

**PAGES
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THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII.

PUBLICATION OFFICE: TORONTO, MAY 29, 1908.

NO. 22.

You may be able to run a grocery store without

Keen's Oxford Blue

but you can run it better and more profitably by selling it.
It is the "World's Best Blue."

You can buy it from every wholesale grocer

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

Benson's "Prepared" Corn

(Best for Puddings, Blanc Manges, Desserts, etc.)

Edwardsburg "Silver Gloss" Starch

produces finest work in the laundry.

Your recommendation of these standard and well advertised lines will secure confidence
of your customers—

For sale by all grocery jobbers in Canada.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Winds. CARDINAL, Ont.

164 St. James St., MONTREAL

UPTON'S

PURE

Orange Marmalade

The tonic quality in good Orange Marmalade is recognized by the best medical authorities.

"It's Pure,
That's Sure"



"It's Pure,
That's Sure"

Upton's Guaranteed Pure Orange Marmalade

12-oz. glass jars, 2 dozen in case, \$1.00 per dozen
16-oz. glass jars, 2 dozen in case, \$1.40 per dozen
Pint sealers, 1 dozen in case, \$2.00 per dozen
2-lb. tins, 2 dozen in case, 7½c. per pound
5-lb. tin pails, 8 pails in crate, 7c. per pound
7-lb. tin pails, 9 pails in crate, 7c. per pound
7-lb. wood pails, 6 pails in crate, 7c. per pound
30-lb. wood pails, 6¾c. per pound.

Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

Order through your wholesaler and have goods shipped fresh from our factory.

The T. Upton Company, Limited

Hamilton,

Ontario

ARTHUR P. TIPPET & CO.

Agents

**“Thistle”
Brand
Haddies**

Full weight in 16-oz. lined tins, containing no skins, no bones, no waste, no dirt or slime—nothing but the freshly caught, carefully cleaned and cured **genuine Haddock**.

“Thistle” brand will increase confidence in **any** grocer's general stock. It is a “builder” of confidence.

**“Thistle”
Tunny
Fish**

Heretofore a luxury, but now put up in one-pound oval tins in this country—superior in flavor and containing no waste.

For a while Spain furnished it in limited volume. The popular demand compelled the ways and means adopted by the Thistle Company.

FOR SALE BY ALL THE BEST DEALERS

8 PLACE ROYALE
MONTREAL

84 VICTORIA STREET
TORONTO



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

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F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
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HALIFAX, N.S.

J. W. GORHAM & CO.
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HALIFAX, N.S.
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Domestic and Foreign Agencies solicited.
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Importers, Exporters and General Commission Merchants.
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Domestic and Foreign Agencies Solicited.
Highest References.

HAMILTON.

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

MONTREAL

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

ROBERT ALLAN & CO.
General Commission Merchants
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

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MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Phone Bell Main 3938.
CHAUSSÉ & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE. OTTAWA, ONT.
322 Notre Dame St E. 49 Angesea Square

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
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107 St. James St. - Montreal

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal
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G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN
W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

RICE
CHOICE PATNA
224s
Now on Spot.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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

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

ON SPOT
Currants
Evaporated Apples
Canned Strawberries
Valencia Raisins
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.
(Continued on page 4.)

WE OFFER—

Exceptional facilities for quickly placing amongst the best trade of the Canadian market, all lines of BRITISH and FOREIGN Manufacture.

We are sole distributing agents for the following well known firms :

GEO. DALIDET & CO.

Bordeaux, France

Fruits,
Vegetables, etc.

AUGUSTE GAILLARD & FILS

Marseilles, France Olive Oil

MADAME DAMAIN

Bar-le-duc, France Bar-le-duc Jelly

WM. P. HARTLEY

Liverpool, Eng.

Preserves and
Marmalade

FERRAND, RENAUD & CIE.

Lyons, France Macaroni, etc.

JAMES PASCALL, L'TD

London, Eng. Confectionery

We solicit enquiries and offerings from reputable shippers who are not represented on this market.

EBY-BLAIN, LIMITED

Wholesale Grocers, Importers, etc.

TORONTO

Consistency ^{Is} Evidently Appreciated

We have always consistently studied the interests of our customers, as well as of the Public, by offering our Teas at such prices that they yield a fair margin to the dealer, and are of such quality that when compared with other teas they are bound to be appreciated

By the Consumer

The fact of our continuing to supply the needs of both the Grocer and Public alike, has brought us many grateful letters from our friends, and the continued and steady increase in OUR SALES from month to month gives us ample proof that our methods of conducting our business are appreciated BY BOTH.

THE BLUE RIBBON TEA CO., LIMITED
Montreal and Toronto

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

TORONTO.

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Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

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and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

THOS. B. GREENING & CO.
TORONTO

Consignees direct from primary markets, and
distributors of
GREEN COFFEE
Our samples will invariably indicate current
market value.

STRANG BROTHERS

Commission Brokers and
Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW

(The largest city in Saskatchewan)
General Forwarding and Storage Agents.
Large track warehouse accommodation.
Goods of all kinds transferred and re-shipped
promptly. Moderate charges, correspond-
ence solicited.

