis Wolf
Orell Fussli & Co.

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

"FOLLOW-UP."

In modern business organization and system some form of "follow-up" is regarded as highly important, essential both to the holding and extension of trade and as the only means of reaping the legitimate fruits of advertising. Very few retail grocers have even thought of such a thing, and yet modern grocery conditions are such that some simple device for keeping tab on casual and likely customers so as to keep in touch with them seems a necessity. A lady comes in response to an advertisement; whether she buys or not, if her name and address can be ascertained, the grocer should devise some means of keeping her in touch with the business. Then there's the summer visitors', campers' and tourists' trade. That is becoming important in many parts of Canada and should be looked after systematically. Here also the "follow-up" will be found not only serviceable, but essential.

WHAT TO DO NEXT MONTH.

About this time every grocer should go to the back of the lot, into the cellar or up on the roof, some place where he can be alone for five minutes, and think out what he should be doing next month. Things go so much better if they are planned out a little ahead.

We asked one of the brightest grocers in an Ontario city, and under the caption "What will we do next month?" he sent us this:

"We will certainly clean up. The cold weather has made everything look shabby. We will paint the front, air the cellar, look over the stock and reduce the price of goods that are slow sellers.

"We will make better arrangements for the sale of our own brands or blends of tea and coffee. We can do ourselves a heap of good along this line, and we know it, but we want somebody to sic us on. We know something about tea and coffee ourselves and we are going to prove it, not let the lead package man walk all over us. We are going to help along this Retail Grocers' Association, if somebody will only take hold of it and give us a chance to join.

"I will write to Mr. Beckett and ask him to make a move at it. Will you write to him? That will help the boys along with their petition for Wednesday afternoons off during the summer. I will hunt up my fishing rod and line and get a day off."

SHREWDNESS OR OBSTINACY?

The Woodstock Express is doing what it can to consummate the proposition of some London capitalists to establish a canning factory in the former city. The company want a loan of \$15,000, and the ratepayers appear to be somewhat backward in displaying that enthusiasm for which The Express is trying to give them credit. It deprecates a timidity which can be so blind to its own interests as to turn down such a gilt-edged proposition. It points with pride to Woodstock's rapidly increasing industrial development, to the inestimable benefits which would inevitably accrue to the city from the acceptance of such an opportunity, and views with alarm the equally incalculable detriment to civic progress which would follow its rejection. But some of the ratepayers are evidently of Scotch persuasion, and like to be sure of their ground. The point is—Can they afford to be too canny?

REFORM THE CIVIL SERVICE.

The Orillia Board of Trade is reaching out for help in its campaign for civil service reform. It is calling on the boards of trade throughout the Dominion to endorse its proposal that the service be placed on a basis of competitive examinations. Promotion by examination may not be the perfect way, but it would be infinitely better than making the public service the reward

of ignorant, unthinking partisanship. The other day the board of Kentville, N.S., approved by resolution the Orillia proposal, and every board of trade in Canada should do so without delay.

BUSINESS MEN AND JURIES.

Public duty is a fine thing, and every man owes it to his city or town, or to his country, to a greater or lesser extent. But it can be carried to extremes. Sacrifice of personal interests for the benefit of the multitude, to serve the state, is all right if too much be not asked. Business men are too broad-minded to object to give a reasonable amount of their time and services to the Government once in a while, but when it comes to being called upon to sit in a special jury twice in four months, as happened to some Montrealers, meaning a loss of their time to business, a loss which cannot always be reckoned in money, then it is time to register a complaint. According to the present system, eighty names are taken from the grand jury list. Twenty-eight names from eighty in all are selected, but in place of the next jury being selected from the fifty-two names which remain, a new list of eighty is made out and the twenty-eight necessary jurors are therefrom selected. In this way the remaining fifty-two are treated as if they had already served on a jury while the twenty-eight who had seen service stand a chance of being again compelled to serve. The Montreal Board of Trade Council at a recent meeting decided to point out to the Government the necessity of changing this system of selecting jurors.

EDITORIAL NOTES.

Rev. A. E. Burke is an industrial as well as a religious leader in Prince Edward Island. He recently wrote to the Kentville, N.S., Advertiser: "Had a conference of the five boards of trade of the Island of Charlottetown yesterday on transportation. All boards fully represented. A resolution for tunnel, and nothing but tunnel, was unanimously and enthusiastically carried. Delegates were not divided at all, but united as a people could be." This tunnel will have to be built.

Kentville, N.S., Board of Trade has elected Rev. Canon Brock an honorary member. This led to a resolution making all clergymen within the jurisdiction of the board honorary members. This is going some, and it's going in the right direction.

Markets and Market Notes

QUEBEC MARKETS

Pointers:—

- Fish—Revised.
- Maple products—Easier.
- Provisions—Lower.
- Butter—Lower.

Montreal, April 25, 1907.

Navigation not having yet opened, activity in general grocery lines has not yet commenced. There is a good general business of a hand-to-mouth character, but outside of this there is a feeling of quiet in the markets.

In canned goods, gallon apples are in good demand in certain parts of the country, while a nice business is being transacted in corn, peas and tomatoes. There is a lot of salmon selling also. Sugar is steady this week. Some are buying good sized lots at the recent advance, but the majority are content to obtain present requirements and leave it at that. Molasses is unchanged, and business in corn syrups is reported by jobbers as being not quite so brisk. Good trade is going on in teas. Japans and Ceylon greens are asked for. Stocks are becoming smaller each week. Currants are easier in Greece. Raisins are quiet, while prunes are brisk. Coffees and spices are featureless. Evaporated apples are still selling at 10 cents. Beans are in very good demand at prices quoted. Maple products are easier owing to a larger make than was expected. Provisions are easier and prices are lower. Butter has declined. Collections are good in most cases, a few complain of slow pays among their customers.

SUGAR—No further advance in sugar is expected at the moment, although conditions are such as might warrant higher prices. Granulated is scarce, and owing to the difficulties experienced by railway companies in making deliveries, raw sugar is in rather short supply. Some are buying freely at present prices but most people are conservative.

Granulated, bbls	\$4 40
" 4-bbls	4 55
" bags	4 35
Paris lump, barrels	5 05
" half-barrels	5 05
" boxes, 100 lbs	5 05
" boxes, 50 lbs	4 80
Extra ground, bbls	4 90
" 25-lb. boxes	5 00
Powdered, bbls	4 60
" 5-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Molasses has not changed since last week. Little business is being done. Reports from the Barbadoes state that the price asked is still 15c.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02 1/2
" 4-bbls	0 03
" 1-bbls	0 03 1/2
" 3 1/2 lb pails	1 50
" 2 1/2 lb pails	1 10

Cases, 2 lb tins, 2 doz per case	2 00
" 5-lb. " 1 doz	2 45
" 10-lb. " 1/2 doz	2 40
" 20-lb. " 1/4 doz	2 35

TEA—A very nice trade is being done in teas, although the market is quite without feature. Japans continue in good demand with stocks declining. Ceylon greens are in fair demand.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 23
Pekoe	0 17	0 20
Pekoe Souchongs	0 15	0 20
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—Punguey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEES—A normal business is being done in coffees. Prices are without change.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19 1/2	0 25
Rio, No. 7	0 19 1/2	0 10
Santos	0 10 1/2	0 11
Maracaibo	0 11	0 13
Roasted and ground 20 per cent. additional		

DRIED FRUITS—Except that currants are easier, this week's market is absolutely featureless. This line cannot, according to reports, go any lower

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 25, 1907.

BUTTER—Prices unchanged. Market steady.

CHEESE—Quiet. Little business.

EGGS—Situation unchanged.

PROVISIONS—Featureless market.

and be exported, owing to Government arrangements in Greece. Raisins are quiet. Prunes are selling at prices quoted. Reports as to damage in fruit districts in California are still being circulated.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08 1/2	0 09
Selected, per lb.	0 09	0 10
Layers, "		0 10

Dates—		
Halloweas, per lb.	0 04	0 04 1/2
Sairs, per lb.	0 03	0 03 1/2
Packages "	0 05	0 06

California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "		0 18
Pears, "		0 16

Malaga Raisins—		
London layers	2 25	
" "Connoisseur Clusters"	3 00	
" 1-box	1 10	
Royal Buckingham Clusters, 1/2-boxes	1 37 1/2	
" boxes	4 50	
" "Excelsior Window Clusters"	5 50	
" 1/2's	1 50	

Californian Raisins—		
Fancy seeded, 1-lb. pkgs	0 11	
Choice seeded, 1-lb. pkgs	0 10 1/2	
Loonel Muscatels 3 crown	0 09 1/2	
" 4 crown	0 10	

Prunes—	per lb.	
30-40s		0 09 1/2
40-50s		0 08 1/2
50-60s		0 08

60-70s	0 07 1/2
70-80s	0 07
80-90s	0 06 1/2
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 07 1/2
" " " " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 07 1/2
" " " " 90-100s	0 07 1/2
" " " " 100-120s	0 07 1/2

Currants—		
Filiatras, uncleaned, barrels	0 07 1/2	0 08 1/2
Fine Filiatras, per lb., in cases	0 07 1/2	0 08 1/2
" " cleaned	0 07 1/2	0 08 1/2
" " in 1-lb cartons	0 07 1/2	0 08 1/2
Finest Vostizzas "	0 03 1/2	0 04 1/2
Amalias "	0 01 1/2	0 02 1/2

Sultana Raisins—		
Sultana raisins, per lb.	0 13 1/2	0 15
" 1-lb carton		0 15

Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08 1/2	0 09
Four crown, fancy, 10-lb. boxes	0 06 1/2	0 07
Three crown	0 06	0 06 1/2
Glove boxes, fine quality, per box	0 07 1/2	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

Peels—		
Citron peel, per lb.	0 20	0 21
Lemon peel, per lb.	0 11	0 12
Orange peel, per lb.	0 11	0 12

EVAPORATED APPLES—A good trade is being done in evaporated apples at 10c. Few are asking more than this, and we have not heard of anyone offering at less.

SPICES—There is no change to record in spices this week. Demand for various lines is reported good for the season.

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

BENAS AND PEAS—Beans are still quoted at old prices and business is brisk for the season. Good demand is reported for peas.

Choice prime beans	1 4	1 50
Soup peas, whole, bag 2 bushel	2 25	2 30

MAPLE PRODUCTS—Maple goods are slightly easier this week. The season has turned out much better than was expected. Demand is good, and sales are frequent and fairly large.

Pure maple syrup, bulk, per 1/2-lb. tin	0 08	0 10
Compound maple syrup, per 10-lb. tin	0 11	0 15
Pure Townships sugar, per lb	0 75	0 08

RICE AND TAPIOCA—Jobbers report good demand for both lines quoted. Rice is moving out quite freely, while the few small lots of tapioca arriving are not hard to sell at figures quoted.

B rice, in 10 bag lots	3 15
R rice, less than 10 bags	3 25
C C rice, in 10 bag lots	3 65
C C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 07 1/2

RAW FURS—No change in prices, which are quoted as hereunder.

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

A BOOSTER

That's what all wide-awake buyers are looking for. Something that will help a good business to get more business. We are continually on the lookout for these trade helpers and generally have a few on **tap** ready to hand over to some live buyer who wants to increase his margin of profit.

Thames Catsup, 3s,	-	-	-	50
Frankford Squash, 3s,	-	-	-	75
Sair Dates,	-	-	-	3¹/₄
Rolled Oats, "finest quality,"	-	-	-	2.05
Imperial Jam, '12x5" tins to crate,	-	-	-	5³/₄
Clothes Pins, "5 gross boxes"	-	-	-	55
Indian P. S. Tea, "Exceptionally good value,"	-	-	-	14
Pearl Tapioca,	-	-	-	6¹/₂

All of the above lines as you know are quoted at less than to-day's market prices. If any of them interest you, send us an order.

Perhaps there is some other line you would like a price on. If so, don't be shy; let us hear from you and you may depend upon it we will try to make our offer an interesting one.

H. P. ECKARDT & CO.

WHOLESALE GROCERS
TORONTO

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 25, 1907.)

There is little change in business conditions since last week. Finer weather is giving the railways an opportunity to overtake their work but the congestion of freight is still very serious. In spite of all adverse conditions, however, spring trade shows a considerable increase over any previous year and business men are optimistic.

Quotable changes this week are few and unimportant, values holding steady in all lines.

CANNED GOODS—Except for some changes in roast and corned beef given below, there are no quotable changes this week. All staple lines continue in strong request. We quote:

FRUITS.		
	Group No. 1	Group No. 2 & 3
Apples—		
3s standard, per doz.	1 29½	1 27
gallons, per doz.	3 47½	3 45
Cherries—		
2s, red pitted, per doz. case	2 41½	2 39
Currents—		
2s, red, heavy syrup, per doz.	1 96½	1 94
2s black " "	2 6½	2 04
Gooseberries—		
2s, heavy syrup " "	2 31½	2 29
Lawtonberries—		
2s heavy syrup " "	1 94	1 91
Peaches—		
2s yellow flats " "	2 06½	2 04
3s " " " "	3 12	3 09½
Pears—		
2s, F.B., " "	1 81½	1 79
3s, " " " "	2 39½	2 37
2s Bartlett's " "	1 96½	1 94
3s " " " "	2 59½	2 57
2s Globe, light syrup " "	1 51½	1 49
Plums—		
2s Damsion, 1s. " "	1 34	1 31½
2s Lombard, 1s. " "	1 39	1 37½
2s Greengage, 1s. " "	1 44	1 41½
2s Egg, heavy syrup " "	1 86½	1 84
Raspberries—		
2s red, light syrup " "	1 69	1 66½
2s black, heavy syrup " "	1 91½	1 89
Pineapples, whole, 2 lb., per case	3 85	3 85
" sliced, 2 " " "	3 85	3 85
" grated, 2 " " "	4 40	4 40
VEGETABLES.		
Beans—		
golden wax, " "	1 98	1 93
refugee, " "	1 98	1 98
crystal wax, " "	2 18	2 13
Corn—		
2s " " " "	2 13	2 08
Peas—		
(No. 4) 2s " " "	1 98	1 93
(No. 3) 2s " " "	2 18	2 13
(No. 2) 2s sweet wrinkle " "	2 28	2 23
(No. 1) 2s extra fine sifted " "	2 78	2 73
Succotash—		
2s " " " "	2 63	2 58
Beets—		
whole, " " "	2 08	2 08
sliced, " " "	2 28	2 28
whole, 3-lb., " " "	2 64	2 64
sliced, " " "	2 84	2 84
Spinach—		
2s, per doz. " " "	3 13	3 08
3s " " " "	4 09	4 04
gallon, per doz. " " "	11 10	11 10
Asparagus per doz. " " "	2 89	2 89
Tomatoes—		
per case " " "	2 79	2 74
Beans, golden wax, " " "	1 98	1 93
refugee, " " "	1 98	1 93
MEATS.		
Pork and beans 1s, per doz.	1 25	1 25
" " 2s, " " "	1 90	1 90
" " 3s, " " "	2 50	2 50
Clark's 1 lb. plain, per case	2 25	2 25
" " 2 " " " "	1 89	1 89
" " 3 " " " "	2 25	2 25
" " 1 " tomato sauce, per case	2 25	2 25
" " 2 " " " "	1 80	1 80
" " 3 " " " "	2 25	2 25
" " 1 " Chili " " "	1 90	1 90
" " 2 " " " "	2 25	2 25
" " 3 " " " "	2 25	2 25
Soups, per doz. " " "	3 25	3 25
Canned chicken (Man. Can. Co.) per doz	3 25	3 25
" turkey " " " "	3 30	3 30
" chicken, per doz " " "	3 30	3 30
" turkey " " " "	3 30	3 30
" duck " " " "	3 30	3 30
Corned beef " " 2s per case	2 75	2 75
" " 1s " " " "	2 55	2 55
" Man. Can. Co. 2s per doz.	2 50	2 50
" " 1s " " " "	1 35	1 35
Roast beef (Man. Can. Co.) 2s, per case	2 50	2 50
" " 1s " " " "	1 35	1 35
" (Clark's), 1s, per doz.	2 75	2 75
" " 2s, " " " "	2 55	2 55
Potted meats, ½s, per doz.	0 95	0 95

Veal loaf ¼ lb., per doz.	1 25
" 1 lb. " "	2 50
Ham loaf ½ lb. " "	1 25
" 1 lb. " "	2 50
Chicken loaf ¼ lb. " "	1 85
" 1 lb. " "	3 50
Lunchonue 1s, " "	3 65
Sliced smoked beef ¼-lb. tins, per doz.	1 80
" 1-lb. glass, " "	3 10
Chipped " ¼-lb. tins, " "	3 35
" 1-lb. tins, " "	1 45
" 1-lb. glass, " "	2 50
Sliced bacon, 1-lb. glass, " "	3 05
" 1-lb. tins, " "	3 10
Corned beef 1-lb. tins, per doz.	3 25
" 2-lb. " " "	1 55
" " " "	2 75

FISH.	
Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" Rivers Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, " "	4 00
" cohoes, " "	5 75
Lobsters (new), ¼-lb. flats, per case	16 50
" 1-lb. tails, per case	15 00
" " flats, per case	15 50

—SUGAR—	
Montreal granulated, in bbls.	5 10
" " in sacks	5 05
" yellow, in bbls.	4 70
" " in sacks	4 65
Wallaceburg, in bbls.	5 00
" " in sacks	4 95
Berlin, granulated in bbls	4 90
" " in sacks	4 85
Icing sugar in bbls.	5 70
" " in boxes	5 93
" " in small quantities.	6 30
Powdered sugar, in bbls.	5 50
" " in boxes	5 70
" " in small quantities.	5 75
Lump, hard, in bbls.	5 80
" " in ¼-bbls.	5 80
" " in 100-lb. cases	5 80
Raw sugar.	4 50

SYRUPS AND MOLASSES—	
Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" 5-lb. tins, per 1 " "	2 65
" 10-lb. tins, per ½ " "	2 45
" 20-lb. tins, per ¼ " "	2 50
" ¼ barrel, per lb.	0 03½
" Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb. tins, per 2 doz. case	3 10
" 5 " " 1 " "	3 60
" 10 " " ½ " "	3 30
" 20 " " ¼ " "	3 20
" ¼ barrel, per lb.	0 40
Barbadoes molasses in ¼-bbls, per gal.	0 03½
New Orleans molasses in ¼-bbls, per lb.	0 03½
Porto Rico molasses in ¼-bbls, per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bbls., each.	0 33
" " " "	2 25

COFFEE—	
Whole green Rio, per lb.	0 10
" roasted " " "	0 12½
Ground roasted Rio.	0 13½
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha " " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo " " "	0 19
Choice Rio. " " "	0 17
Pure " " "	0 16½
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. pails, per lb.	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz.	1 05
PICKLES—Local brands are quoted as follows since the recent advance:	
Sour—	
1 gal. pail.	70
3 " " "	1 81
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.	90
3 " " "	2 40
5 " " "	3 75
Crocks.	85
Bottles, 18 oz., per doz.	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUIT—Since the revision in prices noted in last week's issue there have been no quotable changes. We quote:	
Sultana raisins, bulk, per lb.	0 13½
" cleaned, " "	0 14½
" 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 85
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s.	1 75
" selected, " "	1 85
" layers, " "	2 10
Trenor's Valencia raisins, f. o. s., per case.	2 70
" selects " " "	2 85
" layers " " "	2 96
California raisins, muscatels, 2 crown, per lb.	0 10½
" " " 3 " "	0 10½
" " " 4 " "	0 10½
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb. packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb.	0 04½
" 90-100 " "	0 05½
" 80-90 " "	0 05½
" 70-80 " "	0 06½
" 60-70 " "	0 06½
" 50-60 " "	0 07½
" 40-50 " "	0 08
Currents, uncleaned, loose pack, per lb.	0 07½
" dry cleaned, Filatras, per lb.	0 07½
" wet cleaned, per lb.	0 07½
Filatras in 1-lb. pkg. dry cleaned, per lb.	0 08
" Vostizze, uncleaned.	0 08½
Hallowee dates, new per lb.	0 66
" in packages, per lb.	0 67½
Figs, cooking, in tapnets, per lb.	0 15½
" in sacks " "	0 06
" table, 1 crown " "	0 10
" " 3 " " "	0 11
" " 5 " " "	0 13
" glove boxes, per box	0 09½
" square boxes (12 oz) per box	0 08½
" 1 lb baskets, per basket.	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 21½
Apricots, standard in 25-lb. boxes, per lb.	0 21½
Peaches, choice, per lb.	0 15
Peaches " " "	0 15½
Pears, choice (halves), per lb.	0 13½
" standard " " "	0 13
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice.	0 16

EVAPORATED AND DRIED APPLES—Owing to the high prices of the local houses are importing evaporated apples from St. Louis and these are quoted lower than the Canadian. Canadian evaporated apples are quoted at 10¾c to 11 c per lb. and the dried apples at 9¾c to 10c.

CANDIED PEELS—	
Lemon, per lb.	0 13½
Orange " "	0 13½
Citron " "	0 24
HONEY—Ontario honey is very scarce. Prices are quoted as follows:	
Ontario honey, 5-lb. tins per case	8 75
" 10-lb. " " "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" 5-lb. tins, 1-doz. case.	8 40
" 10-lb. ½ doz.	10 60
" 60-lb. " 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.	0 04½

NUTS—	
Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" in small lots, per lb.	0 11½
Filberts " "	0 11½
Peanuts, " "	0 13
Jumbos, new Grenobles, per lb.	0 15½
Walnuts, " " "	0 1
" " Marbots " "	0 1
" " shelled, " "	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 26
Brazils, per lb.	0 16

OATMEAL AND CORNMEAL.—	
Rolled oats, 80 lb. sacks, per sack	1 85
" 40 " " "	0 22½
" 20 " " "	0 85
" 8 " " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack.	2 35
Cornmeal " "	1 60

EGG CASES—In good demand at following prices:	
No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case file (12 sets per case) brown, per case	1 70
" " " white, " "	1 85



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.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in
The West

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

Consign your cars to us and please your customers.

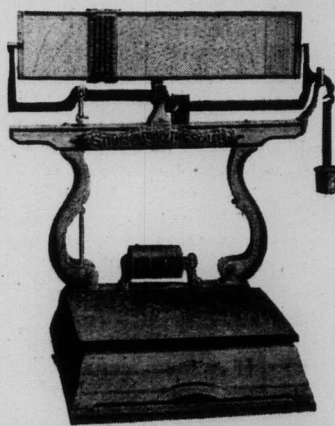
Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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



Stop the Leaks in Your Business

This scale gives the weight and value at the same time by one movement of the poise.

Write Us About It.

Stimpson Computing Scale Co.

34 Arthur Street, corner Notre Dame Ave.

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.

FROM GROCER CORRESPONDENTS

(Continued from page 32.)

The retail druggists are now making ready to close on Sundays, a move that citizens generally approve of.

The tendency of the age is for shorter hours, and grocers should heed this. The grocer who now keeps open until 10 and 11 o'clock at night does not get the respect from his customers that he would if he closed at 6 or 7.

Chas. Austin, formerly with Dalley & Co., and who was a hustler in the Two-in-One business, has bought out James Bews' grocery business, and his prospects are fine for a good trade.

Mr. Bews retires with a competence sufficient to keep him in luxury the rest of his life.

A special meeting of the Retail Grocers' Association was held Monday night. The annual picnic question was discussed, and it was unanimously decided to have an outing this year. Jas. Main was elected chairman, and that alone is a guarantee of success. Give "Jim" enough "rope" and he will make it the best picnic ever.

A resolution was endorsed asking the city council to change the time of the civic elections to an earlier date; also in regard to jobbers selling to consumers, hotels, etc.

It is thought here that manufacturers of soaps, cereals and other such lines, when making up their prices, should take some thought as to what would be a fair profit for the retailer. Nearly all of these goods are put on the market at net prices that do not leave the grocer a legitimate profit. Some of these people say the grocer will have to sell the goods, and it is no business of theirs what profit he makes. But we hope to see the day when the worm will turn—some day when our provincial association (which is to be) will be able to make suggestions, both to the manufacturers and jobbers, that the interests of all would be best conserved by mutual counsel.

There are so many families moving into the city that there is a house famine, and tents are being put up in different parts of the city. The building trade is pushed to its utmost. Real estate is being turned over in big deals. Hamilton is out for a 100,000 population, and it won't be long at that. Grocery stores are being opened up freely, so that there is no danger of the new settlers either running out of provisions or credit.

STRATFORD.

Your reporter has made several inquiries among the retail grocers this week as regards the consumption of canned fruits, etc., and finds out that in the majority of cases the demand is not nearly so great as this time last year. Still, there is a very good demand. Last year there was a very large quantity of canned goods disposed of in this city. Of course the price has a good deal to do with the demand. Previous to the recent increase in price, one merchant laid in a pretty heavy supply of canned fruits, and, as a consequence, is not suffering much. Other merchants did not raise the price to the consumer in proportion to the advanced price to the retailer, and as a result they are not deriving any fortune out of the sales. Al-

though many of the merchants report that the sale has not been as large as last year, there are others who say that the sale has slightly increased.

By reports it is learned that the fruit crops in this vicinity have been hindered in growth by the backward spring. One farmer, who has quite a pear orchard, says that this line of fruit, especially the Kiefers, will be a total failure, and peaches will also be a light crop. The winter has been very destructive to the San Jose scale, and it does not seem to be nearly so active this season as in former years.

Apples promise to be an exceptionally good crop. There is also a good showing for the smaller fruits, and unless some further set-back occurs, the fruit crop on the whole will be a very fair one this season.

Saturday's market was largely attended by sellers and buyers. A large quantity of eggs was offered and sold at 16c. and 17c. per dozen. Butter advanced one cent over the week previous, selling at 24c. per pound. Other produce sold at the same price as a week ago.

William Horner, an old Stratford boy, has recently returned from the Canadian west, where he has been much prospered in his business. Mr. Horner conducted a good grocery business in Lethbridge, Alta. About four years ago he was burnt out, but he erected a fine new store. Mr. Horner has decided to not return to the west, but will likely take up his residence in this city, where he has one sister.

Many of our grocers are making a special display of their maple syrup goods. The small sign, "pure maple syrup for sale here" is seen in almost all of the grocery and confectionery windows. On the market this article is still selling at 40 cents per quart.

Trade at present among our merchants is not just as brisk as it might be. Several of the retail grocers say that they had an exceptionally good Easter trade, but that since then trade has not been very good. However, the housecleaning days are about here, and they expect to have a good season in selling house goods.

The grocers are giving quite a bit of attention to window dressing, and are advertising special lines in a most attractive way. The merchants are rapidly becoming educated to the importance of making attractive window displays. They realize that a good display, with the price properly ticketed, will do wonders in the way of getting citizens to buy. It has been truthfully said that the window is a fair index to the store, and this is being exemplified in Stratford. Displaying special lines of goods in this way has its advantages. The display may include the very article that a shopper would want, and then again, it may include some article to which no thought of purchasing has been given to the pedestrian or the regular customer. Changing window displays frequently is also a good way to attract the attention of the passer-by. It is gratifying to note the progress that the

merchants are making in dressing their windows.

One or two of the grocers in the city are cutting prices in one or two lines of goods. Particularly is this being done in regard to canned tomatoes and flour. Notwithstanding that the price of both articles was raised some time ago, the price to the consumer remains the same. When in conversation with one of the city grocers, he remarked, in answer to a question put by your correspondent, "Yes, we have a Retail Merchants' Association, and there is a branch called the Grocers' section, but that is all it amounts to. They seem to avoid discussing this question, re price cutting. There is need for a strong association. What's the use in cutting each other's throats?" It is to be hoped that the merchants come to an understanding amongst each other and that a proper schedule of prices is arranged. This is an important matter and should be brought before the Retail Merchants' Association. Why not appoint a committee to interview the chief offenders, with the object of arriving at a proper understanding. The cutting is also extended to the sugar trade. Many dealers feel, in view of the recent advance in the wholesale price, that the price should also be increased to the consumer.

A committee meeting of the Retail Merchants' Association was held Monday night, at which the proposed new delivery system was discussed. The association meets Thursday night, when it is expected that the matter will be decided on.

GALT.

There is considerable talk in Galt at present regarding the half-holiday question. For a number of years Galt has been behind its neighboring towns in that there has been no half-holiday during the summer months. While the stores in general close at six o'clock each evening, it is thought by a large number that a half-holiday would be very beneficial to the employers and employes and would not conflict with the business to any degree. The matter will shortly be taken up by the Retail Merchants' Association, and, while some opposition is anticipated, the prospects for the half-holiday, probably on Wednesday or Thursday, are bright.

A member of one of Galt's leading grocery firms, when interviewed to-day, emphatically expressed himself in favor of seven o'clock closing on Saturdays. "The idea that business places should remain open on Saturday nights until unreasonable hours," he said, "is a survival of the days when every man received his wages at six o'clock on Saturday night. These days are past and gone, and I doubt if there is one establishment in Galt to-day where the employes are paid on Saturday. Why should the employes of grocery and other firms be compelled to work sixteen hours? If a man cannot do his business in ten hours he should sell out."

While a number of other business

men in Galt favor early closing on Saturday there is small probability of any action being taken, at the present time, at any rate.

There is at present no Retail Grocers' Association in Galt. Why this state of affairs should exist is inexplicable. Galt is one of the best grocery towns in Ontario, and this reputation should surely be a leading reason for an association being formed here. True it is, that the grocers heartily cooperate with the Retail Merchants' Association, but there is surely room in this town for both associations.

The grocers are still complaining of the poor freight service. One grocer told your correspondent that to get an order from Montreal to Galt required nearly two weeks. The gentleman's comment was brief and to the point when he asked "Why?"

The death occurred here recently of Chas. Ellerby, aged 46 years. Up to the time of his death Mr. Ellerby conducted a grocery business in Galt, and was held in high esteem by all. He leaves a wife and family.

Eggs, which have been so plentiful here during the past few months, are becoming a scarce commodity, and the price is due to advance considerably.

Allan Deans, of the firm of Deans & Walker, said to-day that in all his grocery experience he had known no year in which the crop of navel oranges had reached such a high standard. "The fruit, during the season which is now drawing to a close," he said, "has been excellent, and on this account the demand has been unprecedented."

The supply of maple syrup this season has been larger than ever before, and the extent to which it has been appreciated is evidenced by the fact that although the supply has been very large the demand was even larger, and many seekers after the luxury were disappointed. A farmer within a few miles of Galt manufactured over 200 gallons of syrup, all of which was disposed of on the premises. In these days of adulteration the genuine production is evidently greatly appreciated. The syrup at the local groceries was disposed of at \$1.50 per gallon.

The high winds and dry weather of the past week have caused the local merchants to speak in uncomplimentary terms of the works of nature. The dust has penetrated every nook and cranny, and the man with the duster is real busy.

LATE GEORGE Q. O'NEILL.

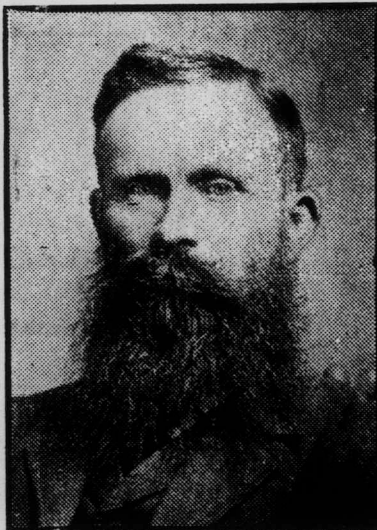
Montreal Grocery Traveller Dies Suddenly on the Road.

Death came very suddenly to one of the oldest travellers in the grocery trade on Wednesday, April 17, when George Quaile O'Neill, one of Mathewsons' Sons representatives, was taken from this world.

Late Mr. O'Neill had just alighted from the G.T.R. train at Brockville on Wednesday afternoon and was waiting

at the Union Station for the train to Ottawa. He was talking to a few friends on the station platform, when suddenly he collapsed. He was carried to a nearby office by friendly hands and a doctor was summoned. Before the arrival of the medical man the traveler died.

For twenty-five years Mr. O'Neill traveled for Mathewsons' Sons, Montreal, and during that period he made friends by the score in all parts of the country. He was a man to make friends and keep them and his death will come as a surprise and a shock to hundreds in the grocery trade upon whom he was a regular and particularly welcome caller. Everybody liker Mr. O'Neill, and well they might. One of the members of the firm he represented, speaking to The Grocer, said: "There was never a more faithful, unselfish worker than that same George Quaile O'Neill; absolutely loyal to the institution with which he was connected. He could be



THE LATE GEORGE Q. O'NEILL
For many years traveller for Mathewsons' Sons, Montreal.

depended upon to do the right thing at the right time in every instance. We will miss him sorely."

In life, Mr. O'Neill was a resident of Huntingdon, Que., where he was buried last week. He was sixty-eight of age and is survived by a wife and one daughter.

EXPOSITION POSTPONED.

The National Packers' Exposition has been postponed, at the request of the exhibitors, until next fall. This has been rendered necessary owing to the fact that the Coliseum, in which the exposition was to have been held, has been found inadequate for the accommodation of an exhibition of this character.

David Arnott, general store, Slocan, B.C., has been succeeded by McVicar & Pinchbeck.

EXHIBITION OF GROCERIES.

Large Attendance at the Montreal Food Fair—A Great Success.

Wednesday evening of last week the Exhibition of Groceries in Montreal was officially opened by acting Mayor of the city, Ald. Giroux. Mayor Ekers himself was to have opened the fair but was unable to be present and the acting mayor took his place.

The attendance was record-breaking and augurs well for the balance of the period during which the show will be held. The success of the exhibition is quite assured.

The arrangement of the booths at the arena where the show is being held is most artistic, and the appearance of the fair is much better than anything of similar nature yet seen in Montreal.

A. P. Murray, chairman of the advisory committee, was on hand at the opening and introduced Ald. Giroux, who then spoke a few words on the benefit of such a fair to the city generally. Ald. Dagenais, chairman of the Board of Health, next addressed the gathering. He was followed by Mayor Galbraith, of Westmount, and C. H. Catelli, president of the Chambre de Commerce Francaise. All spoke of the value of the food fair and congratulated the management on the successful opening. They urged the public to support the movement strongly as it was to their benefit to do so.

Those present at the opening included, besides those mentioned: S. J. Mathewson, Col. A. E. Labelle, A. Lauiel, president of the Retail Grocers' Association; J. A. Beaudry, secretary of the Retail Grocers' Association; Harry Clark, W. H. Dunn, W. S. Laflamme and others.

Success has attended the Exhibition of Groceries in Montreal up to the time of writing and it is likely that there will be continued patronage on the part of the public until the closing day.

Wonderfully large crowds have attended afternoon and evening since the exhibition has opened. Saturday last was hospital day. The proceeds of the day were divided between the two principal hospitals of the city, the Notre Dame and the General. On that day it is estimated that fully three thousand attended.

Frequent remarks are heard on the artistic manner in which the booths are arranged and more than one visitor who had seen like fairs in the States expressed the opinion that Montreal's exhibition surpassed anything of a like nature ever held in the United States or anywhere else.

A couple of very successful banquets have been held, and retailers and wholesalers have been given every opportunity of meeting one another on other than a business footing.

Next week's issue of The Grocer, May 3, will be a Special Exhibition of Groceries number and will contain a full account of the fair and descriptions of the individual booths occupied by various firms.

The Superior Quality
of our
Mild Cured Hams
Boneless Breakfast Bacon
Skinned Smoked Backs

meets the most exacting require-
ments of your customers.

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

H A M S

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

F. W. FEARMAN CO.,
HAMILTON LIMITED


WE INVITE THE PUBLIC
TO VISIT
OUR EXHIBIT
AT THE
ARENA, Montreal
APRIL 15-27
CORONA
HAMS, BACON,
LARD, PRODUCE, Etc.
CUT OUT THIS AD.
Customer presenting at our office
will receive
COMPLIMENTARY TICKET

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand than the famous

Ryan Brand


of provisions may appear some day.



To-day shrewd Grocers stock our

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

because particular people, knowing the genuine goodness of our provisions, will have none other. The trade of particular people does pay.



The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

More interest is being taken in cheese as the season advances. Every week there is an increase in the make over the previous six days and trading is bound to become more active as supplies become larger. The April make of cheese this year, however, has not been so large as the make for the same period last season. The situation is satisfactory enough at present, and produce men are not grumbling over conditions existing.

Prices are a little easier than they were a week ago but on the whole are well maintained. Cheap cheese is not the rule on the market just now. Business being transacted is mostly local, although there is some attempt at export trade. Quotations will have to reach a lower basis before an activity is noticeable as affecting Canada and the Old Country.

From all reports there will be demand for new Canadian cheese in England before the very last of the old stock is gone. Supplies in Great Britain are not by any means heavy and the market must be supplied from some source, and what is more natural than that Canada should be called upon to furnish this staple food of the country? Already cable offers have been made, although just what deals have been closed we

cannot state. If one may be so bold as to look ahead it would seem that trading during the coming season will be large.

Butter has suffered a severe decline since last week. Prices then were as high as they have been at any time during the winter, owing to the scarcity of stock on this market. In a few days there was a drop of 9c., a decline which was expected and therefore not so surprising. As was stated in these columns an increase in receipts was sufficient to bring down prices.

During the week quite a lot of nice, new butter has been received from various sections of the country. A considerable quantity of Australian butter was brought into Montreal by various parties, arriving in the city this week. Had the butter been received last week, the profit made by the importers would have been very satisfactory; as it is they are making just enough to bring them through nicely after paying all costs. The butter was quickly taken up, so bare is the market.