STUART WATSON & CO.

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

**THE MOOSE JAW FRUIT AND
PRODUCE CO.**

J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale
Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

RICHARDS & BROWN

Wholesale Commission Merchants
and Brokers
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

QUEBEC

J. P. THOMAS

WHOLESALE GROCERY BROKER AND
COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, QUEBEC

VANCOUVER

F. G. EVANS & CO.

Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

WINNIPEG.

**Wholesale Grocery Brokers, Com-
mission Merchants.**

First-class connection with the trade. Established
1895. First-class references.
Your correspondence and business solicited.

GEORGE ADAM & CO.

430 1/2 Main St. W.

AGENTS WANTED

to sell "TILBURY BRAND" canned goods on
following territory. Montreal City and East,
Eastern Ontario, Toronto City, Western Ont-
ario, British Columbia. Our goods are strictly
first-class and we want only first-class men
to sell them.
The TILBURY CANNING COMPANY, Limited
TILBURY, ONT.

...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.

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HALIFAX, N.S.
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ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. G. INVERG, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a ship-
ment 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.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying busi-
ness of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our
publication.
These can be sold and will provide the
capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send
you 5 copies for next week and everything
necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

When writing advertisers kindly
mention having seen the advertise-
ment in this paper.

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

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

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1. Early History.
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4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic
Properties.
9. World's Production and Con-
sumption.
10. Tea Culture, a Probable Ameri-
can Industry.

Mailed to any address on receipt of

Price \$2.00 Postpaid

12mo.

Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

10 Front St. East, . . . TORONTO, CAN.

TO THE TRADE:

Do You Recognize the Fact that in

CEYLON TEA

You Have a Wide Range of Choice ? That
While all the Island's Teas are

Exquisitely Delicate
in Flavor,

High in Stimulating
Power,

Fragrant, and Full
Bodied,

Perfect Blends can be gotten
in great variety with them ?

DEPARTMENT.
Canadian Business.

T & CO.
10 North John St.
GLAND.
See. Try us with a ship-
Liverpool.

HALL
GLAND,
Produce, gives personal
and guarantees prompt
Bank, Aberdeen. Codes-

ANTED

FOR HIMSELF.
a good-paying busi-
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EE 5 copies of our
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TORONTO, CANADA

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WALSH
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DEPARTMENT
lishing Co.,
TORONTO, CAN.

LONDON, Ontario, May 1st, '08.

Messrs. The Old Homestead Canning Co.,

PICTON, Ontario.

Dear Sirs,—

Kindly quote me best prices for Peas,
Pumpkins, Corn and Tomatoes.

We have been handling OLD HOMESTEAD for
two seasons, and they give entire satisfaction.
London was almost solid for other well known
brands, but by pushing, and the good advertising,
we have hardly any trouble now. Your goods fully
back our talk, and once a customer tries them, it's
OLD HOMESTEAD they want.

Yours truly,

(Signed)

John Diprose.

Quality Talks!

Quality Tells!

Quality Makes and Keeps Customers!



No serious-minded grocer can afford to give second place to "Salada" in his business, because there is no such tea in flavor and quality to be had outside our well-known Lead Packet. Then "Salada" actually pays him a **larger net profit** than any bulk teas.

THE "SALADA" TEA CO., Toronto or Montreal

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

**Purnell &
Panter, Ltd.
Bristol**

E. McMichael, - - - St. John, N.B.
H. Haszard, - - - Charlottetown, P.E.I.
Erb & Rankin, - - - Halifax, N.S.
C. S. Harding, - - - Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
Bickle & Greenlog, - - - Hamilton, Ont.
Cerman Escott Co., - - - Winnipeg, Man.
G. E. Jarvis & Co., - - - Vancouver, B.C.

Counter Check Books The "Newear."

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

The Carter-Crume Company Limited,
Toronto and Montreal

Mention this paper.

It pays to have proper connections in The West

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

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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



National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—

R. S. McINDOE, 120 Church Street.

Montreal Sales Agent—

J. M. BRAYLEY, 55 St. Paul Street.

Winnipeg Sales Agency—

Wiseman-Ashley Company.

St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES (IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP (IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	Carman Escott Co.,	Winnipeg.
C. DeCarlerol.	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh.	Ottawa	Tees & Pearce,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening.	Hamilton.	C. Leonard Grant,	P. E. Island.
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

BATGER'S

WAIT
TO SEE
OUR NEW
LINES

Before Ordering

**XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.**

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL,
WRITE FOR PARTICULARS.

Rose & Laflamme, Limited

Montreal and Toronto.

Canada's Best

Flavor

Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits

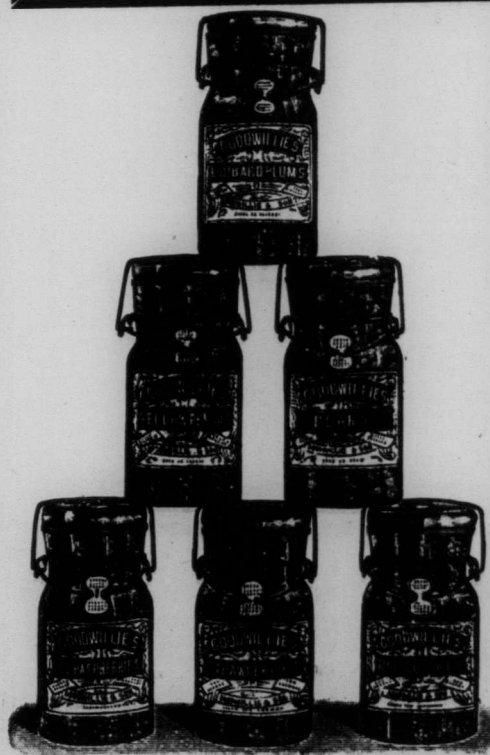
being used they are delicious

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.



Agents: ROSE & LAFLAMME, Limited, Montreal and Toronto

Released From Prison Through a Want Ad.

By the pardon last month of John L. Silber, by Governor Haskell of Oklahoma, a strange tale of the human interest variety is brought to a conclusion, says Printers' Ink. A six-line want ad is responsible for the whole affair.

For the purpose of booming its want ad page the Oklahoman, of Oklahoma City, had offered prizes for the most original liners that appeared in the paper on a given day. A committee of local advertisers, selected to act as judges in the contest, very properly awarded the first prize to the writer of this advertisement:

WANTED—Young man in jail wants out; suggestions solicited that might result in immediate release; wants poet's address that wrote "Stone Walls Do Not a Prison Make, Nor Iron Bars a Cage." Address John L. Silber, Kay county jail, Newkirk, Okla.

A great deal of notoriety was given to Mr. Silber's peculiar announcement, and many letters were addressed to the Oklahoman and to the prisoner from interested people all over the State, wanting to know on what charge he was confined, and whether or not anything could be done toward securing his liberty. Finally, through the assistance of the Oklahoman, the movement took definite shape, and attorneys were employed to draw up petitions for his pardon. An investigation developed the fact that Silber was very probably unjustly imprisoned.

The circumstances were briefly as follows: Silber is a young man of some twenty-two years of age a professional railroad switchman. Having an inclination to travel and being a member of the Trainmen's Union, which gave him free transportation, he left his home in Buffalo and went to Oklahoma in the spring of last year. He stopped off at Newkirk, and was looking the small town over when he was accosted by the Town Marshal, who demanded to know what he was doing there. Silber resented the Marshal's officiousness and told him it was none of his business. The latter, having nothing else to do, followed Silber about for the most of



the day. Finally, Silber crossed the railroad track near the switch light. The switch light happened to be not burning. This seemed to suggest to the Marshal a plan for punishment. Silber was at once arrested on the charge of blowing out the switch light. Two of the marshal's men swore, in the preliminary hearing that they saw Silber blow out the light. Silber had a switchman's key on his person, and the case seemed likely to go rather hard with him, especially as he was without money and friends, and refused to notify his relatives in the East. On the advice of his acquaintances in Newkirk, he pleaded guilty to the charge and accepted a jail sentence rather than run the risk of being sent to the penitentiary.

Letters were written to the Governor by the prosecuting attorney who had tried the case, by the judge of the district court before whom the case was tried, and by the county sheriff, all recommending pardon. The petition was presented to the Governor by Senator Roy E. Stafford, of Oklahoma City, and pardon was almost immediately granted.

This incident, which is absolutely true, is at once a unique and forcible illustration of the immense power of a small ad. in the classified columns of a publication of good circulation. An ad. in the "Articles Wanted" column of THE CANADIAN GROCER is seen by every reader in that field who wants to buy something; "Situations Vacant" is read eagerly by those wanting employment; "Situations Wanted" by those seeking help, and so on through the whole gamut of classification.

Is there anything YOU want to Buy, Sell or Exchange? Do you want help, or do you want a situation? Are you looking for a partner? In any of these cases if you want to interest people engaged in the Grocery business the

**CLASSIFIED ADVERTISING COLUMNS OF THE
CANADIAN GROCER IS THE BEST MEDIUM**

UPS
SES

Winnipeg.
Calgary
Edmonton.
Vancouver
E. Island.

Co.,

st

Flavor

Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripped Fruits

being used they are delicious

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

LEA'S

The Pickle with the Home-made Flavor

When we say to you that we manufacture Pickles, we do not mean that we are the only firm in Canada Manufacturing Pickles, but that we are the only firm that are Manufacturing Pickles that have the **Home-Made Flavor**, the recipes of a woman who has spent her lifetime in perfecting them, our goods have not that Factory flavor so detrimental to all goods that endeavor to take the place of the kind that your Mother made. This is one point that we keep constantly before us, that the consumer to-day demands that the goods that they consume shall be as near as possible to the flavor that you think can be produced only in your own kitchen. This is the flavor that we manufacture, and that only.