From now on receipts of new butter will naturally be larger, and it is not expected that present high prices will hold very long. A drop is expected any day.

THE PROVISION SITUATION

Prices for live hogs are nominally on the same basis as last week, but in reality are lower, for the packers are keeping pretty closely to \$6.15 f.o.b. country points this week, and last the price was often \$6.25. The result is that deliveries are light, but this is not unwelcome because shipments to the old country are being kept down to the lowest possible point and stocks for the domestic trade are fairly large. Receipts of hogs in Canada have been running 23,000 to 25,000 and were down last week to 16,000 or 17,000; but an ordinary week's shipment of bacon to the old country is about 4,000 boxes, and they are down to 2,500 boxes.

The old country market is about the same, but slightly firmer for Canadian because of decreased supplies. Danish deliveries are, however, no lighter. On the contrary, they are increasing, and last week amounted to 37,000 hogs. Advances now received state that they will reach 40,000. The Danish farmer has made up his mind that hogs are a profitable product.

In the home market the packers are keeping a stiff upper lip, but the decrease in export business is turning a good deal of product into home channels and stocks are ample. While they will not admit a probable decline they say there will be no scarcity and that everybody who wants a bit of bacon will be able to get it. Some of the

smaller dealers however, are inclined to make concessions.

The weakness of the provision situation in Chicago has its effect on this market. The New York Journal of Commerce, in its weekly review, on Monday, said:

"The past week has witnessed nothing of importance in these markets and very little change in prices and no activity, as there is no one in the market but the packers and a few professionals, while the latter were afraid to sell short because the packers own the stocks and could squeeze them, and no one but packers have bought, because of a material increase in receipts of hogs at the west during the week and because of present high prices, in which nobody seems to have confidence enough to buy for future delivery, except the packers, with whom it is believed to be a matter of compulsion to protect their high-priced stocks rather than from choice. Indeed, the Cudahy Packing Company has been a seller of both lard and ribs during a part of the week, and the packers are probably divided on the market, some of them having been sellers of their product right along, in view of the high prices and hand-to-mouth cash demand, which has not been up to the normal, considering the general employment of labor and good times in our chief industrial centres. The weight of hogs coming in has continued to be

materially ahead of last year, as it has been for some months past, indicating a good supply of mature hogs during the summer months, which renders the outlook anything but bullish.

EGG FLOOD IN NEW YORK.

The egg situation in New York is interesting and not altogether free from sensationalism. Thus far this season the receipts have been unprecedented, and if they continue at the present rate a slaughter of eggs may come to pass.

Heavy egg handlers estimate that within the past five weeks 875,000 cases of eggs have been received in that market, and that of these not less than 350,000 have been laid down in cold storage. At this time last year the cold storage houses held scarcely 20,000 cases. The price is about the same for the two years, 18½ cents. At the present rate it is estimated that by July 1 every cold storage egg house in Greater New York will be filled to its capacity, and that all receipts beyond that must go on the market. Not only is such a situation likely to slaughter prices of spot eggs, but it is likely to seriously impair the value of so large a stock held in warehouses and bring their value down below the cost, as it now stands.

NEW YORK SHORT OF BUTTER.

Handlers of butter in New York are looking forward with some apprehension to the possibility of a fine butter famine unless receipts increase shortly. The normal consumption of that market is about 35,000 to 40,000 tubs a week, but for the past three months the average receipts of fine butter would not equal that by probably 15,000 tubs a week. To supply the deficiency dealers have been drawing on their reserve in cold storage, till to-day there are probably not over 1,000 tubs of reserve stock on hand. Prices have touched 36c.

PROVISION MARKETS

MONTREAL.

PROVISIONS.—Lard is somewhat easier this week. The visible supply is not large. Plate beef is higher, as it usually is at this season. Breakfast bacon is higher, as are also hams.

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 22	0 14
" " " 3-lb.	0 12½	0 13
Lard, compound tierces, per lb.	0 06½	0 09½
" " " tubs	0 08½	0 09½
" " " 20-lb. pails, wood	2 00	2 05
" " " 20-lb. pails, tin	1 90	1 95
" " " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 10
" " " 5-lb.	0 10	0 10½
" " " 3-lb.	0 10	0 10½
Wool, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 16
Hams	0 13½	0 16
Extra plate beef, per bbl.	14 00	

BUTTER.—Butter is easier this week and prices are much lower than at last

BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

**Butter
Tubs**

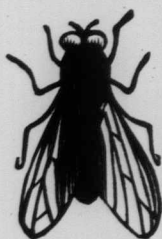
Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg



**WILSON'S
Fly Pads**

Grocers and General Stores can easily sell two to five boxes during the coming summer.

All your best customers will want them.

Arohdale Wilson, - Hamilton, Ont.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. G. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS

Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-UPON-TYNE.

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

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

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

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

Thousands of Satisfied Customers!

JUST—THINK—THAT—OVER. Think of its unusually gratifying feature—ALL SATISFIED.

THIS TRADE ON CLARK'S MEATS

has been built up and is steadily increasing because they possess exceptional value and merit.

time of writing. Receipts are increasing and it is thought that still lower figures will rule in the near future.

New creamery, choice, boxes 0 24 0 25 1/2
pound prints 0 26
Large rolls 0 21

CHEESE.—There is not much business being transacted in cheese this week. New cheese is not arriving in large quantities yet and there is little old on the market. Prices quoted for new average 12c. to 12 1/2c.

EGGS.—Deliveries are very good and dealers find it easy to supply demand, which is satisfactory at 17c. to 17 1/2c. Some are asking slightly more for particularly good stock. Dealers are proceeding with pickling and storing.

HONEY.—Little business is being done at prices quoted, which remain unchanged.

White clover comb honey 0 13 0 14
White clover, extracted tins 0 09 0 10
Buckwheat 0 07 0 08 1/2

WINNIPEG.

The Winnipeg produce market is in rather unsettled state at present and a wide range of prices are quoted for both butter and eggs. There is very little creamery butter offering and the

market being quite bare, the price is well maintained; but with dairy butter the condition is different, the supply being large, the quality indifferent, and the price uncertain. With finer, warmer weather the market is likely to see a further decline.

BUTTER.—Creamery butter is selling to the retail trade at an average price of 32c. to 35c. per lb. for the fancy variety. The dairy butter market is uncertain and produce houses are paying 20c. to 24c. per lb. The quality of most of the dairy butter offered is said to be indifferent.

EGGS.—Produce houses are paying country merchants 18c. to 20c. per dozen for fresh eggs. The market is weak and a decline is likely.

CHEESE.—Prices are quoted as follows:

Cheese, Ontario large, per lb 0 15 1/2
" twins, per lb 0 16
" Manitoba, small (about 20 lbs.) 0 12 1/2

LARD.—The tierce price is 12 3/4c. 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 1/2
6-10 lb. tin pails, 1c. " " " " per case 8 10
12-5 " " " " " " " " " " 8 20
20-3 " " " " " " " " " " 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
Bacon, " " " 8 to 10 " " " " 0 17
Hams, light, 10 to 14 average 0 17
" medium 14 to 16 average 0 16 1/2
" heavy, 20 to 30 " " " " 0 15 1/2
" skinned, 2 1/2 to 30 " " " " 0 17
Picnic hams, 6 to 8 " " " " 0 12
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

In a reference in last week's issue to Bernard & Co., tea firers, of Yokohama, Japan, it was stated that "C. M. Bernard, the principal of the firm, has just completed his 32nd year as a shipper of Japan tea." Mr. C. B. Bernard was meant. Mr. C. M. Bernard is a brother and resident agent of the firm in America, residing at Detroit.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

PR
repor
sump
keeps
prices
long
count
other
effect
talk

Long
Smoke
Roll
Small
Mediu
Large
Shoul
Backs

Heavy
Short
Lard,
" "
" "
Plate
Beef,
" "
" "
" "
Mutton
Lamb
Hogs,
Veal

BU
long
men
half
have
have
produ
prints
soared
to 30c
hand,
have
been
on th
their
cheam
are lo

Creamer
Dairy pri
" roll
Baker's

CH
last v
not yo

Cheese

EGG
to 17
talk
they
that
prices
ever

Eggs (stri

HOL

Honey, a

" "

Buckwhe

POU

busine

change

Old fowl

Ducks

Young ch

Old fowl

Ducks

Young ch

Tom Tur

Hen

TORONTO.

PROVISIONS — A fair demand is reported but the period of heavy consumption has not begun. The weather keeps too cold. There are slightly easier prices for hams and short cut. The long continued poor market in the old country and the weak situation on the other side of the line are having their effect here, and there is no very strong talk at the present moment.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Small hams, per lb.	0 15	0 15½
Medium hams, per lb.	0 14	0 14½
Large hams, per lb.	0 14	0 14½
Shoulder hams, per lb.	0 11	0 11½
Bacon, plain, per lb.	0 15	0 16½
" pea meal.	0 17	0 18
Heavy mess pork, per bbl.	22 50	23 50
Short cut, per bbl.	22 50	23 50
Lard, tierces, per lb.	0 12	0 12½
" tubs "	0 12	0 12½
" pails "	0 12	0 12½
" compounds, per lb.	0 19	0 19½
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters.	9 00	10 00
" front quarters.	5 50	6 50
" choice carcasses.	7 25	8 25
" common.	5 00	6 00
Mutton.	0 09	0 11
Lamb.	0 12½	0 15
Hogs, street lots.	8 75	9 40
Veal.	0 18	0 10½

BUTTER — Butter has not taken the long drop expected of it, but commission men here declare it is now more than half over the brink. The country roads have been so bad that the creameries have not been able to get sufficient new product to begin on, and creamery prints have been scarce. The price soared to 32c. last Saturday, but is back to 30c. as the top. Dairy, on the other hand, is easier. The cream that would have gone to the creameries, had they been operating, was turned into butter on the farm. Prints have maintained their price but choice rolls are a cent cheaper. Much lower prices all round are looked for by the end of the week.

Creamery prints.	0 59	0 50
Dairy prints, choice.	0 26	0 28
" ordinary.	0 23	0 24
" rolls, large choice.	0 23	0 24
Baker's butter.	0 18	0 21

CHEESE — Old cheese is offered at last week's quotations and the new is not yet on the market.

Cheese.	0 13½	0 14
---------	-------	------

EGGS—The price continues at 17c. to 17½c., and the jobbers don't like to talk about it. That may be because they don't like to admit to themselves that they are storing eggs at present prices. That's what they're doing, however.

Eggs (strictly new laid)	0 17	0 17½
--------------------------	------	-------

HONEY—Prices are unchanged.

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

POULTRY—It is between seasons and business is very quiet. Prices are unchanged.

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

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

UNDRAWN POULTRY

Declared Best After Investigation by Massachusetts Health Officers.

Experiments pursued by Dr. Charles Harrington, secretary of the Massachusetts State Board of Health, and recently made the basis of a special report to the Massachusetts Legislature, are being quoted with much interest by all handlers of cold storage goods, notably poultry, as they completely vindicate the claims of poultry dealers that undrawn poultry are preferable to drawn.

The investigations were made pursuant to the following resolution adopted by the legislature of 1906:

"Resolved, That the State Board of Health is hereby directed to investigate what unwholesome changes, if any, take place in flesh of poultry shipped or stored without the removal of the head, crop and entrails, as compared with the flesh of poultry from which the same have been removed. For this purpose the board may expend a sum not exceeding \$3,000, and it shall report the result of its observations and conclusions to the next general court."

"As soon as practicable after the passage of this resolve," says Dr. Harrington, in his report, "three lots of fowl and ducks were purchased as material for the investigation. These were kept for several weeks under identical conditions as to housing, care and feed, and were then killed and prepared in the most careful manner for cold storage. The material obtained consisted of one lot of fifty ducks, which were given no food during the 24 hours prior to slaughter; one lot of 100 fowls, similarly treated, and one lot of fifty fowls to which was given a full meal of soft feed the night before slaughter. All of each lot were killed and prepared for storage on the same day: one-half were carefully and thoroughly drawn and dressed and the rest were left undrawn. The individual birds were separately wrapped in paper and packed, and the whole of each lot were transported without delay and placed in a room of the Quiney Market Cold Storage & Warehouse Company, maintained at a temperature of about 0-degree F.

"At the expiration of about two months work was begun, the chemical side of the investigation being assigned to an expert physiological chemist of long experience and thorough training, and the bacteriological side to a bacteriologist and parasitologist of the same standing. The drawn and undrawn birds were removed from storage in equal numbers as occasion required, and each bird was submitted simultaneously to both chemical and bacteriological study. The results of the work thus far obtained warrant the following conclusions:

"1. During cold storage at from 15 degrees below to 5 degrees above 0-degree F. no chemical changes occur. This is shown by the absence in both the drawn and undrawn birds of ptomaines and decomposition products in general

and by negative reaction on the part of animals inoculated with extracts obtained from both kinds of material.

"2. When removed from cold storage and exposed to ordinary temperatures, the condition of exposure being the same, the undrawn birds show better keeping qualities.

"3. Freezing renders the muscular tissues more susceptible to bacterial invasion after they are thawed out.

"4. The usual method of drawing poultry leads to heavy bacterial infection which promotes more rapid decomposition than occurs in undrawn birds.

"5. By ligation of the gullet below the crop, poultry can be completely drawn without any spilling of the intestinal contents with consequent bacterial invasion of the abdominal cavity, and poultry so drawn would undoubtedly withstand decomposition and deterioration much longer than that which is undrawn.

"6. The practice of depositing poultry in cold storage when in the beginning or advanced stages of decomposition, in order to save it is dangerous to the health of the consumer, since when it is again withdrawn for sale its condition is unaltered.

"7. Proper and adequate inspection of poultry as it enters cold storage is desirable, and storage of material already in process of decomposition should be prohibited.

"8. The practice of placing cold storage poultry in cold water for a number of hours for the purpose of thawing causes heavy bacterial infection and consequently more rapid decomposition than occurs when thawing is allowed to proceed slowly at room temperature. Such treatment causes also a material increase in weight, by reason of absorption by the tissues of water, to the detriment of the purse of the purchaser, and hence is fraudulent.

"Several questions in connection with the subject of cold storage of poultry are still in process of investigation, the results of which will be submitted in the final report."

TILSITER CHEESE.

Tilsiter cheese is a Swiss delicacy sought by all cheese connoisseurs, but it has the further advantage of being very acceptable to the ordinary palate. It is now made in Ontario, at Wellesley, in the factory of the MacLaren Imperial Cheese Co., under the supervision of Mr. Burgener, a Swiss gentleman with a wide reputation as a fancy cheese maker. The cheese is being put on the market by the MacLaren Imperial Cheese Co., Toronto. The stock now available has been cured for nine months under scientific conditions, is ripe and mellow and of very fine flavor and texture.

J. E. Brook, formerly representing T. A. Snider Co., Cincinnati, has joined the traveling staff of Rose & Laflamme, Montreal.

GROCERY TRADE NEWS OF THE ATLANTIC COAST

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.B., April 22.

The canned goods trade in Halifax is excellent, said one of the largest wholesale grocers in Halifax, when asked as to the condition of business here. There is a good demand for canned goods throughout the whole province, and there is every reason to expect that it will continue. The amount of canned goods turned over this season is unusually large, and prices are firm. It is thought that on the whole business is ahead of last year, when a large amount of stock was handled. "I find the canned goods trade is increasing in this province," said a prominent business man to your correspondent. "There is one thing that is restricting trade to some extent," he said, "and that is combines. The prices are too high, and therefore the consumption is not as great as it otherwise would be. Combines injure business in my estimation, as they fix the prices, and the dealer has to live up to them or else be shut out." The dealer referred to handles immense quantities of canned goods, and has in stock probably \$30,000 worth all the time. He is a firm believer in free trade in business and thought that strong efforts should be made to break up the combines, which, he says, exist to-day. If there was competition among the canners prices would be lower and the consumption far greater. This fixing the prices by combines of what a dealer should sell his goods for, he considered a poor piece of business and a restriction on trade.

Importing Scotch Potatoes.

Potatoes—The importation of potatoes from the other side of the Atlantic to Nova Scotia is something new here and shows the condition of the market in this province. The potatoes were imported from Scotland by local commission men, and of the 5,000 bags brought out, 4,000 of them were re-shipped to Jamaica and Cuba by the steamer Boston on her last trip. The commission men who have large contracts to fill were obliged to resort to this course to fill their orders. These potatoes are of medium size, but they are not superior to the article produced in Nova Scotia or New Brunswick. They sold here for about 80 cents per bushel. The potatoes are very small so far.

Provisions Scarce.

Recent advices from Prince Edward Island state that owing to the series of ice blockades this winter, there is a heavy shortage in sugar, molasses, flour and kerosene in Charlottetown. For example, half of the grocers in that city have not a barrel of sugar in stock. A carload that recently arrived for a wholesale house, was distributed in barrel lots. While there is no bread famine, the stock of staple brands of flour is getting very low.

Agriculture in Nova Scotia.

An interesting report has just been presented to the Nova Scotia Legisla-

ture by its special committee on agriculture, which is composed of ten members of the House. The report in part says:

Never, in the history of Nova Scotia, was the outlook brighter for engaging in agricultural pursuits. The prices realized for all products of the farm, whether in live stock, dairying, fruit, or field produce, have been during the past year exceedingly high; and appearances would indicate a continuation of these high prices for some years to come. The crops of the past season, with the possible exception of potatoes, have been up to the average, and from different parts of the province the reports of increased numbers of live stock being kept are certainly most encouraging.

After referring to the excellent work of the Agricultural College and Farm, and the increased interest that is being taken in the meetings of the agricultural societies throughout the province, the report concludes:

The excellent and instructive work that has been done by the traveling dairy, we trust may still be continued. The improved quality of the butter made in the province the past few years can, in a very large measure, be attributed to the educative influence of the traveling dairy.

Your committee are pleased with the work done by the Nova Scotia Farmers' Association and the different county associations, in arranging institute meetings and securing speakers for the same, and would urge the employment of local speakers conversant with our conditions.

Farming in Cape Breton.

The Canadian Exchange & Trust Co., Limited, the incorporators of which are A. J. G. McEhen, Dr. W. H. Rice, R. S. Cottrell and F. Lighter, has recently been launched. The main object of the company is to acquire vacant farm lands in Cape Breton, particularly near the Sydneys and Glace Bay, and to bring from different parts of Europe persons who have had experience at market gardening. The land will be sold to these people on reasonable terms, and they would be given a chance to pay by installments. It is evident that there is an opening for such a business, and the venture will probably prove successful.

W. J. Hopgood and Son, have purchased the stock of T. Major and Sons, who are retiring from business.

Mr. Wallace D. Black, formerly of "Springfield" farm and apiary, Lower Truro, has gone to Norris Point, Newfoundland, where he is to take up the management of a large farm.