Packed By

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

**“WHITE SWAN GOODS
ARE GOOD GOODS”**

— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

The Vinegar Problem



is easily solved if you just
stock

**WHITE,
COTTELL & CO'S
Pure Malt Vinegar**

It is a perfect vinegar, of delicious flavor, guaranteed strength, and rich delicate aroma. Keeps well in bottle or wood and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS—

Hudson's Bay Co., Vancouver, B.C.
W. L. MacKenzie & Co., Ross Ave., Winnipeg
Kenneth H. Munro, Coristine Bldg., Montreal
Kyle & Hopper, Front St. E., Toronto
Royal Stores, St. John's, Nfld.

White, Cottell & Co.,

Camberwell Street, LONDON, ENG.



The Purest and Strongest

fruit extracts on the market to-day are

Shirriff's Flavoring Extracts

The most prosperous grocers in Canada handle no other brand but Shirriff's.

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



WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street . . . Hamilton
PURE FRUIT PRESERVERS



R. U.

Selling

NAPTHO SOAP?

If not, it will increase your trade to carry it.

**For Quality
Appearance
Price**

Naptho is the Best

**The Welcome Soap Co.
Limited**

St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

We are now ready to quote on high grades and shall be pleased to hear from you promptly.

S. T. NISHIMURA & CO., Sole Agents,
Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept.

55 St. Francis Xavier Street, Montreal
Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

ESTABLISHED 1840

NELSON'S "Pansy" Broom

is just right. Try them.

H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE:
92 Adelaide St. W.

Toronto

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

If you want to find out how
fast Canned Goods can sell, just
stock

FARMER BRAND

It will be a revelation! Every grocery store which features Farmer Brand, experiences a constant run on its canned goods department. Popularity and Profit are the inevitable results of Farmer Brand quality. Every can is as carefully packed with specially selected fruits or vegetables as if it were intended for an expert test. That's how Farmer Brand happens to please the public.

Why Don't You Try It?

Farmers' Canning Co., Limited
Bloomfield, - Ontario

THE CANADIAN GROCER.

PINEAPPLES

1^s WHOLE

1^s SLICED

A GOOD LINE TO RETAIL AT 10c.

Thomas Kinneer & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

The Glass Vases
of
POTTED MEATS
and **FISH**



THE AUTO VASE

—appeal to many customers who prefer them to the tinned package.

Contents are all of equally high quality.

The inviting appearance of the glass vase makes sales easy.

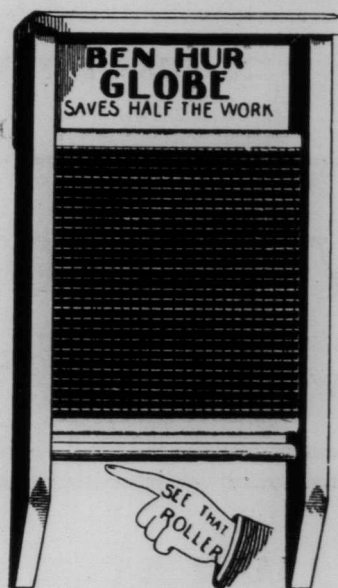
MANY VARIETIES

Cunningham & DeFourier Co. Ltd.

Glencairn Works: LONDON, E.

Canadian Agents:

ROSE & LAFLAMME, LIMITED, Montreal



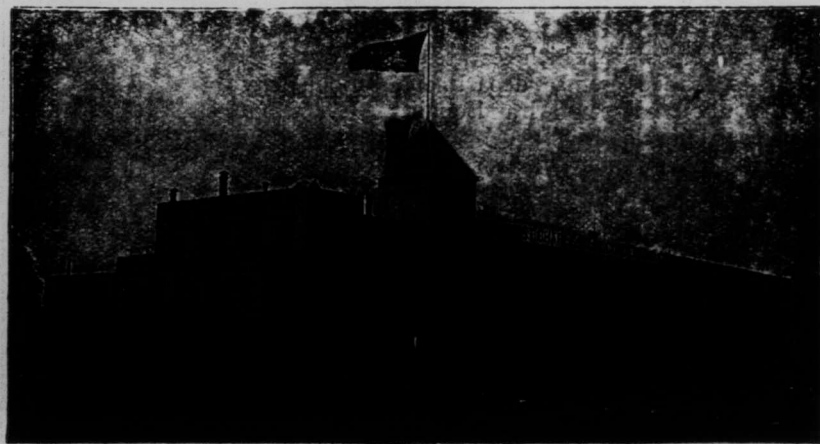
BEN HUR
SOLID BACK
IMPROVED
GLASS KING
BRASS KING

? Have you had a sample **BOSS WASHER**, over 12,000 sold. Try one.

WALTER WOODS & CO.