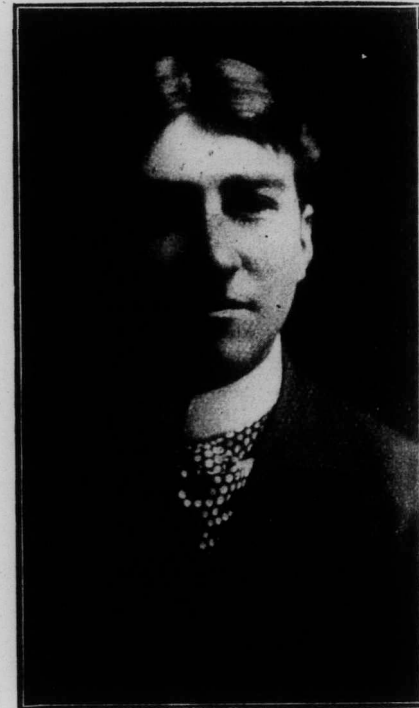
The marriage took place at Yarmouth, N.S., last week of Arthur Goudey, traveler for Edward Allen, wholesale grocer, and Mrs. Annie Hamilton. The bride is a daughter of the

late Hon. William Law, and a sister of B. B. Law, M.P. for Yarmouth, N.S.

The schooner A. K. McLean, which arrived last week from Barbados, landed at this port 226 hogsheads and 210 barrels of molasses. The West India line steamer Orinoco from the West Indies discharged here among other cargo, 18 hogsheads, 7 tierces, 150 barrels, and 4,765 bags of sugar.

Interested In Fisheries.

Among the visitors to the city last week was Mr. Matsuzaki, secretary of the Bureau of Fisheries, which in his country is combined with the department of agriculture and commerce. He is deputed by his government to gather up available data in the big maritime countries which can have any practical



A. G. Johnson, Secretary Elect Retail Grocers' Association, Ottawa.

Mr. Johnson is a grocer born and bred, his father, A. P. Johnson, having been established since 1874. He is well known in Ottawa and enthusiastic in association work among his fellow-tradesmen.

bearing on the industry he represents. The fisheries of Japan are worth 100,000,000 yen (\$50,000,000) annually. The domestic consumption of this product is very large, mostly as food, but a considerable quantity as fertilizer. Fish culture is carefully attended to, and one thing uppermost in Mr. Matsuzaki's mind is the transplanting of lobsters from Canadian to Japanese waters.

While here he inspected several of the big fish establishments and cold storage plants in this city and was very favorably impressed with what he saw.

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

GILLARD'S PICKLE

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

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors :

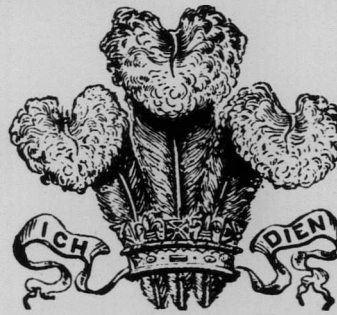


HIS MAJESTY THE KING

GILLARD & CO.,
LIMITED

London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada :

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

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

O'MARA'S BACON

THE BEST BACON
that MONEY and EXPERIENCE
can PRODUCE

HIGHEST QUALITY
BACON HAMS LARD
BOLOGNA SAUSAGE, etc.

JOSEPH O'MARA
PORK PACKER

Palmerston, Ont.
Quotations cheerfully given.

TO RETAILERS—

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

Best Goods First Class Cooking
Perfect Sterilization

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

The Manitoba Canning Co.
LTD.

SELLING AGENTS:
NICHOLSON & BAIN
Winnipeg, Calgary and Edmonton

CEREALS AND CONFECTIONERY

Grain Markets Advancing on Account of the Damage to Crops and the Late Season Which Threatens the Spring Wheat Crop.

Reports of crop damage and poor prospects are wrestling in the markets with reports of largely increasing visible supplies and last year's enormous productions and, temporarily, at any rate, are having the best of it, with consequent higher prices. Nothing very serious has yet happened in Canada, but the season in the west is now several weeks behind and that fact is regarded as very serious. The year 1893 is quoted as a precedent, when there was a very late spring in the prairie country followed by a short dry summer and the wheat crop averaged only seven to ten bushels to the acre.

The situation in the western states, however, does seem to be very serious. There, zero temperature, drouth and the green bug have been causing widespread damage, and the spring wheat crop is threatened by the late season. One report thus describes the situation:

"Zero weather and below has prevailed over the greater part of the winter wheat belt, causing serious apprehensions of damage to sections where the wheat is jointed. At the same time,

the long drouth has continued throughout the southwest, where it has existed for two or three months. There have been rains predicted all the week, but only showers have materialized, and not enough to break the drouth in any section, though in some small areas it has been enough to stop deterioration, which has been pretty general throughout the winter wheat belt since April 1. There has also developed more winter killing east of the Mississippi than had been supposed. Nor is this all. The green bugs have still been with us, and have continued to spread further north and east, until the wheat area west of the Mississippi is pretty generally damaged or threatened. Texas and Oklahoma have been nearly ruined in many sections and will have very short crops, as will sections of southern Kansas, and possibly Missouri." Texas, Oklahoma

MAR. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

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.

Are You Content?

with the flour you are handling?

If not, get a shipment of

**Anchor Brand
Flours**

and see how pleased your trade will be

For prices and information write to

**LEITCH BROS.
FLOUR MILLS**

Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

**BAYTLE CREEK
TOASTED CORN FLAKE CO.,**

LONDON, ONTARIO

and Kansas produce about one-third of the total winter wheat crop of the States.

In view of these circumstances millers are thinking hard. Prices of flour are firm but still unchanged, and a fair trade is passing. As the season advances trade in oat products is assuming smaller proportions. Oats have shared in the crop killing, and it looks as if they would go higher.

Confectionery.

This is the age of handsome, labor-saving fixtures in the grocery trade, and the grocer who would share in the large profits of handling high class confectionery must present the goods in an enticing way. Individual circumstances will determine what that way is to be, but in most stores where a separate department, with its own attendant, is not established, a modern plate glass silent salesman will be found most effective. If placed where everyone who comes into the shop cannot fail to see it, such a fixture would soon pay for itself.

MONTREAL.

FLOUR. — Prices have not changed since last week. The situation in flour remains practically the same. Business is reported very good for the season.

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

TEST

**McLAUCHLAN'S
CREAM SODA BISCUITS**

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

The opening of navigation will probably give a spurt to the export trade. Meantime millers are satisfied with their turnover.

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

ROLLED OATS — The market is slightly easier this week, as will be noticed from quotations. Business being transacted is not large.

Fine oatmeal, bags.....	2 30	2 45
Standard oatmeal, bags.....	2 30	2 45
Granulated.....	2 30	2 45
Gold dust cornmeal, 98 lb bags.....	1 75	
Rollod oats, 90-lb. bags.....	2 10	
80-lb. bags.....	1 90	2 05
bbls.....	4 50	

FEED — Feed is this week without change of note. Prices are as reported last time of writing. The scarcity of supplies continues to handicap business.

Ontario bran.....	24 00	25 00
Ontario shorts.....	23 00	24 00
Manitoba shorts.....	23 00	23 50
bran.....	22 00	23 00
Mouillie, milled.....	24 00	
straight grained.....	25 00	28 00
Feed flour.....	1 35	1 45

TORONTO.

FLOUR — Demand is normal and prices, though firm, are unchanged.

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

CEREAL — Demand for oat products is decreasing but the price of oats is advancing. Prices of products, both wheat and oats, however, are unchanged.

Rollod wheat in barrels, 100 lbs.....	2 40	2 50
Rollod oats, in wood, per bbl.....	4 50	4 74
in bags, per bag 90 lbs.....	2 25	2 62
Oatmeal, standard and granulated, per bbl.....	5 00	5 50
in bags 98 lbs.....	4 02	2 00

WORLD'S WHEAT CROP.

The United States Department of Agriculture, in its compilation of the world's wheat crop of 1906, gives a total production for the year of 3,423,704,000 bushels, or about 106,500,000 bushels greater than in 1905, which was the previous record year. As the average yearly production for the past 15 years was 2,974,100,000 bushels, the 1906 crop shows a gain over that average of 449,594,000 bushels, or about 15 per cent.

"Incomparable"

Mr. Grocer! When the women of Canada are so unanimous in their opinion regarding our

**Perfection
Cream Sodas**

can you afford to stock other biscuits? Your customers must have told you again and again that



are "Incomparable." Judge them! as you will, that verdict stands. There are reasons for the marked superiority of

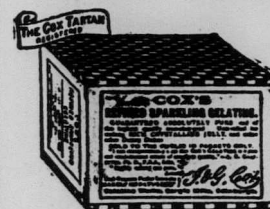
Perfection Creams

We would like to tell you why in the following series of ads.

**THE Mooney
Biscuit & Candy
Company,
LIMITED.**

Stratford, - Canada

YOUR CUSTOMER



May not know that
**COX'S
GELATINE**
has been on the market for sixty years.
If you tell her this, and add that

STRENGTH and PURITY
have always been its leading qualities, she will applaud your recommendation of a good article.

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

WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions—Is it superior for Bakers 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.

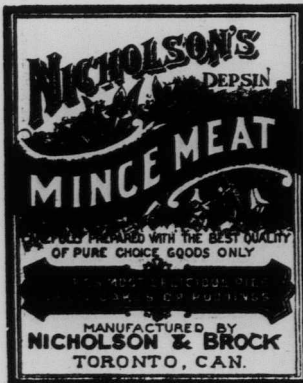
**"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands**

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.
BRANDON, MAN. LIMITED

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



Success demands that you carry the goods the people want. Since the women of the Dominion insist on

Nicholson's Mince Meat

it certainly will pay you well to stock it.

We also recommend

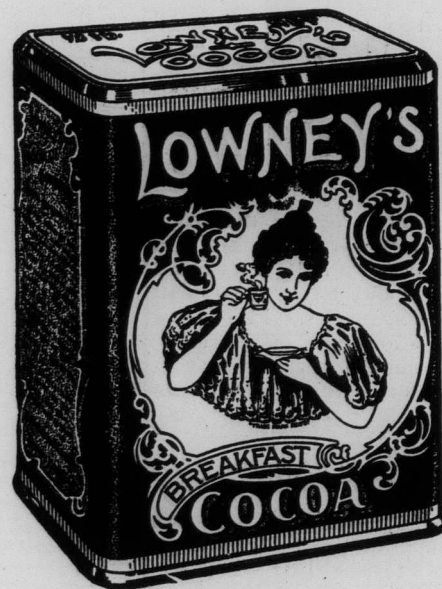
N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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



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

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

Without a Rival
for
Richness,
Smoothness,
Palatability and
Nutritive Qualities

Cailler's
GENUINE
**SWISS MILK
CHOCOLATE**

(Pronounced Ka-ay)

Without an Equal
as a
paying
Confection and Food

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

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

Milk Chocolate

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

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Canada's Best!
Mott's
Chocolate

**"Diamond" and
"Elite" brands**

have no equal in this or any
other country. Buyers have
tried all of them, and fall back
on MOTT'S in the end.

FOR SALE BY ALL JOBBERS.

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

Write for

Free Tasting Samples
LUCERNA
Swiss Milk
CHOCOLATE

No Grocer, Druggist, or Confectioner should be
without this most profitable and delicious
confection.

Prices on application to the general agents for
Ontario

MacLaren Imperial Cheese Co.
TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

RETAIL GROCERY ORGANIZATION

New York Journal of Commerce.

The question of organizing retailers in various sections of the country, a matter which is being pushed just now by the national retailers and by their allies in the field of the south, is a matter in which the wholesalers are taking much interest, particularly those interested in the wholesale organizations.

would be desired for intelligent dealing. It is recognized that through organization the retailer is made to progress commercially and become a better business man.

Again, through organization, it is far easier to accomplish trade reforms than by dealing with disorganized individuals. To-day some of the most satisfactory business arrangements in force have been negotiated and maintained through the instrumentality of associations representing whole sections of territory,

bership and do not represent the whole trade, or even a controlling portion of it. Yet wholesalers and manufacturers have even been able to conclude trade arrangements with these which have proved mutually beneficial. The interests of retailer and wholesaler alike demand that uniformity of conditions shall exist so far as possible, and that such ruinous practices as rate cutting and selling staples at cost shall not exist. Trade well regulated ought to furnish a reasonable living profit for both



A BUSY PLACE IN COLLINGWOOD.

Ed. Fawcett, Collingwood, an interior view of whose grocery is shown here, is one of the most progressive retailers in the Georgian Bay basin. The gentleman to the front is Mr. Fawcett,

and that's one of his characteristics; he's always fighting somewhere in the van of trade. Mr. Fawcett has been in business for himself five or six years and each year has been better than the one

before. He takes great interest in the appearance of his store, and lays himself out to have his place clean, neat and inviting. Besides being a good buyer he knows how to please customers.

There is an impression abroad that wholesalers are generally opposed to having the retailers organized, but nothing could be farther from the truth. As a matter of fact wholesalers regard the organization of retailers as distinctly an advantage to them, if the organization is undertaken along broad and elevating lines. One of the great difficulties wholesalers encounter in their dealings with the average retailer is the fact that the average retailer is not so closely observant of trade movements and broad commercial conditions as

and in some instances negotiations have been successfully concluded through the National Association of Retailers, representing not less than 350,000 retail grocers in the United States. To deal with such a mass individually would be entirely impossible.

The only objections wholesalers find with retail organizations is the disposition in some sections of the country to organize and conduct buying exchanges of retailers under the name "retail grocers' association." Such associations as these are usually exclusive of their mem-

factors, and if it can be secured by organization no reputable person or house or organization will or should be found antagonizing it.

J. J. Speirs, Toronto and western Ontario representative of Chase & Sanborn, dropped into The Grocer office on Monday. He was leaving for head office in Montreal, presumably to look over the splendid new coffee roasting house and offices of his company, to be opened May 1st.

THE CANADIAN GROCER

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE



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

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

Answer these Questions

- Do you want more Western Business ?
- Do you believe in advertising ?
- Does the consumer know your product ?
- Do you want the retailer to educate the public ?
- Do you expect the retailer to buy goods the consumer never heard of ?
- Does your product stand the test ?

All these questions can be answered by an exhibit at

Western Canada's Big Food Show

Winnipeg, July 1-13, 1907

Address:—

W. A. Coulson, Sec'y., Retail Merchants Association of Western Canada.
53 Scott Block, Winnipeg, Man.

ARTISTIC TABLE DECORATIONS

Your trade will be improved by handling our specialties. The art of artistically decorating tables for various social functions has always been our study. In

"M. H. C. POPULAR" CHRISTMAS CRACKERS



we have to offer the very best value and selection as to contents, variety and color.

PAPER TABLE SPECIALTIES—Round, square and oval paper doyleys, chop holders, croquet frills, ice cream cups, pie dish frills, etc.

Lace mats and seals for your candy boxes! Do you use them ?

All goods sold by us are manufactured at our factory in Hampstead, London England.



MANSELL, HUNT, CATTY & CO., Limited, 116 Board of Trade Building, Montreal

FRUITS, VEGETABLES AND FISH

More Light on the Pineapple Situation—Crop Promises to be Up to the Average—Strawberries Poor Quality Thus Far.

Reports are still in circulation to the effect that the Cuban crop of pineapples will be at least 150,000 crates short of last year, but, as we pointed out last week in another part of the paper, this rumor has probably arisen from the fact that the crop is considerably delayed this year owing to the severe drought followed by heavy rains. Prices for the larger sizes, which are hard to get, remain firm, and the smaller are somewhat easier. There has been no radical change in the banana situation, save that here again rumor is busy with reports of damage to the crop from lack of rain. It is true that dealers, especially in Montreal, have experienced some difficulty in obtaining sufficient stock to supply their trade, but this was due solely to lack of transportation. The crop was there, but the steamers were somewhere else. This difficulty has now been overcome, additional steamers having been put into commission, and everything is expected to be satisfactory for the summer trade. The stock so far has not shown up quite so well as last years, and prices remain high largely owing to the scarcity of small fruits on the other side.

Receipts of strawberries are unsatisfactory, both as to quality and quantity. The berries are too soft at the time of shipment to travel well, and reach the Montreal and Toronto markets in poor shape, necessitating their immediate sale at whatever prices happen to be going. The Louisiana has practically supplanted the Florida stuff, and is selling freely under a good demand. At the present writing it seems unlikely that the North Carolina crop will exceed one-third of its usual proportions on account of the continued frost.

It is estimated that the crop of Texas onions will not be above 800 carloads this season, and if the present drought is not soon broken up the situation will assume a serious aspect. Potatoes show a slight increase in price, with a scarcity of supply and a good market all over Ontario. There are no stocks worth speaking of held by any of the Toronto dealers.

White & Co. opened their spring fruit auction season last Wednesday with a fine offering of oranges, cabbage, celery, onions, tomatoes, cocoanuts, dates, apples, lemons, bananas, pineapples and numerous other lines.

MONTREAL.

GREEN FRUITS — Owing to cold weather and storms fruit continues high, particularly in the south. Business locally is handicapped by the continued cool weather. It will be noticed that there are many price changes this week. Oranges are selling fairly freely. Lemons are temporarily scarce, the direct shipments being waited for by

fruit men. Meanwhile prices are still. Apples are rather slow, the tail end of the season's business now being the trade occupying the attention of dealers. Bananas are high at the seaboard owing to storms. Locally, prices are advanced.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 75	2 00
jumbos	2 00	2 50
Cocoanuts, per bag	3 50	3 75
Pineapple, crate	5 50	6 00
Apples, bbl	3 00	3 50
Lemons	3 35	3 50
Mexican oranges, box	2 65	2 75
California oranges, few navels	3 50	3 85
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	2 75	3 00
Florida oranges, box	5 00	5 50
Valencia oranges, case	3 50	4 50
New figs, per lb	0 08	0 12
Cranberries, Cape Cod, per bbl	7 00	7 50
Canadian, bbl	6 00	6 50
Florida grape fruit, box	5 00	5 50
Jamaica grape fruit, box	4 00	4 50

VEGETABLES — Although there is usually a very good trade at this time of year, at present business is not good. Cold weather and storms in the fruit-growing districts are responsible for the dull feeling. Dealers expect, however, to do a better business when the boats begin to ply between Montreal and river ports nearby. Meanwhile prices are high.

Parley, per doz. bunches	0 40	0 75
Sage, per doz	0 40	0 50
Savory, per doz	0 40	0 50
New cabbage, crate	3 00	4 50
Montreal cabbage, per bbl	1 75	2 00
American cabbage, bbl	1 25	1 50
Florida tomatoes, crate	3 50	4 50
Turnips, bag	0 75	0 85
Green beans, basket	7 50	8 00
Water cress, large bunches, per doz	0 75	0 85
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 75	2 00
Celery, per doz	0 25	0 30
Florida celery, case	3 50	4 00
Asparagus, doz. bunches	1 50	1 75
Radishes, doz	0 40	0 50
Spinach, per bbl	4 00	4 50
Cucumbers, per doz	1 75	2 50
basket	5 50	6 00
Parsnips, bag	1 25	1 50
Potatoes, green mountain, per bag	1 10	1 25
New potatoes, lb	0 05	0 06
bbl	9 50	10 00
Jersey sweet potatoes, basket	2 25	2 50
Spanish onions, crate	3 00	3 25
Red onions, bbl	4 50	5 00
bag	1 60	1 75
New beets, doz. bunches	1 50	1 60
Old " bag	1 25	1 50
Carrots, bag	1 25	1 50
Mushrooms, lb	0 75	0 85
Horseradish, lb	0 15	0 20
Rhubarb, doz. bunches	1 00	1 25

FISH — Haddock and cod are quoted this week at slightly lower figures, and demand for these lines is very good, according to reports from dealers. Haddock is unchanged. Car lots of this line will soon be arriving, when prices will probably be lower. Haddies are not arriving in good quantities and as a consequence trade in this line is limited. It is hoped that another week will bring some improvement in the situation.

Fresh and Frozen Fish.

Haddock, per lb	0 05	0 06
Wallbut, express, per lb	0 10	0 12
Bluefish, per lb	0 10	0 12
Grass pike, express	0 05	0 06
Mackerel, small	0 05	0 06
Frozen cod	0 05	0 06
Dore	0 08	0 09
Smelts	0 08	0 09
New tomocods, bbl	0 07	0 08
Steak cod, lb	0 10	0 12
Green pike, lb	0 10	0 12
Lake trout, lb	0 10	0 12
White fish, lb	0 07	0 08
Salmon, lb	0 11	0 12

SPECIAL—Attention is directed to the **TOMATOES** we are offering. Each case graded to a size, and the number case contains stenciled on end.

PINEAPPLES continue high in price, but we figure our prices are **Bottom**—and you will do well to look our way.

PRICE LIST gives full quotations on all lines. Fruits and Vegetables imported. Will be pleased to mail you copy.



25-27 Church St., TORONTO

Complete assortment of **ORANGES, NAVELS, MEXICANS, Ovals and Bloods.**

LEMONS—MESSINA. All new arrivals.

BANANAS—REMEMBER, the weather will soon be ready to ship 5 or 10 bunch lots (green stocks), loose, AND we are **HEADQUARTERS** to give you a good deal.

WE ARE EXPORTERS

to your Dominion of

Fruit and Nuts

Oranges, Lemons, Almeria
Grapes, Figs, Dates,
Almonds, Walnuts,
Shelled Nuts, etc.

C. & F. prices for one or more car lots to any point, quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON

91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.

11 12 South Whf., - St. John, N.B.

Enquiries cordially invited

FRED K. FISHER & SONS

St. Magnus House, Monument St.
LONDON, E.C., ENGLAND

Smoked ar
New ha
Slipper
Smoker
Yarmol

Prepared a
Skinles
Bonole
Bonole
Bonole
Dry ool
Shredd

Oysters—
Standa
Standa
Oyster

oked fish

No. 1 L

No. 1 B
No. 1 B
No. 1 B

Labrador s
Labrador s
Large green
No. 1 green
Small
No. 1 Mack
No. 1 green

FRUI

at last,
reasonable
Large si
Mexican
and selli
been col
first-clas
ten off a
demon r

Oranges—

Navels, e
125 a...
150 a...
175 a...
Navels, e
125 a...
150 a...
175 a...
Bahamas
Mexicans

Valencia
Bloods, 8
Ovals, 80
Jamaica
Grape fruit, 1
Lemons, 10

S

We pa

D

and wi

We will

weekly c

same is c

THE

7 a

DRIED

O. E. F

ESTABLISH

The demand grows for our famous

Jams and Jellies

because of their superiority. The same is true of our palate-pleasing

Pure Apple Juice

Can you supply the demand?

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

J. & R. McLEA

Wholesale Fish Dealers
23 Common St. MONTREAL

No. 1 Lab. Salmon	11.00 ½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00
Frozen Smelts No. 1	6 ½	a lb.
" " No. 2,	4c.	a lb.

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

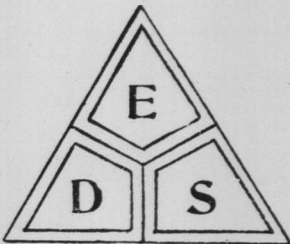
BASKETS

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

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

The Oakville Basket Co., OAKVILLE ONT.

The man who stocks an inferior brand of Jams and Jellies woos commercial disaster. Unless you stock the



"E.D.S." BRAND Jams and Jellies

you are stocking inferior goods. Not because I say so; but because government inspectors proclaim the "E.D.S." the best brand of Jams and Jellies manufactured in Canada.

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

E. D. SMITH'S FRUIT FARMS, Winona, Ont.

Summer freight rates are now in effect.

SALT

Fresh English Salt will arrive by first steamship.

All Brands and every grade

GLAD TO SEND PRICES

VERRET, STEWART & CO. LIMITED

12 Port Street, - - MONTREAL



Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
TNE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

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

**WE
HELP
YOU
DIG**

OUR obligation to you doesn't cease with the delivery of the goods. We've an interest in you and your work which doesn't peter out at the purchasing point.

We don't let the whole task of developing a trade for

**Halifax and Acadia
Prepared Fish**

fall on you. We assist in the selling end by putting it up to the people, through newspaper advertising, that ours is the fish to buy.



The Atlantic Fish Companies, Ltd.

LUNENBURG, N.S.

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.

Why?

Just Because

"King Oscar"
Sardines

are only the

Choicest Fish,
Purest Olive Oil,
Boneless and Scaleless

is the reason for their wonderful popularity and sale.

You can buy them from every wholesale grocer from the Atlantic to the Pacific.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

CANADA'S DEMANDS

New York, April, 1907

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

Tea
Merchant



HIS MAJESTY THE KING

By Special
Appointment

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

THE FINEST TEA
IN
THE FINEST PACKAGE

—FROM OUR OWN TEA GARDENS
—PACKED IN AIR-TIGHT TINS ONLY

LIPTON'S TEA

Over 1,000,000 Packages Sold Weekly

CC
Ad
inser
Co
\$1.00
Ca
adve
Adve
ackn
W
centu
—
1
\$
2
—
=

JOF
—
GR
stor
mak
hunc
\$1
\$2
—
IF
FIF
—
ILL
h
r
busi
glad
trebl
or b
Onta
—
ON
cost
Wag
—
NA
—
BR
wat
Com
—
A
repre
high
GRC
—
No
—
JAM
ir
th
manu
large
ADIA

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 postages, etc.

YEARLY CONTRACT RATES.

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

BUSINESS CHANCES.

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

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

\$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

\$5,000 HARDWARE—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

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

FIRST-CLASS Residential Grocery doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

FOR SALE

ONE power Samson's cash railway, run by water or electricity, length, 90 feet, four stations—cost \$350, will sell for \$50. One dried out cutter—cost \$18, will sell for \$10, including fixtures. W. G. Wagoner, Cornwall, Ont.

NATIONAL Cash Register in good order; cost price, new, \$110; will sell at \$65. J. A. McCance, St. Thomas, Ont. [18]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

A MAN of good address and 10 years' experience in the grocery and crockery business is moving to Victoria, B.C.; would be open for engagement to represent one or more lines in British Columbia; highest references. Address F.B., CANADIAN GROCER, Toronto. [18]

SPECIALTIES WANTED.

NOVELTIES and specialties wanted by a live agent in Western Ontario, best of references. G. S. Heyward, Chatham.

SITUATION WANTED.

JAMS, Jellies, Marmalades, Preserves—Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

Pineapples, Florida and Cuban, 30s and 24s, 36's.	4 75	6 50
Apples, Ben Davis, Starks, etc.	2 50	3 50
Bananas, Jamaica frats, per bunch	1 40	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, Floridas, per qt.	0 60	
Louisiana, per pint.	0 12	0 15

VEGETABLES—Trade remains quiet, with some alterations in price. Potatoes have gone up five cents, but there is a limited supply at this figure and local dealers hold next to no stock. Old cabbage is out of the market and no longer quoted. Boston head lettuce has advanced 15 cents per dozen bunches.

Potatoes, Delaware, per bag	0 95	1 00
" Ontario	0 80	0 95
Sweet potatoes, per hamper	2 25	4 60
New potatoes, per bush basket	3 00	3 50
Onions, Spanish, per large case	3 25	3 50
" " small case	1 10	
" Red Globe, per bag	1 50	
" Yellow Danvers, per bag of 75 lbs.	1 65	
" Green onions, per doz., imported	0 35	0 40
" Green onions, per doz.	0 15	
" Potato, per lb.	0 09	
" Egyptian, 110-lb. bag	3 25	
" Bermuda, per crate	3 50	
Cabbage, new Canadian, per case	3 00	3 25
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 40	
" Boston head, per doz.	1 50	
Radishes, Roseland, per doz.	0 50	
Ocucumbers, hot house, per doz., fancy Boston	1 50	2 25
" Floridas	1 25	
Beans, white, prime, bush	1 40	
" " hand-picked, bush	1 50	
" Lima, per lb.	0 06	
" green, per bushel	4 50	
Peas, per bush	4 50	
Tomatoes, fancy, per crate	4 50	
Tomatoes, Florida, per crate	4 50	
Parley, per doz.	0 25	
Celery, Florida, 4 and 6 doz., per case	3 00	3 75
Asparagus, fancy California large, per bunch	0 75	
" per doz.	2 50	2 75
Fancy Baltimore spinach, per hamper	0 80	1 00
Rhubarb, per doz. bunches	1 00	1 25

FISH—Frozen white fish is about the only line of winter caught stock of which there is any considerable supply left. A few Lake Erie fresh-caught white fish have been sold at good prices. Fresh caught pike are coming in fairly regularly. Haddock has dropped a cent.

Haddock, fresh caught, per lb.	0 06
Whitfish, winter caught, per lb.	0 08
Whitfish, fresh caught, per lb.	0 13
Trout, per lb.	0 12
Ososco, per basket	1 30
Finnan haddie, per lb.—fresh cured	0 10
Oysters, per gal	1 80
Labrador herring, per bbl.	4 75
Smelts, per lb.	0 08
cod, per lb.	0 07
Halibut	0 12
Yellow pickerel, winter caught, per lb.	0 07
Tubelens, per lb.	0 06
Shredded cod, per lb.	0 08
Shredded c d per doz.	0 90
Flounders per lb.	0 05
Digby herrings, per bundle	0 60
Halifax fish cakes, case	2 40

DEFENDS PITTED PRUNES.

Reply to the Critic Who Was Not in the Business.

A fortnight ago The Canadian Grocer quoted from the New York Journal of Commerce an opinion by a "large packer" to the effect that the pitted prune would not be a success because the pit was essential to the flavor. The Journal publishes a letter signed "Packer," replying to this view. Referring to the previous article he says:

"That portion of it representing the views of 'one of the biggest packing concerns on the Pacific coast' is properly open to criticism. What value can attach to the opinion of one who has not been intimately connected with the work thus far done? The packers in question, to quote their own language, 'have made no arrangements to pit prunes this season and at present we have no intention of doing so,' and by

reason of this very lack of experience their sweeping condemnation of the article is entitled to but little weight.

"It is so easy to find fault. It was ever thus. We venture there was never a food product put on the market as entirely novel as pitted prunes, which was not the subject of adverse criticism from some source. It is well, we think, that the croaker's views should not prevail.

"We and the others engaged in pitting have at the expense of time, patience and ingenuity devoted to the work, reached results that in our judgment justify a belief which is directly contrary to that expressed in the item recently published. We believe that we have in pitted prunes an article that is destined to occupy a very large place among California dried fruit products. The results we have now achieved in the work of the extraction of the pit have reached a high state of perfection. The finished product will commend itself generally to buyers, not alone by its exceptional qualities, but also by reason of its cheapness. The fruit can not only be used for every purpose to which ordinary prunes are devoted, but is as far superior to the unpitted article as the seeded raisin is to the unseeded. It can be eaten out of hand as a confection, and is also admirably adapted for stuffing purposes. The consumer will not be slow to recognize the merits of the fruit, and its progress in finding a wide distribution will not be hampered by such a patently biased article as appeared in your issue of March 29.

"It is true that the keeping qualities of the prunes have not been fully demonstrated, and that is solely due to the fact that sufficient time has not elapsed since the work began."

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.

YOU MANUFACTURERS

of Grocers' Specialties and Confectioners' goods ought to be interested in our price list of Chemicals and Supplies.

MALT EXTRACT BUTTER FLAVOR ICE CREAM POWDER ESSENCE AND HARMLESS COLOURS YEAF0 BREAD IMPROVER

You may find our prices lower than you are now paying. Drop us a line and see.

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

A Grocer's Business Is No Stronger Than His Weakest Line. How's Your Cigar Trade?

The answer determines the extent of your business, in ninety-five cases out of every hundred, and you know it. The man who handles no cigars is in a worse way than the Grocer who handles an inferior brand: Both are out of harmony with the conditions of our age. Since it is necessary to stock cigars, shouldn't you stock my

PHARAOH and PEBBLE

because of their trade-compelling qualities? The immense superiority of these cigars is generally admitted and has never been disputed.

PHARAOH retails for 10 cents; but there are ten thousand smokers in Canada who believe that it is superior to all 15-cent cigars on the market.

PEBBLE is easily 10 cents' worth of tobacco goodness and it retails for 5. Send along a test order.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

A TOBACCO nearly as good as **T. & B.** is *not* on the Canadian market to-day. That's certainly a strong reason why you should stock this brand; but when the pipe-lovers of Canada declare so unanimously in favor of

T. & B.

it certainly explains why so many Grocers refuse to stock any other pipe tobacco.

T. & B. smokes well and its fragrance delights the smoker's friends as much as its soothing coolness delights himself.

T. & B. Sells more than Tobacco.

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

HAMILTON, CANADA

Abu
tion,
ties a
nation
degene
make
amples
embar
that a
parati
a per
things
All
gues F
Univer
about
person
that n
intelle
cent. c
to-do i
materi
cent. c
liberal
that 9
eral
could t
poor,
queries
stitute
workin
But
great s
on the
of hist
the exc
phenon
Robe
among
opinion
could l
Blair,
Burns
soon be
must h
tion at
inform
pains t
cation.
needed
genius
he wro
circums
erable
these tl
ing him
Amon
most
Ward r
We sa
Haydn
father's
not cha
the litt
not afte
of Vien
ist of tl
Oppor
ment, a
certain
mistake
saying,
than ric
Dr.
George
proletar
of the
Columb
ing to
prentice
had Sir
fate the

IS IT ABILITY OR OPPORTUNITY
THAT MAKES FOR SUCCESS?

Abundant success, high social position, superior early educational facilities are supposed to beget sloth, dissipation, and general mental and moral degeneracy. And yet when we come to make an effort to collect striking examples in this class we find ourselves embarrassed to discover them. We find that all the noise is made over a comparatively small number and consists in a perpetual repetition of the same old things about the same men.

All this of course is not strange, argues Prof. Lester Frank Ward of Brown University, when we remember that about 80 per cent. of all distinguished persons are born in large cities, and that nearly all others go early to great intellectual centres; that over 90 per cent. of them belong to wealthy or well-to-do families, and are exempt from all material concerns; that nearly 90 per cent. of them belong to the higher social classes; nobility, public officials, liberal professions, business men; and that 98 per cent. of them receive a liberal education in their youth. How could the little remnant of country-born, poor, toiling, and uneducated geniuses, queries Dr. Ward, be expected to constitute any considerable part of the real working force of society?

But the public knows nothing of these great social facts. It is habitually fed on the current error due to the fallacy of history, which consists in reiterating the exceptions and ignoring the regular phenomena of society.

Robert Burns constantly is numbered among self-made men, and in Dr. Ward's opinion he was as much so as any that could be named, writes Thurston F. Blair, in discussing self-made men. But Burns was a village celebrity at 16, and soon began to write. It is clear that he must have received considerable instruction at a tender age. His biographies inform us that his father was at great pains to give his children a good education. Little more than this would be needed for a man like Burns with a genius for the simple, sweet poetry that he wrote. Nothing is said about his circumstances, but that he had considerable means and leisure to devote to these things and to reading and informing himself there can be no doubt.

Among musicians, Haydn is the one most frequently mentioned, but Dr. Ward remembers that Weismann thought "We safely may conclude that Joseph Haydn never would have surpassed his father's national songs and harp had he not chanced to become the chorister in the little town of Hamburg and had he not afterwards entered the music school of Vienna, of which Reuter, the organist of the cathedral, was head."

Opportunities, in Prof. Ward's argument, are of various kinds. There are certain forms of opportunity that are mistaken for chance or luck. Hence the saying, "It is better to be born lucky than rich."

Dr. Ward remembers that Henry George said: "Had Caesar come of a proletarian family, had Napoleon entered the world a few years earlier, had Columbus gone to church instead of going to sea, had Shakespeare been apprenticed to a cobbler or chimney sweep had Sir Isaac Newton been assigned by fate the education and toil of an agri-

cultural laborer, had Dr. Adam Smith been born in the coal regions or Herbert Spencer forced to get his living as a factory operative, what would their talents have availed?"

There being no self-made men, then, as Prof. Ward reads history, how much truth is there in the popular view that highly favorable circumstances tend toward intellectual degeneracy? And here, in marked contrast with the previous class, the professor is confronted with an embarrassment of riches. When he looks over the long list of the great contributors to human progress it becomes clear at once that, with a few exceptions, all the truly great men of history have belonged to this class and never had to give a moment's thought to the material concerns of existence.

There is no need to search for talent, says Dr. Ward. It exists already and everywhere. The thing that is rare is opportunity, not ability. The fact that many do struggle up out of obscurity does not so much show that they possess superiority as that they happen to be less inextricably bound down than others by the conventional bonds of society. And those who have succeeded in bursting these bonds usually have done so at such an immense cost in energy that their future work was rendered crude and well nigh valueless.

To attain to a position where they can labor in any great field they must carry on a life-long battle against obstacles; they must display enormous individuality, amounting to conceit; they must become heated contestants and bitter partisans. All this narrows the mental horizon and renders the results superficial and unenduring. There is no more vicious popular fallacy that the powers of the mind are strengthened and improved by adversity. Every one who has accomplished anything against adverse circumstances would have accomplished proportionately more had those circumstances been removed.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

**CLAY
PIPES**

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

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St. Lower Town
Warehouse: 119 St. Andrew St. Lower Town
Branch 179 St. Joseph St. St. Roch

We shall receive from different European firms, per Str. direct to Quebec, \$25,000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS MEN IN PUBLIC LIFE

No. 19

Ald. J. A. McCrea, Guelph.