WHOLESALE WOODEN WARE AND SUNDRIES

HAMILTON and WINNIPEG



INGERSOLL, CANADA—FACTORY

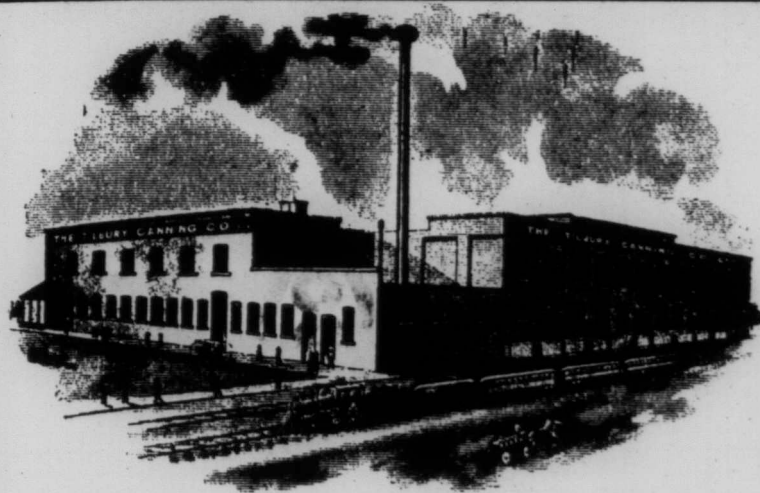
AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES
EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.



"Tilbury Brand"

means the Very Best
in Canned Fruits and
Vegetables

One of the best-equipped factories on the continent, situated in the heart of the best Tomato district in Canada—the garden of Ontario—assures the permanent superiority of this Brand.

Our present stock consists of Tomatoes, Pumpkin, Beans and Apples.

The Tilbury Canning Company, Limited, Tilbury, Ont.

TESTED and PROVED
THAT



SOUTH AFRICA and CANADIAN **RELISH**
TOMATO CATSUP
PREPARED MUSTARD

*Complete every Meal Table for
Luxury*

All sizes in stock.

THE **T. A. LYTTLE** COMPANY LIMITED
TORONTO



**OUR
ORDER
NOW
PLEASE**

We are sure you have forgotten
to mail it to us.

The great selling season for

Mathieu's Nervine Powders

is here now. For quick selling, rapid turn over and profit realized quickly there's nothing to equal Mathieu's Nervine Powders.

Mathieu's Syrup of Tar and Cod Liver Oil is much the same. It sells a bit more slowly in summer—that's all.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors

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

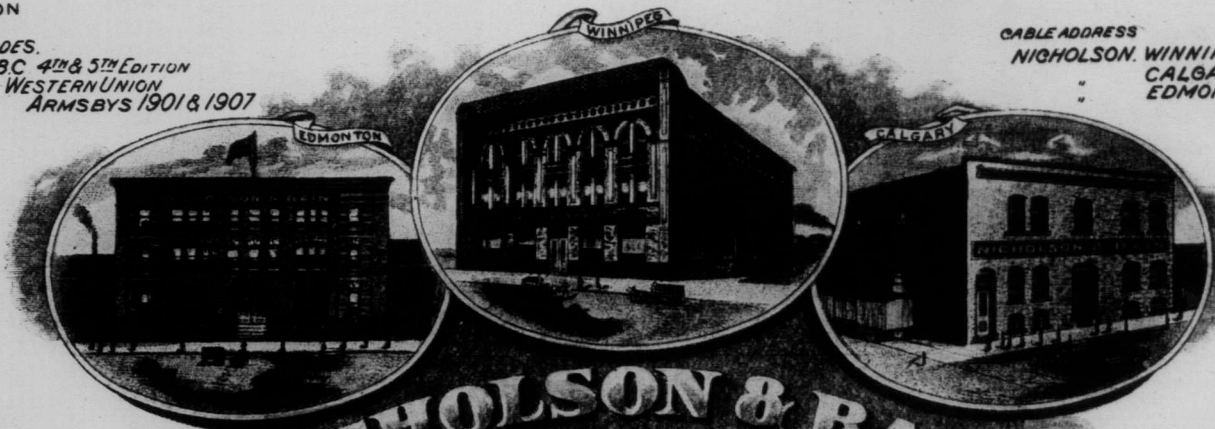
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON, WINNIPEG,
CALGARY,
EDMONTON



EDMONTON BRANCH

NICHOLSON & BAIN

CALGARY BRANCH

NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

Storage for all classes of Merchandise also cars distributed at Winnipeg,
Calgary and Edmonton.

THE CANADIAN GROCER

R. Burger.
Swiss Consul
for
Ontario and Manitoba.



Toronto, Canada March 17th 1908.

The Mac Lean Publishing Co.,
10 Front Street,
Toronto.

Gentlemen: Pray to accept my sincerest
thanks for the kindness to forward to me
so promptly the different numbers of your
weeklies, viz. 'The Canadian Grocer', and
'The Dry Goods Review', for which I had
applied through your Mr. J. H. Taylor.

Those publications contained
just that sort of information on a certain
very important subject, viz. the Canadian
trade with foreign countries, for which I
had been vainly looking in our daily news-
papers. Your issues furnished excellent material,
and to the point too. They have been forwarded
at once to the Federal Department of Trade
and Commerce at Berne, Switzerland.

Yours very respectfully

Rerry Burger
Swiss Consul

CORKS AND CAPSULES

We are in a position to supply manufacturers with all varieties grocery corks and capsules. Corks are made under our own supervision, as are the capsules, and we guarantee them. All sizes.

WRITE FOR PRICES

S. H. EWING & SONS

MONTREAL
and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

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

**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.**

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

of any Bunch or Swelling caused by strain or inflammation. No blister, no hair gone, and horse kept at work. \$2.00 per bottle, delivered. Book 3-C free.

ABSORBINE, JR., for mankind, \$1.00, delivered. Cures Gout, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents, LYMAN SONS & CO., Montreal.



Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD
RICHMOND, - QUE.

Tartan

SIGN OF PURITY

BRAND

You always have the best and highest quality of **Canned Goods** when you handle **Tartan**. All goods under this brand **fully guaranteed** by

'Phone 596

Write or wire for information.

Mail Orders promptly executed.

BALFOUR, SMYE & CO.
WHOLESALE GROCERS HAMILTON

New Maple Syrup



All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec



REINDEER condensed COFFEE



Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

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**asket Co.,
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mankind, \$1.00, do-
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free. Made only by
St., Springfield, Mass
& CO., Montreal.

Sugar

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right in the
n Townships
purest maple
'e, and can
the best at

**RARD
- QUE.**

**There will be something doing
next Fall in Canned Goods**

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the **BRAND** approved for over fifty years and to-day the **STANDARD OF EXCELLENCE.**

Made from **PURE CANE** Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

QUAKER SALMON

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous **Quaker Brand Salmon** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing **Quaker Brand** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

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

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

"Balmoral" Rgd.

**Pure Jams
and Marmalades**

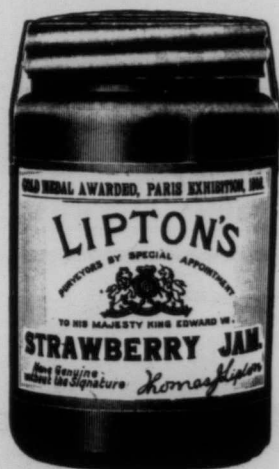
Write us about your wants in the above lines. We have the right goods, and our prices will be of interest to you. Absolutely the purest preserves ever on the market.

J. W. WINDSOR
MONTREAL

THE CANADIAN GROCER

LIPTON'S

STRAWBERRY JAM AND ORANGE MARMALADE



Two of our leaders in 1 lb. Glass and 7 lb. Tins. Write for prices, they will interest you, for immediate or future delivery.



EVERY POUND GUARANTEED

EVERY POUND GUARANTEED

THOMAS J. LIPTON,

75 Front Street East, Toronto

It Pays Best to Sell Pure Goods

That's why the most progressive grocers specialize on

E.D.S. Brand Jams and Jellies



Are you handling them? If not write our agents to-day for prices and particulars. It will pay you!

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal;
Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.;
J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

THE CANADIAN GROCER

RICE

We are Headquarters for Fancy Rice—Japans—Patnas—Javas.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO



THE PEOPLE NEED H.P.

Bright, "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents:

W. G. Patrick & Co., Toront and Montreal
R. B. Seaton & Co., Halifax N.S.
The Godville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.



I Offer

On **Spot**, and from **Origin**

Shelled Walnuts (Chabertes)
Shelled Walnuts (Bordeaux)

Perfect halves and broken.

Prices and samples on application.

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,
1/2 dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

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

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

FRUIT CANS

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE
Norton Manufacturing Co.
HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND
GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

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

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agent in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert N. Dunn, 87 St. Peter St.
Ontario, A. E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey 108 Princess St.





White Moss Coconut

Is our leading line but we can supply Bakers and Confectioners with all the lines they require in their business. Write us next time you require anything.

The Canadian Coconut Co. 107 LaGauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.

ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

Wait No Longer!

Right away is the time to stock up that Sterling line for summer trade.

MACE'S Original Ice Cream Powder

makes a delicious ice cream by simply adding boiling milk. Popular price. No fantastic summer fancy, but a staple line yielding you a good profit.

A. H. MACE & CO.

746 Notre Dame St. West, - MONTREAL

Agencies Wanted

for the following lines

**Pickles, Canned Goods,
Jams, Preserves, Syrups,
Biscuits, Confectionery,
and Cured Meats**

Advertiser whose headquarters are at Winnipeg is prepared to take care of the trade from Fort William West. Best lines only entertained. Has travellers calling on city and country trade.

Apply in first instance to

Box 7, Canadian Grocer, Winnipeg, Man.



The man who first tried to catch a fly, did it without

Brown's Fly Coil

and the fly got away. That's why we are bothered with millions of them to-day. BROWN'S FLY COIL is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it. Will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

To be obtained from

**The National Drug & Chemical Co. of Canada, Ltd.
Montreal**

**The Wingate Chemical Co., Notre Dame St.,
Montreal**

or direct from

The Brown Manufacturing Co., Ltd. Bury, Eng.