Ald. J. A. McCrea, of Guelph, was born some fifty odd years ago, when Ontario was nearly all forest, near the village of Alma. Although raised on a farm he always had a desire for trade, and when a mere lad he landed in Guelph with twenty-five cents and a letter from his minister, to learn the grocery business.

He started with J. E. McCleddy, in the store of which he is now proprietor. After serving his apprenticeship he secured a situation on the road selling woodenware. He used this situation as a stepping stone to better things, and after several changes he finally settled down as Davidson & Hay's western traveler.

For eighteen years Mr. McCrea carried a grip and proved an old adage wrong, namely—that a man on the road had either to smoke or drink.

One result of Mr. McCrea's grip lugging is that he has always the glad hand for the travelers, and never sends a man away feeling very "blue."

Mr. McCrea tells a story of how, when a beardless boy, he went up, grip in hand, into a store, the proprietor of which had a terrible reputation among the travelers as a "fierce one." He went in when the store was crowded and the proprietor called out, "I don't want any goods to-day! Good day"; but he only replied, "I'll wait a moment." When finally the storekeeper reached him he angrily demanded his business. When told, he swore, and asked what kind of fools Davidson & Hay were to send a mere boy to take his order. Mr. McCrea saw that the case needed hard treatment, and said, "Mr. ———. I have forgotten more about the grocery business than you ever knew." Well, it took the man back for a moment, but he held out his hand and afterwards could always be counted on for a big order every trip.

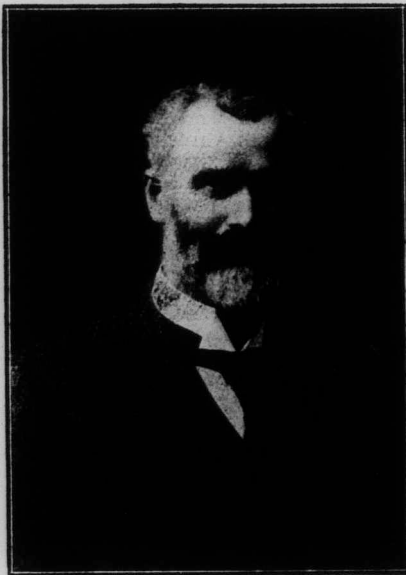
Mr. McCrea also managed a store in Thorold. Some ten years ago Mr. McCleddy offered him a partnership in his old store and the firm was changed to McCleddy & McCrea. Two years later Mr. McCrea bought out Mr. McCleddy and the firm has been called J. A. McCrea until recently, when he changed the name to J. A. McCrea & Son. Mr. McCrea has always been a public man, serving as elder in the church, Sunday school superintendent, school trustee and finally, last year, as alderman. This year he was re-elected, and is serving the city as chairman of

the finance committee. He was president one year of the Retail Merchants' Association, and is always an active worker in the Board of Trade. The merchants of Guelph are fairly friendly, and there is talk of a public collector in uniform to collect all poor debts.

Mr. McCrea believes in up-to-date fixtures, fresh goods, reasonable prices, courtesy, advertising and hustle.

He always runs a hundred line ad. during the week and a two hundred line ad. on Friday night, advertising special prices for Saturday.

The two lines—crockery and groceries—help each other, as a woman feels free to buy china any place, and naturally she has to pass through the groceries to reach the china. The firm employs sixteen hands on Saturday and ten all the time. There is a separate staff for taking and putting up orders, and two delivery waggons



ALD. J. A. MCCREA, GUELPH.

on week days and three on Saturday. A big farm trade means a big city trade, as one is essential to the other, and nothing builds up a firm's reputation like good butter and eggs. When good butter is discovered a contract by the year is usually entered into and the firm's and maker's name printed on the wrapper.

Mr. McCrea does not believe in letting politics interfere with business and usually manages to have the council committee meetings at night, as he often says public work is his rest and recreation, and I believe he enjoys a night in council as well as most people enjoy the theatre.

At the time of the elections this year Mr. McCrea was lying insensible from the effects of poisonous coal gas from the furnace, but he headed the polls, which clearly shows he is as good an alderman as he is a grocer.

PROPRIETARY PRICES.

Denver Experience in Regard to Manufacturer Taking Action.

The question of manufacturers' fixing the retail prices of proprietary articles has been much discussed by the trade in Canada. Here is a view of the matter presented by S. W. Babcock, secretary of the Grocers' Association of Denver, Col., in a letter to Secretary Green of the National Association. It was printed in the association bulletin:

Dear Sir,—As there is at the present time quite a little discussion on the manufacturer maintaining the retail price, I would ask that you, through the Trade Press Bulletin allow me to use your space in giving to the retailers a little insight as to the effect of this method on the merchants of Colorado, and, more especially, Denver.

A careful study of the matter so far as Colorado is concerned will demonstrate beyond a shadow of doubt that our plan, instead of curtailing profits, has increased them, and that making each component part of the grocer's stock carry its just proportion of profit and expense will increase the percentage of profit perceptibly.

I have never asked, either as secretary of the association, or personally, any manufacturer to maintain a price on his goods for the benefit of the retailer. But if I can convince him that it is just to do so and that his business will be benefited by so doing, and he does it of his own accord and on his motion I am much pleased.

I don't wish to be understood as pleading of you to take our side in the matter; I know a secretary's business better than that. But I wished to place my personal position before you as being a supporter of this idea as a matter of being the right thing, the principles of which I believe, cannot be assailed, except as matters of policy, location, money or individual, and for each of these reasons I have had men oppose me, but when I came down to the last question, "It is not right? so far I have never failed to get the answer "That may be, but—"

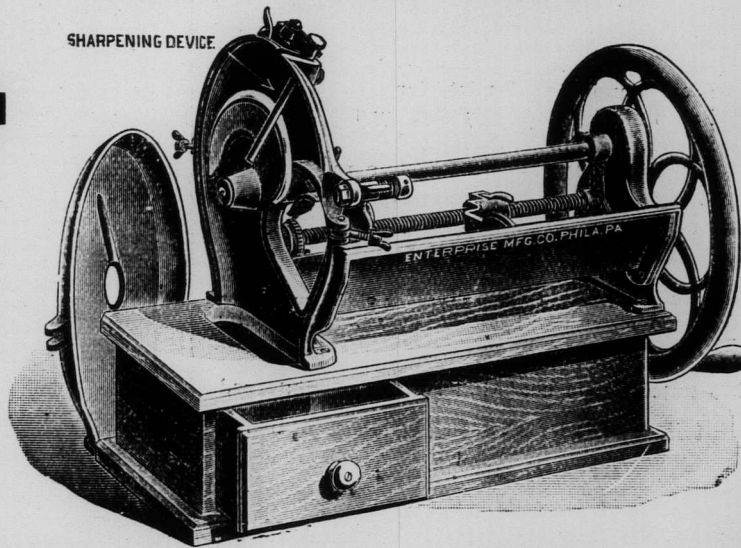
We have worked for many moons trying to fix the soap situation in Denver. The average profit on soap to the grocer of Denver was virtually nothing, and one manufacturer told me, straight to my face, that I might just as well wish for the moon; another that only a fool would dream of such a thing as maintaining a retail price on soap, but about four thousand boxes of soap have been sold at a profit of 65 cents a box, and I defy one manufacturer to break the price. We have maintained it since last October with only one break, in which instance the jobber was requested to get the soap, which he was glad to do.

A few days ago, I had the extreme pleasure of telling the manufacturer who called me a fool, that his particular brand was absolutely dead so far as Denver was concerned, and to take it out and bury it.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—

“ENTERPRISE”

SHARPENING DEVICE



The experience of all users proves that the “Enterprise” Rotary Smoked Beef Shaver greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to 1/8 of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

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

No. 125, (with 2 Blades) . . \$22.50

No. 129, (with 1 Blade) . . \$22.50



Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

“The Fairbank Plan” method of rewarding the clerks for their co-operation in selling 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

is based first of all on *quality*. We want the first article received to be an incentive to work for more — and we know that we must give good value to accomplish this result — which is just what we are doing.

“The Fairbank Plan” premium list contains an assortment of goods of real value that we defy any one to excel — because The Fairbank Company realizes that “the man behind the counter” is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of “The Fairbank Plan” premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures



Insure:

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives

Manitoba: Stuart Watson, Winnipeg. Saskatchewan and
Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

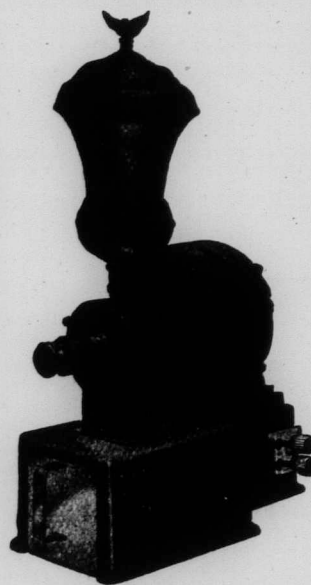
Pulverizing and Granulating

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

Our Grinders
Wear Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.



COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

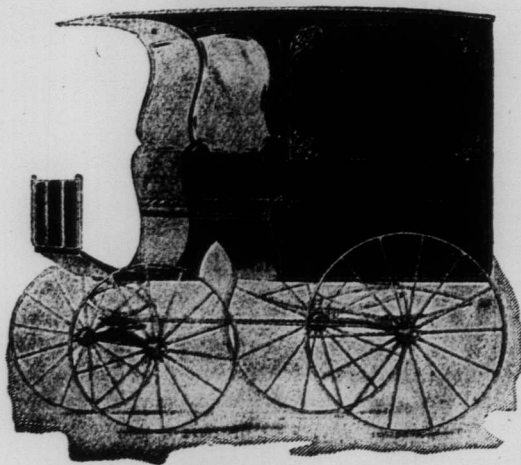
PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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

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

Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

"Majestic"

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior

to any other line marketed in Canada.

Send for a test order to-day.

Majestic Polishes, Limited

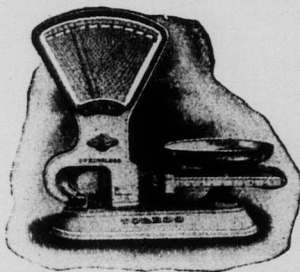
575 Yonge St.

TORONTO, - CANADA



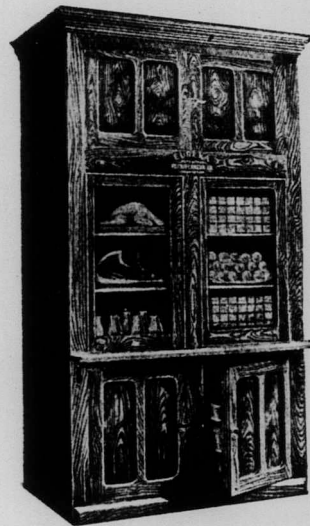
TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have just what the grocer needs. The best on the market. Write for our new catalog.
 JOHN HILLOCK & CO., LIMITED TORONTO, ONT.



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

Queen City Water White Oil

GIVES PERFECT LIGHT

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

FOR SALE BY ALL DEALERS

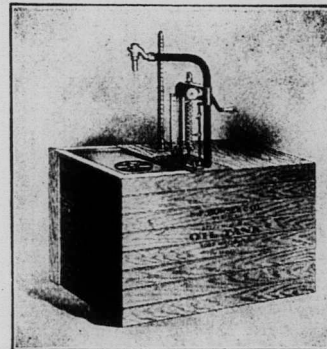
Make Your Oil Business Pay

Even if you sell oil merely as an accommodation to your regular customers, is that any reason why you should continue it at a loss? Install a Bowser Self-Measuring Oil Tank and you can make a good profit on oil. You can handle it just as conveniently and easily as package goods.

The Bowser soon pays for itself by its saving of oil. It stops evaporation, leakage, waste, spilling and overmeasurement. Its convenience, cleanliness and safety from fire are all clear gain.

Bowser Booklet B, which describes our many outfits, is free. Send for it to-day.

S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO



Cut No. 19
 One of Many Styles.

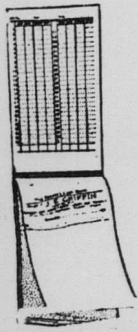
Foolish Economy

There is such a thing.
 There are men who save dimes to lose dollars. The retailer who worries along without our

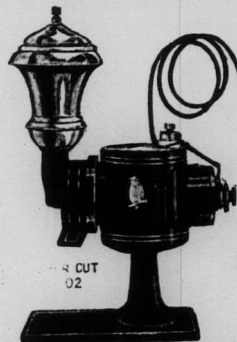
"Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

The Carter-Crume Company, Limited
 Toronto



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily 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

The Climax of the Cheesemaker's Art

Tilsiter Cheese

Made in Canada by the Swiss Process

Tilsiter Cheese is made at our own factory at Wellesley, Ontario, under the direct supervision of our Mr. Burgener, a Swiss gentleman of continental reputation as a fancy cheese maker.

A Fancy Cheese, not a Fancy Price

We offer 1500 Tilsiter Cheese, weighing 8½ pounds each, at

15 Cents

per lb. f.o.b. Toronto.

This is a chance to build up your Cheese business and make substantial profits. Such value in Cheese, of any kind, has never before been offered. Every Cheese in the lot is in perfect condition, having for nine months been subjected to exact conditions of temperature and humidity, and thus scientifically matured, is cheese of perfect flavor and texture, ripe and mellow.

Write to-day. Orders filled in rotation as received.

MacLaren Imperial Cheese Co., Limited

Head Office : Toronto, Ont.

Branches and Agencies all over the World.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 26, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 3 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 2, in 4 ".....	0 45
Found tins, 2 doz. in case.....	3 00
12-oz. tins, 1 ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$3 00
" 1-lb. tins, 3 ".....	1 25
" 1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2-lb.	10 50
1-doz.....	5-lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz.....	\$0 45
" " " 1/2 lb., 5 doz.....	0 90
" " " 1/2 lb., 3 doz.....	1 25
Borax, 1 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pk. in a case.....	0 78
Freight paid 5 p.c. 10 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 85
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2-lb.	4 10
1 ".....	5 ".....	7 80
1 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime.....	\$ 0 95
" 1 lb.	1 40
" 6 oz.	1 95
" 1 lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

arrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime.....	\$ 0 93
" 1 lb.	1 33
" 6 oz.	1 90
" 1 lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

arrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case.....	\$1 20
1 lb. " 2 ".....	0 80
1 lb. " 4 ".....	0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1 gross box.....	2 00
Nitro's "Cervus", in squares, per lb.....	0 15
" " " " in bags, per gross.....	1 25
" " " " in pepper boxes.....	0 90
" according to size.....	0 10

Black Lead.

Reckitt's, per box..... \$1 15
Box contains either 1 gross, 1 oz. size;
1/2 gross, 2 oz. or 1/3 gross, 4 oz.
Reckitt's Zebra paste, 1/2-gro. boxes, \$10.20
per gross.

JAMES' DOME' BLACK LEAD.

	Per gross.
8a size.....	\$3 40
2a size.....	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg..... 0 08
" 7-lb. cotton bags, per bag.....



PETERBOROUGH CEREAL CO.

Canada Flakes	
" English	36/10's... \$2 85
Canada Flakes	
" Household "	24/25 s 5 00
" "	5-case lots 4 90
Freight prepaid	on 5-case lots
assorted.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1/2-lb., per doz.....	\$2 40
" " 1-lb., ".....	1 25
" " 10c. size ".....	0 80
" " 5-lb. tins per lb.....	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb.....	0 20
" " No. 2, 5 and 10-lb. tins, ".....	0 18
Special quotations for	coa in bbls., kegs, etc.
Chocolate—	
Queen's Dessert, 1/2's and 1/3's per lb.....	\$0 40
Vanilla, 1/2's.....	3 35
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/3's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" " 6's, ".....	0 22
" " 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" " 1/3's, ".....	0 30
" " Flat cakes, per lb.....	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1/2-lb. pkgs., per doz.....	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.....	1 75

Confections—

	Per doz.
Cream bars, 60 in box, per box.....	1 80
6 in box, per doz. boxes.....	2 25
Chocolate ginger, per lb.....	0 30
" " 1 lb., per doz.....	2 25
Crystallized " 1/2's, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" " 36 in box, per doz. cakes.....	0 35

FRY'S.

Caracoon, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal" sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond", 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram", 1/2's, 14-lb. boxes.....	0 24

Cocoas—

	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" " 1-lb. ".....	4 50
" " 1-lb. ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" " 1/2's, 12 lb. boxes.....	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4 doz. to case.....	\$ 90
" " 2 " ".....	2 40
" " 1 " ".....	4 75
" " 1 " ".....	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, 1/2's (for cooking).....	\$0 32
Prepared cocoa, 1/2's.....	0 30
Prepared 1/2's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 40
" " " ".....	0 38
" " No. 1 chocolate, 1/2's.....	0 22
" " Navy ".....	0 28
" " Vanilla sticks, per gross.....	1 00
" " Diamond chocolate, 1/2's.....	0 24
" " Confectioner's chocolate, 2-lb. to 0 31	
" " Sweet Chocolate Liquors, 2-lb. to 0 35	

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 37
Breakfast cocoa 1/2, 1 and 5-lb tins.....	0 44
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.....	0 28
Caracas sweet chocolate, 1/2-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 41
Cracked cocoa, 1/2-lb. pkgs., 5-lb. bags.....	0 34
Caracas tablets, 100 bundles, tied 5's, per box.....	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LONEY CO.

Canadian Branch, 165-171 William st. Montreal	
Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 38c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 39c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 39c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 39c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 27c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 29c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	

Premium chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 33c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 34c.	
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 28c.	
100 2-cent pieces in box, each.....	\$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1.25
6-lb. bxs., 12 bxs. in case, 1-lb. tins, 28c.	
6-lb. bxs., 12 bxs. in case, 1-lb. tins, 28c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 26c.	

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " 12 " ".....	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case.....	38c.
10-lb. tins, 10 tins in case.....	35c.
XXX chocolate powder	
5-lb. tins, 10 tins in case.....	29c.
10-lb. tins, 10 tins case.....	27c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquets (20).....	1 50
20c. " (20).....	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
"Eagle" brand (4 doz.).....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00

Evaporated cream—
"Peerless" brand evap. cream... 4 75 1 20
" hotel size..... 4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)..... \$4 65
"Reindeer" brand per case (4 doz.)... 5 90



Coffees.

JAMES TURNER & CO. Per lb.

Mocca.....	\$0 32
Damascus.....	0 28
Calro.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27 1/2
" Condor " Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1-lb. tins.....	\$0 33
" " in 2-lb. ".....	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters.....	0 30

Cheese.



Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num bered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.....		