OF COURSE, YOU'VE SEEN THE BIG ADS. OF

"2 IN 1" Shoe Polish

You don't have "to look for them." You can't "get away from them." And they are doing just what they are intended to do—they are selling "2 In 1" SHOE POLISH. These advertisements in the papers and on bill boards are making YOUR customers buy "2 In 1." Are they buying it from YOU, or from a competitor?



THE F. F. DALLEY CO., LIMITED

HAMILTON, ONT.

BUFFALO, N.Y.



Further Reduction

In order to ~~close~~ out at once we have made a further reduction in the price of

Old Homestead Gallon Blueberries

Enquire of our travellers, write or wire us.

James Turner & Co., Limited

Hamilton, Ontario

The Reliability of Riverdale Brand

is never allowed to deteriorate. Our past and present success is the result of producing only canned goods that **every grocer can absolutely rely upon.**

Our confidence in our future success is justified because we are going to **continue** giving **you** a square deal. Our factory, which is situated in the midst of the finest fruit and vegetable-growing districts in Canada, is equipped with all the latest improvements in canning machinery.

The good will of every good grocer is what we strive for. We succeed because we sell nothing but absolutely satisfactory goods. Remember the name, **RIVERDALE BRAND.**

The Lakeside Canning Co., Limited,

Wellington, Ontario

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Sterling line

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MONTREAL

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Canada, Ltd.

Dame St.,

Bury, Eng.



"Men Who Sell Things"

The Salesman the Ambassador of His House—The "Knocker" Really Knocking Himself—Success Lies in Being in Harmony With the House—Giving a Boost Always Pays.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER III.

THE KNOCKER.

The man who tears down reputations always gets most of the dirt himself.

What a jolly world of grand morals this would be if every man came up to the standard of perfection he fixes for his neighbor!

Some one has said: "There are but two kinds of young men, those that are good, and those that are no good."

This scarcely applies to salesmen, for there are many kinds in between.

To which class do you belong?

We have the Knocker, the Order-taker, the Wheelbarrow, the Sky-rocket, the Fussy or Over-anxious, the Quick-tempered, the Know-it-all, the Old-timer, and a few others with accompaniments not altogether in the nature of selling-assets.

In the whole category of men who sell things, the one whom the novice should strive to imitate is the well-rounded, strictly up-to-the-minute business-getter. Such a one is at once ambassador, pleni-potentiary, and promoter of his house.

The salesman who is worthy of his profession is not only the ambassador of his house, he is in reality the house itself, when he is out in the field. His every word and action should be clothed with a dignity suitable to the work with which he is intrusted.

In the natural course of business events, it is generally found that large institutions which employ many travelers are able to secure the services of enough really capable ones to make the general average good. If this were not so, and they were obliged to draw their entire selling-strength from the list of misfits mentioned above, they would very shortly find a padlock on the front door and the sheriff in charge.

When one government sends an ambassador to another, a man is selected for the mission who has stood high in the community, and who is endowed with peculiar ability to perform the duties. If a mistake is made, and he is found to be lacking in the necessary qualifications, such as tact, honesty, or loyalty to duty, he is promptly recalled and his place filled by another. Or, if he lacks ability only, he may wake up some fine morning to find that he has been relegated to some unimportant post in an out-of-the-way country.

But to return to salesmen. Beginning with the Knocker and taking them in order, we find them an interesting and heterogeneous group.

Knocking is Robbery.

The Knocker is the most obnoxious type, and is branded at once as the most

useless. He can scarcely be rated as an asset in the selling staff, unless we take him in the inventory at a discount of ninety per cent. The remaining ten per cent. might be realized upon as a job lot, to be sold out in the first clearance sale that comes along.

The editor of the Philistine says: "Knocking is criticism, and without criticism there is no advancement."

In making that statement he certainly was not speaking of salesmen, or he would have said, "Knocking is robbery, and the thief is a parasite."

The knocking salesman should not pray, with the Pharisees, "O Lord, make other men as we are," but rather, "Let us see ourselves as others see us." If the latter prayer were granted, they

as boosting yourself by knocking someone else.

A Mental Introspection.

Did you ever look at yourself from head to foot—look at yourself as a salesman?

Did you ever wake up in the morning and shut your eyes and lie still and say: "Well, suppose every salesman in the house were just like me, what sort of a house would we have? Suppose every salesman in our house knocked as much as I knock, what sort of a house would we have? Suppose every salesman in the house worked as little as I work, how long before the whole thing would go into bankruptcy?"

It is well now and then to get a square, honest look at yourself.

What sort of a salesman are you?

A salesman's tongue has a great deal to do with his salesmanship; or, rather, a salesman's salesmanship has a great deal to do with his tongue.

The Knocker's tongue is full of deadly poison. It is sharp-edged and treacherous as an ever-ready stiletto.

Sit beside the victim of the Knocker. Put your ear to his heart, and you can hear a steady drip, drip, drip, as of blood from a gaping wound.

"What did that?" you say. His reply is, "An unkind tongue wounded it there."