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 store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

There's never any argument with your customers when you sell them



BORDEN'S BRANDS

People don't quarrel with THE BEST

"Eagle Brand" Condensed Milk
"Peerless Brand" Evaporated Cream

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man

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



(Unsweetened)

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.	
\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "



Per doz.	
4-oz. cans	\$ 0 90
6-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	Per case
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.	
SOUTHWELL'S GOODS. Per doz	
Frank Magor & Co. Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	1 90
Red currant jelly	2 75
T. UPTON & 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 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 07
7 and 14-lb. wood pails	per lb.	0 07 1/2
30-lb. wood pails	per lb.	0 06 1/2
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.	1 00	
7-lb. tins, 2 doz. in case, per doz.	0 07 1/2	
5 and 14-lb. wood pails, 6 pails in crate	per lb.	0 07
30-lb. wood pails	per lb.	0 06 1/2
Home Made Jams—Absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 60	1 90
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 1/2	20-lb. tin pails	2 05
1-bbls.	0 11	Cases 3-lb.	0 10 1/2
Tubs, 60 lbs	0 11 1/2	" 5-lb.	0 11
Pails	2 15	" 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

Lye (Concentrated).	
GILLET'S PERFUMED. Per case.	
1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.	
Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.	
COOLMAN'S OR KEEN'S.	
D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D. 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45
E. D. MARCEAU, Montreal.	
"Conдор," 12-lb. boxes—	
1-lb. tins	per lb. \$ 0 35
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 30
1-lb. jars	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 35
1-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Olive Oil.	
LAPORTE, MARTIN & CIE, LTD	
Minerva Brand	
Minerva, cts. 12's	\$5 75
" " " 24's	6 50
" " " 24's	4 25

Orange Marmalade.	
T. UPTON & CO.	
12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case,	per doz. 1 75

Sauces.	
Worcestershire, Holbrook's, small,	per doz. \$2 15
Worcestershire, Holbrook's, large,	per doz. 3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.	
COW BRAND.	
Case of 1-lb. contain	ing 60 packages pe
box, \$3 00.	
Case of 1-lb. (con	taining 120 pkg.
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 5c. pkgs. containing	96 pkgs., per
box, \$3 00.	

MAGIC BRAND.	
No. 1, cases, 60 1-lb. packages	per case, \$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.	
GUELPH SOAP CO.	
	1 case. 5 case.
Royal City Soap (bar)	2 50 2 40
Peerless Soap (bar)	2 50 2 40
Standard Soap (case)	2 40 2 30
Crystal Soap Chips, per lb.	5c.

JOHN TAYLOR & COMPANY, TORONTO.



A. P. TIPPET & CO., Agents.	
Maypole soap, colors	per gross \$10 20
" black	15 30
Oriole soap	10 30
Gloriola soap	12 00
Straw hat polish	10 30

Starch.	
EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$ 0 06 1/2
No. 1 " " 8-lb.	0 06 1/2
Canada laundry	0 05 1/2
Silver gloss, 5-lb. draw-lid boxes	0 07 1/2
Silver gloss, 5-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kings silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, blue and hoga	0 06 1/2
Canada White Gloss, 1-lb. pkgs.	0 06 1/2
Benson's enamel	per box 1 25 to 1 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06 1/2
Rice Starch—	
Edward's No. 1 white, 1-lb. car.	0 10
AMERICAN PURE FOOD COMPANY.	
Japanese Starch	Case
1 case, 5 doz.	\$5 00
5 " 5 "	4 85
Lot 5 cases, freight paid.	
OORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 60
Lot 10 cases, freight paid.	

EXCELLENCE is said to be granted to man "as the reward of labor."

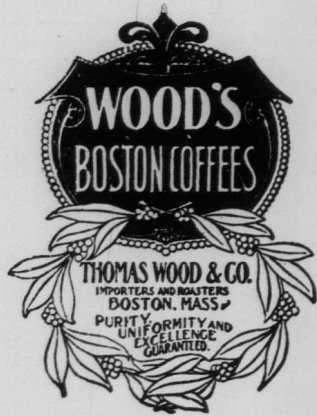
Plodding diligence brings it.
Faithful watchfulness brings it.
Patient investigation brings it.
All these labors and many more enter into the production of

"WOOD'S COFFEES"

But in them **supreme** excellence is the watchword and the realization.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - - MONTREAL,



BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 65
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 06
Finest Quality White Laundry—
8-lb. canisters, cases of 48 lb. 0 06
Barrels, 200 lb. 0 06
Kegs, 100 lb. 0 06

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07
6-lb. toy trunks, 8 in case. 0 07
6-lb. enameled tin canisters, 8 in case. 0 07
Kegs, ex. crystals, 100 lb. 0 06

Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 07
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 1 50
Celluloid Starch—
Boxes of 45 cartons, per case. 2 50

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06
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.

Culinary Starches—
St. Lawrence corn starch, 40 lb. 0 07

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. 0 06
3-lb. cartons, 36 lb. 0 06
200-lb. bbl. 0 06
100-lb. kegs. 0 06

Canada Laundry, 40 to 46 lb. 0 06
Ivory Gloss, 8-6 family pkgs., 48 lb. 0 07
1-lb. fancy, 20 lb. 0 07
large lumps, 100-lb. kegs 0 06
Patent starch, 1-lb. fancy, 28 lb. 0 07
Akron Gloss, 1-lb. packages, 40-lb. 0 07



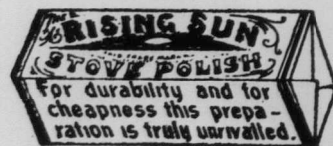
OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— Per lb. 64c
In papers of 4 to 5 lbs. 64c
Blue, white or assorted.

In Pictoria—Cardboard Boxes—
4 lbs. net weight. 84c
1 lb. gross weight. 84c
1 lb. gross weight. 90c
1 lb. gross weight. 100c

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1 lb. gross weight. 94c



For durability and for cheapness this preparation is truly unrivalled.

Per gross.
Rising Sun, 5-oz. cakes, 4-gross boxes \$3 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 4-gross boxes 10 00
Sun Paste, 5c. size, 4-gross boxes 5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Barrels, 600 lbs. 0 02½ per lb.
Half-barrels, 350 lbs. 0 03
Kegs, 150 lbs. 0 03½
2-gal. pails 25 lbs. 1 10 each
3 " 38½ lbs. 1 50

Plain tins, with label— Per case—
1 lb. tins, 3 doz. in case. 2 00
5 " 1 " " " 2 45
10 " " " " 2 40
20 " " " " 2 35
(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can. 4 40
1 " " per case. 4 90
" " " " 5 45
" " " " 5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—
Cases 24, pts. 2 50 Cases, 24 qts. 4 80
" 12, 1-gal 4 80 " 6 gals. 4 50
" 1, 5-gal 4 00

54 lots prepared up to 40c. rate.

Empire Golden Syrup—
Cases, 24-2½, 2 40 Bbls, per lb. 0 02½
" 12-5's, 2 45 ½ bbl. " 0 03
" 6-10's, 2 40 Kegs " 0 03½
" 3-20's, 2 35 Pails, \$1.10 and \$1 50

Usual freight allowance for factory shipments



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 20 0 40
Red Label, 1's and ½'s. 0 25 0 50
Gold Label, ½'s. 0 44 0 60



Wholesale. Retail.
Blue Label, 1's. \$0 18 \$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 23 0 40
Brown Label, ½'s. 0 30 0 40
Green Label, 1's and ½'s. 0 35 0 50
Red Label, ½'s. 0 45 0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.
"A" 1's and ½'s. \$0 45
"B" 1's and ½'s. 0 40
No. 1 "C" 1's and ½'s. 0 35
No. 2 " " " 0 30
No. 3 " " " 0 22
No. 4 " 1's. 0 20

Japan Teas—
Victoria, hf-c, 90 lbs. 0 25
Princess Louise, hf c, 80 lbs. 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs. 0 18
Duchess, cases 60 lbs. 0 19

MOTHER'S FAVORITE MELAGAMA TEA.



put up in 30, 60 and 100 lb. boxes.

Wholesale Retail.
Black, green, mixed, 1 lb. 0 18 0 25
" 1 lbs. 0 19 0 25
" 1 lbs. & ½'s. 0 20 0 30
" 1 lbs., ½'s & ¼'s. 0 28 0 40
" 1 lbs. & ½'s. 0 35 0 50
" 1 lbs. & ½'s. 0 40 0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
" 1-lb. " " 0 20
Blue Label, retail at 30c. 0 22
Green Label, " 40c. 0 28
Red Label, " 50c. 0 35
Orange Label, " 60c. 0 42
Gold Label, " 80c. 0 55



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

Wholesale. Retail.
Brown Label, 1's and ½'s. 0 20 0 25
Crimson " 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 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, 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, ½'s and ¼'s. 0 55 0 80
Embossed, ½'s and ¼'s. 0 70 1 00



"CROWN" BRAND

Wholesale. Retail.
Red Label, 1-lb. and ½'s. \$0 25 \$0 50
Blue Label, 1-lb. and ½'s. 0 28 0 40
Green Label, 1-lb. 0 19 0 25
Green Label, ½'s. 0 20 0 25
Japan 1's. 0 19 0 25

E. D. MAROEAU, Montreal.

Japan Teas—
"Ondor" I 40-lb. boxes. \$...
" " II 40-lb. boxes. 0 27
" " III 80-lb. boxes. 0 27
EMD AAA Japan, 40 lb. "at. 0 27
" AA " 40 " " 0 27
Blue Jay, basket fired Japan, 70 lbs. 0 27
"Ondor" IV 80-lb. " " 0 27
" V 80-lb. " " 0 27
" XXXX 80-lb. boxes. 0 27
" XXXX 80-lb. " " 0 27
" XXX 80-lb. " " 0 27
" XX 80-lb. " " 0 27
" X 80-lb. " " 0 27
" LX 60-lb. per case, lead 0 27
packets (25 1's and 70 ½'s)

"Ondor" Ceylon black tea in lead packets
Green Label, ½'s, ¾'s and 1's. 0 27 at 0
Grey Label, ½'s, ¾'s and 1's. 0 30 at 0 23
Yellow Label, ½'s and 1's. 0 35 at 0 28
Blue Label, ½'s, ¾'s and 1's. 0 40 at 0 30
Red Label, ½'s, ¾'s and 1's. 0 50 at 0 34
White Label, ½'s, ¾'s and 1's. at 0 40
50-lb. cases. retail

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 per lb. 0 25
No. 2 " 0 20
No. 3 " 0 25
No. 4 " 0 20
No. 5 " 0

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s. \$0 46
" Amber, 6s. and 12s. 0 60
" Ivy, 7s. 0 50
" Rosebud, 7s. 0 51
Chewing—Currency, 12s. and 6s. 0 46
" Old Fox, 12s. 0 48
" Snowshoe, 6s. 0 51
" Pay Roll, 7s. 0 56
" Stag, 10 oz. 0 45
" Bobe, 6s. and 12s. 0 45
" 10 oz. bars, 6s. 0 45
" Fair Play, 6s. and 12s. 0 53
" Club, 6s. and 12s. 0 46
" Universal, 12s. 0 47
" Dixie, 7s. 0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.
Cote's Fine Cheroots, 1-10 \$15
V. H. C., 1-20. 25 00
St. Louis (Union), 1-20 33 00
Champlain, 1-20. 35 00
El Sergeant Premium, 1-20—1-40. 55 00
J. C. C1, Havana P. Finos. 1-20. 75 00

Cut tobaccos.
Petit Havana, 1-3, 1-13—1-6. 0 45
Quessel, 1-4, 1-2 0 6
" 1-9 0 60
Cote's Choice Mixture, ½-lb tins. 0 75
" 1-lb " 0 75
" 1-lb " 0 60

Vinegars.
E. D. MAROEAU, Montreal. Per case
EMD, pure distilled, highest quality. \$0 32
Ondor, pure distilled. 0 27
Old Crow 0 23
Special notes to buyers of large quantities

White Wine, proof. 0 32
" extra strength pickling 0 28
" XXX 0 25
" XX 0 20
" X 0 18

Yeast.
Royal yeast, 3 doz. 5c. pkgs. \$1 10
Gillet's cream yeast, 3 doz in case. 1 10

**BATGER'S
LEMON
SQUASH**

Great Merit

We find our best salesman for Batger's Lemon Squash is its delicious flavor and all round high merit. Made from finest fruits and pure cane sugar.

Keeps sweet and good after being uncorked

ROSE & LAFLAMME

Agents

MONTREAL and TORONTO



The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents :

ROSE & LAFLAMME,

MONTREAL

**WE HAVE SOLD
OUT**

our stock of Matches to the Canadian public, but are making millions more every day to fill the increasing demand.

If you are not handling our matches write us to-day for prices.

The Improved Match Co.,

Limited

Head Office :
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

You Wonder Why

we are so certain **Acme Cans** are absolutely the best made! It is because we have spared no expense in equipping our factory in the most modern fashion. Everything is up-to-date. Again, we say

Acme Cans Are Best

because we employ only trained workmen—men who know their business from A to Z. Another thing which contributes to the merit of our cans is the fact that we use nothing in raw material that is not guaranteed **first-class**.

ACME CAN WORKS
MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

Accountants and Auditors.

Davenport, Pickup & Co., Winnipeg.
Awning, Tents, Rope, Etc.
 Tubin Tent & Awning Co., Ottawa.

Baking Powder.
 Codville-Georgeson, Ltd., The, Winnipeg
 Gillett, E. W., Co., Toronto.
 McLaughlan, W. D., Montreal.
 National Drug Co., Montreal.

Beer-Non-Alcoholic
 Kops, B. Ewerist, London, S.W.

Biscuits, Confectionery, Gum, Etc.
 Bode's Gum Co., Montreal.
 Cowan Co., Toronto.
 Kingery Mfg. Co., Cincinnati.
 Bessell, Hunt & Catty Co., Montreal.
 McLaughlan, Sons & Co., Owen Sound.
 Mooney Biscuit & Candy Co., Stratford.
 Mott, John P., & Co., Halifax, N.S.
 National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
 United Factories, Limited, Toronto.
 Woods, Walter, & Co., Hamilton.

Calendars Etc.
 Leamon Printing & Lithographing Co., London, Ont.

Canned Goods.
 Armur Limited, Toronto.
 Balfour, Smye & Co., Hamilton.
 Canadian Cannery, Hamilton.
 Lakeside Canning Co., Wellington, Ont.
 O. Homestead Canning Co., Picon.
 Turner, James & Co., Hamilton, Ont.
 Windsor, J. W., Montreal.

Cash Sales Books.
 Carter-Crume Co., Toronto.

Cheese Cabinets.
 Walker Bin and Store Fixture Co., Berlin, London, Ont.

Cigars, Tobacco, Etc.
 American Tobacco Co., Montreal.
 Cote, Joseph, Quebec, Que.
 Empire Tobacco Co., Montreal.
 McDougall, D., & Co., Glasgow, Scot.
 Payne, J. Bruce, Granby, Que.
 Tuckett, Geo. E. & Son Co., Hamilton.

Clutch Nails.
 Warrington J. N., Montreal.

Cocoa and Chocolates
 Baker, Walter & Co., Dorchester, Mass.
 Bearn, 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.
 Lowrey, Walter M., Co., Boston, Mass.
 Mott, John P. & Co., Halifax, N.S.
 Nestle's Chocolate, Montreal.

Computing Scales.
 Burr, 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 Processions.
 Clark, Wm., Montreal.
 Dawson Commission Co., Toronto.
 Duff & Co., Hamilton, Ont.
 Ingersoll & Co., Ingersoll, Ont.
 Fearman, F. W., Co., Hamilton.
 MacLaren Imperial Cheese Co., Toronto.
 Montreal Packing Co., Montreal.
 O'Mara, Joseph, Palmston.
 Park, Blackwell Co., Toronto.

Power, B. J., Halifax, N.S.
 Rutherford, Marshall & Co., Toronto.
 Ryan, Wm. & Co., Toronto.
 Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
 Abbott, H. G. & Co., London, Ont.
 Ewart, J. A., Toronto.

Egg Trays.
 Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

Financial Institutions & Insurance
 Bradstreet Co.

Fish.
 Atlantic Fish Co., Halifax, N.S.
 Bickle, J. W., & Greening, Hamilton.
 Connors Bros., Black's Harbor, N.B.
 Loggie, W. S. & Co., Chatham, N.B.
 McWilliam & Everist, Toronto.
 Millman, W. H., & Sons, Toronto.
 Winsor, J. W., Montreal.

Flavoring Extracts.
 Capstan Mfg. Co., Toronto.
 Ozo Co., Montreal.

Fluid Beef.
 B. W. Limited.

Foreign Importers.
 Colbeck, Henry, Newcastle-on-Tyne, Eng.
 Doughty, A. C., & Co., London, Eng.
 Greys, W. C. & Co., Liverpool, Eng.
 Methven, James, London, Eng.
 Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
 Belleville Fruit & Vinegar Co., Belleville.
 Brown Bros. & Sons, Montreal.
 Davidson & Hay, Toronto.
 Dawson Commission Co., Toronto.
 Fisher, Frederick, & Sons, London, Eng.
 Gillard, W. H., & Co., Hamilton, Ont.
 Kinnear, Thos., & Co., Toronto.
 Lucas, Steele & Bristol, Hamilton.
 Montreal Fruit Exchange, Montreal.
 McWilliam & Everist, Toronto.
 Ozo, The, Company, Montreal.
 Rattray, D., & Son, Montreal.
 Robinson, G. 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.

Gelatine.
 Cox, J. & G., Edinburgh, Scotland.
 Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
 Alexander Milling Co., Ltd., Brandon.
 Greig, Robert, Co., Toronto.
 Kirouac, Nap. G., & Co., Quebec.
 Leuten Bros., Oak Lake, Man.
 Nicholson & Bain, Winnipeg.
 Nicholson & Brock, Toronto.
 Sani as Toasted Corn Flakes.
 Tanguay, Alf. T., & Co., Quebec.
 Western Canada Flour Mills Co., Toronto.
 Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
 Balfour, Smye & Co., Hamilton.
 Bourque, T. A., & Co., Shebrooke, Que.
 Chouillou C. A., & Co., Montreal.
 Ozo Co., Montreal.
 Codville-Georgeson Co., Winnipeg.
 Colson, E. C. & Son, Montreal.
 Davidson & Hay, Toronto.
 Rby, Blain Co., Toronto.
 Eckardt, H. P., & Co., Toronto.
 Gal, R. H., Wm., & Son, Montreal.
 Gillard, W. H., & Co., Hamilton.
 Lucas, Steele & Bristol, Hamilton.
 Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
 Coles Mfg. Co., Philadelphia, Pa.
 Enterprise Mfg. Co., Philadelphia, Pa.
 Fisher, A. D., Co., Toronto.
 Sprague Canning Machinery Co., Chicago.

Infants' Foods.
 Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fixtures.
 Walker Bin and Store Fixture Co., Berlin.

Jams, Jellies, Etc.
 Barger—Rose & Laflamme, Montreal.
 Windsor, J. W., Montreal.
 Goodwillie's—Rose & Laflamme, Montreal.
 Smith, E. D., Winona, Ont.
 Ozo Co., Montreal.
 Upton, Thos., & Co., Hamilton.
 Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
 Adam, Geo., & Co., Winnipeg, Man.
 Adamson, J. T., Montreal.
 Anderson, Powis & Co., Toronto.
 Ashley & Lightcap, Winnipeg.
 Carman, Joseph, Winnipeg, Man.
 Dawson Commission Co., Toronto.
 Dunn, Wm. H., Montreal and Toronto.
 Fontanel, Leon, Montreal.
 Gorham, J. W., & Co., Halifax, N.S.
 H. neyman, Haultain & Co., Regina.
 Holmes, W. G., & Co., Calgary, Alta.
 Hughes, A. J., Montreal.
 Jarvis, C. E., & Co., Vancouver, B.C.
 Kyle & Hooper, Toronto.
 Lamb, W. G. A., & Co., Toronto.
 McFarlane & Field, Hamilton, Ont.
 MacLaren Imperial Cheese Co., Toronto.
 Millman, W. H., & Sons, Toronto.
 Nicholson & Bain, Winnipeg.
 Rutherford, Marshall & Co., Toronto.
 Ryan, Wm., Co., Toronto.
 Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
 Scott, Batagate, & Co., Winnipeg.
 Taylor, W. A., Winnipeg.
 Thomas, J. P., Quebec.
 Thompson, G. B., Winnipeg, Man.
 Tippet, A. P. & Co., Montreal.
 Warren, G. O., Regina, Sask.
 Watson, Stuart, Winnipeg, Man.
 Watson, Andrew, Montreal.

Matches.
 Improved Match Co., Montreal.

Mince Meat.
 Capstan Mfg. Co., Toronto.
 Clark, Wm., Montreal.
 Fearman, F. W., Co., Montreal.
 Lytle, T. A., Co., Toronto.
 Nicholson & Bain, Toronto.
 Wagstaffe Limited, Hamilton.
 Wetley, J. H., St. Catharines.

Office Supplies.
 Baines & System Ltd., Toronto.
 Copeland-Chatterton Co., Toronto.
 Craun, Rolla L., Co., Ottawa.

Patent Medicines.
 Mathieu J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
 Allison Oupoun Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
 Capstan Mfg. Co., Toronto.
 Douglas, J. M., & Co., Montreal.
 Gillard & Co., Walthamston, London, E.
 Ozo Co., Montreal.
 Hudson, Hebert & Co., Montreal.
 Lytle, T. A., Co., Toronto.
 Paterson's—Rose & Laflamme, Montreal.
 Taylor & Pringle, Owen Sound, Ont.

Poison, Rat.
 Common Sense Mfg. Co., Toronto.

Polishes—Metal.
 Majestic Polish's, Ltd., Toronto.
 Oakley, John, & Sons, London, Eng.
 Ozo Co., Montreal.

Polishes—Shoes.
 Dalley, F. E., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
 Nickel Plate Polish Co., Chicago.
 Ozo Co., Montreal.
 James Dome, W. G. A. Lamb & Co., Toronto.
 Morse Bros., Canton, Mass.

Refrigerators.
 Eureka Refrigerator Co., Toronto.
 Faison, C. P., Montreal.
 Hanson, J. H., Montreal.
 Hillock, John, & Co., Ltd., Toronto.

Salt.
 Canadian Salt Co., Windsor, Ont.
 Empire Salt Co., Sarnia, Ont.
 Gray, Young & Sparring, Wingham, Ont.
 Mason & Hickey, Winnipeg, Man.
 Toronto Salt Works, Toronto.
 Verret, Stewart & Co., Montreal.

Soap.
 Canadian Castle Soap Co., Berlin, Ont.
 Darling & Brady, Montreal.
 Guelph Soap Co., Guelph, Ont.
 Royal Crown Limited, Winnipeg, Man.
 St. Croix Soap Mfg. Co., St. Stephen, N.B.
 Taylor, John & Co., Toronto.

Soda—Baking.
 Church & Dwight, Montreal.

Starch.
 Edwardsburg Starch Co., Cardinal, Ont.
 St. Lawrence Starch Co., Port Credit.

Storage and Warehouses.
 Terminal Warehouse & Cartage Co., Montreal.

Sugars, Syrups and Molasses.
 Canada Sugar Refining Co., Montreal.
 Dominion Molasses Co., Halifax, N.S.
 Edwardsburg Starch Co., Cardinal, Ont.
 Ozo Co., Montreal.
 Lucas, Steele & Bristol, Hamilton.
 "Sugars" Limited, Montreal.
 Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
 Balfour, Smye & Co., Hamilton.
 Braid, Wm., & Co., Vancouver, B.C.
 Ceylon Tea Traders' Ass'n.
 Codville-Georgeson Co., Winnipeg.
 Ewing, S. H. & Sons, Montreal.
 Gillard, W. H., & Co., Hamilton.
 Greig, Robt. Co., Toronto.
 Japan Tea Traders' Ass'n.
 Minto Bros., Toronto.
 Paterson, R., & Sons, Glasgow, Scot.
 Salada Tea Co., Toronto and Montreal.
 Symington, T., Edinburgh, Scot.
 Truro Condensed Milk Co., Truro, N.S.
 Turner, James, & Co., Hamilton.
 Warren, G. O., Regina, Sask.
 Warren Bros., Toronto.
 Wood, Thos., & Co., Montreal.

Vinegar and Cider.
 Belleville Fruit and Vinegar Co., Belleville.
 Furnell, Webb & Co., Bristol, Eng.
 Ozo Co., Montreal.
 White, Cottell & Co., London, S.E.

Washing Compound.
 Fairbank, N. K. Co., Montreal.
 Gillett, E. W., Co., Toronto.

Wrapping Paper, Paper Bags, Twine, Wood Disks, Etc.
 Canada Paper Co., Toronto.

Yeast.
 Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Acme Can Works.....	71
Adam Geo. & Co.....	2
Adamson, J. T. & Co.....	50
Alexander Milling Co.....	50
Allison Oupoun Co.....	65
American Tobacco Co.....	61
Anderson, Powis & Co.....	2
Ashley & Lightcap.....	4
Atlantic Fish Companies.....	56
Baker, Walter, & Co.....	49
Balfour, Smye & Co.....	17
Bearn, John, Limited.....	51
Belleville Fruit and Vinegar Co.....	56
Bickle, J. W. & Greening.....	57
Bode's Gum Co.....	43
Borden's Condensed Milk Co.....	63
Bovril Limited.....	43
Bourque, S. F. & Co., Inc.....	63
Bradstreet's.....	4
Braid, Wm., & Co.....	69
Brock, J. G.....	22
Bryce, Chas. C., Co.....	58
Cailler's Chocolate.....	51
Campbell's, R. Sons.....	inside back cover
Canada Paper Co.....	4
Canada Sugar Refining Co.....	18
Canadian Cannery.....	5
Canadian Castile Soap Co., Ltd.....	25
Canadian Oyster Co., Ltd.....	24
Capstan Manufacturing Co.....	24
Carman, Joseph.....	2
Carter-Crume Co.....	65
Carter S. J., & Co.....	24
Chouillou C. A., & Co.....	16
Church & Dwight.....	16
Clark, W.....	41
Codville-Georgeson Co.....	39
Colbeck, Henry.....	44
Coles Manufacturing Co.....	64
Colson, E. C. & Son.....	inside front cover
Common Sense Mfg. Co.....	68
Connors Bros.....	57
Cote, Joseph.....	61
Cowan Co.....	51
Cox, J. & G.....	49
Dalley, The F. E., Co., Limited.....	1
Darling & Brady.....	2
Dawson Commission Co.....	55

Davenport, Pickup & Co.....	4
Doughty A. C. & Co.....	44
Douglas J. M. & Co.....	53
Eby, Blain Co.....	3
Edwardsburg Starch.....	inside front cover
Enterprise Mfg Co.....	10
Enterprise Mfg Co.....	61
Enterprise Mfg Co.....	64
Eureka Refrigerator Co.....	15
Ewart, J. A.....	64
Ewing, S. H., & Sons.....	16
Fairbank, N. K., Co.....	63
Fearman, F. W., Co.....	42
Fisher, A. D., Co.....	65
Fisher, Frederick & Sons.....	64
Frame-Food Co.....	14
Gibb, W. A., Co.....	61
Gillard & Co.....	47
Gillard, W. H., & Co.....	13
Gillett, E. W., Co., Ltd.....	22
Gorham, J. W., & Co.....	2
Gourock Rope Work Export Co.....	24
Gray, Young & Sparring.....	48
Gregson, W. C., & Co.....	11
Greig, Robt., & Co.....	11
Guelph Soap Co.....	19
Hemilton Cotton Co.....	39
Hill, John, & Co.....	65
Holmes, W. G., & Co.....	2
Honeyman, Haultain Co.....	2
Hughes, A. J.....	2
Hudson, Hebert & Co.....	71
Improved Match Co.....	71
James Dome Black Lead.....	10
Japan Tea.....	18
Jarvis, C. E., & Co.....	4
Jones & Swan.....	2
Kingery Mfg. Co.....	55
Kinnear, Thos., & Co.....	14
Kirouac, Nap. G., & Co.....	48
Kops, Breweries.....	16
Lakeside Canning Co.....	22
Lamb, W. G. A.....	2
Leitch Bros.....	48
Lipton, Thos.....	59
Loggie, W. S., & Co.....	56
Lowrey, Walter M., & Co.....	50

Lucas, Steele & Bristol.....	48
Queen City Oil Co.....	65
Rattray, D., & Son.....	14
Retail Merchants' Ass'n of Western Canada.....	53
Robinson, G. E. & Co.....	71
Rose & Laflamme.....	71
Royal Crown Limited.....	19
Rutherford, Marshall & Co.....	44
Ryan, Wm., Co.....	42
"Salada" Tea Co.....	7
Sanitas Toasted Corn Flakes.....	43
Scott, Bathgate & Co.....	4
Scott, David, & Co.....	41
Shallcross, Macaulay & Co.....	4
Smith, E. D.....	58
Sprague Canning Machinery Co.....	17
Stimpson Computing Scale Co.....	39
St. Lawrence Starch Co.....	2
Stringer, W. B., & Co.....	25
Standard Broke age Co.....	23
Stuart, Watson & Co.....	2
"Sugars" Limited.....	20, 21
Taylor, John, & Co.....	13
Taylor, W. A.....	2
Terminal Warehouse and Cartage Co.....	68
Thompson, G. B.....	43
Tippet, Arthur P., & Co.....	1
Tubin Tent & Awning Co.....	41
Toledo Computing Scale Co.....	65
Toronto Pottery Co.....	inside back cover
Toronto Salt Works.....	44
Truro Condensed Milk Co., Limited.....	44
Tuckett, Geo. E., & Son Co.....	60
Turner, James, & Co.....	27
Verret, Stewart Co.....	56
Wagstaffe Limited.....	7
Walker, Hugh, & Son.....	65
Walker Bin & Store Fixture Co.....	2
Warren, G. O.....	4
Old Homestead Canning Co.....	6
O'Mara, Joseph.....	47
Ozo Co.....	53
Park, Blackwell Co.....	42
Paterson, R., & Sons.....	14
Patrick, W. G., & Co.....	2
Payne, J. Bruce.....	60
Power, B. H.....	44
Furnell Webb & Co.....	48

Quance Bros.....	48
Queen City Oil Co.....	65
Rattray, D., & Son.....	14
Retail Merchants' Ass'n of Western Canada.....	53
Robinson, G. E. & Co.....	71
Rose & Laflamme.....	71
Royal Crown Limited.....	19
Rutherford, Marshall & Co.....	44
Ryan, Wm., Co.....	42
"Salada" Tea Co.....	7
Sanitas Toasted Corn Flakes.....	43
Scott, Bathgate & Co.....	4
Scott, David, & Co.....	41
Shallcross, Macaulay & Co.....	4
Smith, E. D.....	58
Sprague Canning Machinery Co.....	17
Stimpson Computing Scale Co.....	39
St. Lawrence Starch Co.....	2
Stringer, W. B., & Co.....	25
Standard Broke age Co.....	23
Stuart, Watson & Co.....	2
"Sugars" Limited.....	20, 21
Taylor, John, & Co.....	13
Taylor, W. A.....	2
Terminal Warehouse and Cartage Co.....	68
Thompson, G. B.....	43
Tippet, Arthur P., & Co.....	1
Tubin Tent & Awning Co.....	41
Toledo Computing Scale Co.....	65
Toronto Pottery Co.....	inside back cover
Toronto Salt Works.....	44
Truro Condensed Milk Co., Limited.....	44
Tuckett, Geo. E., & Son Co.....	60
Turner, James, & Co.....	27
Verret, Stewart Co.....	56
Wagstaffe Limited.....	7
Walker, Hugh, & Son.....	65
Walker Bin & Store Fixture Co.....	2
Warren, G. O.....	4
Old Homestead Canning Co.....	6
O'Mara, Joseph.....	47
Ozo Co.....	53
Park, Blackwell Co.....	42
Paterson, R., & Sons.....	14
Patrick, W. G., & Co.....	2
Payne, J. Bruce.....	60
Power, B. H.....	44
Furnell Webb & Co.....	48

an Grocer
 onto
 onto, n, Eng.
 milton, Ont.
 cago.
 ambe & Co.
 onto.
 Toronto
 Ont.
 ngham, Ont.
 Man.
 real.
 Berlin, Ont.
 t.
 ipege, Man.
 tephen, N.B.
 rdinal, Ont.
 t Credit.
 Cartage Co.,
 asses.
 Montreal
 ifax, N.S.
 rdinal, Ont.
 milton.
 al.
 eal.
 ton.
 ver, B.C.
 nipeg
 eal.
 lton.
 ow, Scot.
 d Montreal
 Scot.
 Pruro, N.S.
 lilton.
 k.
 eal.
 Co., Belleville
 ol, E.g.
 on, S.E.
 eal.
 ber Bags,
 Btr.
 48
 53
 14
 Western
 53
 55
 8, 71
 19
 44
 42
 7
 43
 4
 41
 4
 48
 Co. 39
 19
 55
 23
 2
 20, 31
 13
 2
 rtage Co. 58
 2
 1
 21
 55
 e back cover
 44
 Limited. 41
 60
 27
 27
 56
 7
 55
 e Co. 64
 2
 55
 Co. 50
 e back cover
 55
 25
 44
 39
 44
 48

THE CANADIAN GROCER

STONEWARE
 JARS

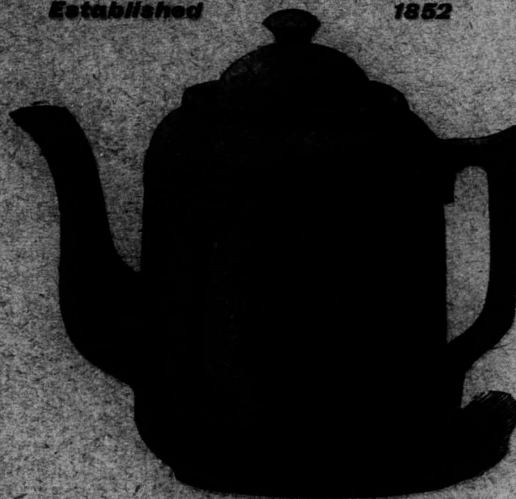


of every description and size.

Special shapes to order.

The TORONTO POTTERY CO. LIMITED
 Toronto, Canada
 Write for Catalogue.

Established 1852



"CHAMPION"

This Tea Pot is made in six sizes, the Globe shape in seven. Let us send you an assortment of from \$15.00 to \$40.00.

R. CAMPBELL'S SONS
 HAMILTON POTTERY
 HAMILTON, ONTARIO

THE PEOPLE OF
 JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
 "GLENER"

might bring inquiries. Please write for rates to
 I. G. STEWART, Manager

DAKEY'S
 "WELLINGTON"
 KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, St. and L. Canisters

JOHN DAKEY & SONS, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Works, London, England

Agents:
 JOHN FODMAN, 244 Craig Street MONTREAL.

You are interested
 in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms-100 Clippings, \$ 2.00
500 " 15.00
1,000 " 35.00
1,000 " 65.00

Send for our Booklet which fully explains the scope of the clipping industry.

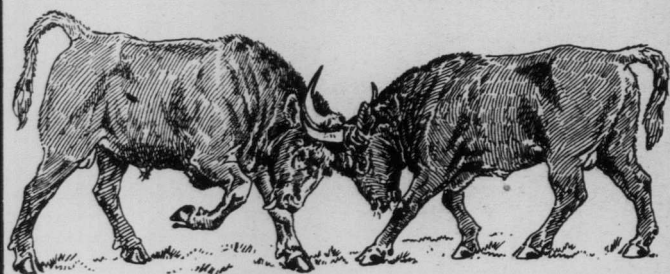
CANADIAN PRESS CLIPPING BUREAU
 222 Market Street, MONTREAL, QUE.
 Telephone Main 1225.
 10 Front St. E., Toronto, Telephone Main 578

McLAREN'S



Honest Goods and
 just the Things on Which
 to Make or Expand a
 Business.

The Best Grocers make
 a point of keeping it
 always in Stock.



STRENGTHEN YOUR HOLD

on your best customers by
only selling them the best.

“BOVRIL”

is the BEST fluid beef to
stock, because it sells
quickly and is always to
be relied upon.

**Wethey's
Mince Meat**

(In Cartons)

has been recognized as the standard of
Canadian excellence for a quarter of a
century.

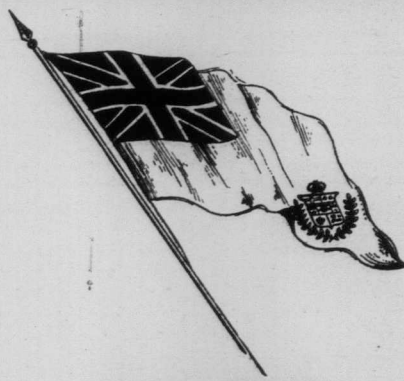
PURE WHOLESOME RICH

“ONE TRY SATISFIES”

If your jobber cannot give it to you
please write us direct.

J. H. WETHEY, LIMITED

ST. CATHARINES, - - CANADA



Empire Brand

Are you one of our 'phone
customers? If not, try
4 FREE long distance phones.

VINEGAR

We sell the Imperial—the Best. Don't bother
with any offered cheaper, you want the best—
get it.

RED FEATHER SPICES

Guaranteed in every way—Profit and Quality.

“EMPIRE” BRAND GOODS

**Syrups, Extracts, Coffees,
Teas, Baking Powder,
Etc., Etc., Etc.**

Ask for them.

LUCAS, STEELE & BRISTOL
HAMILTON