The meanest man on earth is the one who will wound a man's character with his tongue.

The Knocker is no respecter of persons; he knocks the credit man, knocks the buyer, knocks the sales manager, knocks his fellow-travelers; in fact, he knocks everything and everybody in the place, from office boy to president. He even knocks his own interests. Every one but the Knocker himself knows that "the dog that will carry a bone will fetch a bone"; but as a temporary mischief-maker he causes "Maud," the mule of comic-newspaper fame, to appear to have creeping paralysis when compared with him as to their relative kicking merits.

Knocking is a habit, and a bad one. Don't acquire it. If you do, some day you will give yourself a knock-out blow. Remember the old saying, The man who attends to his own business has not time to attend to the business of others.

Now, recollect, if you are a salesman and love your house, everything you cannot help, everything you would have warded off if you could, everything you would have conquered if you could, everything in the salesman's life except dishonesty—and knocking is a form of dishonesty—works for good; and no power on earth can make this negative quality work for anybody's good, be-

EXPERIENCE PROVED IT.

A general sales manager of long road experience, (Mr. James G. Sorriman, of the Metal Shingle & Siding Co., Preston), wrote an appreciative letter to the publishers of this paper, saying he used to travel for a non-advertising firm, the largest in its line, and whose name was quite similar to that of a brewery that advertised. When he named his house to his prospects, they used to ask him if it was the brewery. He says:

"I can assure you that it was very hard, up-hill work to sell goods for a firm whose name was not known to the trade. . . . My experience has taught me that the manufacturer who wishes to keep his goods before the trade must use the trade papers in which to make his announcement. The travelers of those who don't are at a disadvantage."

would take the shortest cut possible to the nearest oculist to have their eyes fitted with long-distance, clear-seeing glasses to replace their blue goggles of doubt, hate, and suspicion.

The Knocker reminds me in some of his phases of the story of the man down in the spring branch trying to clear the water so that he could get a pure drink. He was doing all he could to filter the water, when some friend called out to him: "Stranger, come up a little higher and run that hog out of the spring, and it will clear itself."

No trouble then. The hardest work a man ever undertakes in this world is to try to lift himself up while trying to pull his brother down. It is like trying to pull yourself out of a quicksand; the more you try to work free from it, the deeper you sink. There is no such thing

cause dishonesty is the reversal, the throwing out of gear, of the machinery of our nature.

Harmony in Business.

When we begin to undermine the honest efforts of others, we reverse the machinery of our nature and run it backwards. You can no more do good work for your house when you reverse the machinery of your nature than you can make a lawn-mower cut grass when you run it backwards. One is as impossible as the other. All things work for your good when you are running in harmony with your house and in line with your house.

When you walk up to a piano and touch a key, and that key is out of tune and out of harmony, it is out of harmony not only with the rest of the keys of the piano, but with everything in the universe that is in harmony with them. But when the piano-tuner walks up to the piano and opens it, and takes out his instruments and works away at that particular string, he restores the harmony that was lost. And success lies in getting into harmony with your house. Then everything moves along harmoniously, adjusting and setting the rules of the house to music. Is it not so?

When your firm bids you do this or that, the command should immediately touch a responsive chord in your nature in sympathy with the work in hand, and then you are in harmony, which makes easy of accomplishment the most difficult task. Your house wills it, and they will do their part to make your daily efforts conduce to your final success.

When you are tempted to believe that your house is going straight to perdition, and that you are the only man on the premises who can save it, think of the incident that occurred in 1864 in the administration of Abraham Lincoln as President of the United States. The political aspect of the whole country was that of a seething, boiling Niagara. Some gentlemen from the West were excited about the commissions or omissions of the Administration. President Lincoln heard them patiently, and then replied: "Gentlemen, suppose all the property you were worth was in gold, and you had put it in the hands of Blondin to carry across the Niagara River on a rope; would you shake the cable or keep shouting out to him, 'Blondin, stand up a little straighter!' 'Blondin, stoop a little more!' 'Go a little faster!' 'Lean a little more to the south!' 'Blondin, lean a little more to the north?' No; you would hold your breath, as well as your tongue, and keep your hand off until he was safe over. The Government is carrying an immense weight. Untold treasures are in our hands. Keep silence, and we'll get you safe across."

Knocking or "kicking" salesmen classify themselves as among the reform forces.

Inasmuch as their object seems to be the immediate reformation of the entire business world, they are hopelessly beyond argument, and therefore the best

course for a sensible salesman to pursue with regard to them is to leave them alone, and let them kick. They don't suggest any remedies, but they just kick, and there are always a few of the weaker sort standing around to give them encouragement and assistance.

To reform the whole earth and make it over different is a job that only the saints can tackle.

Speaker Cannon, of the House of Representatives, paid more attention during the political campaign in 1906 to the reform forces than to any other faction.

Let Kickers Alone.

"We have had ten years," said he, "of uninterrupted prosperity under the management of the Republican party, but in spite of this there are here and there among our eighty-five millions of people kickers whose vanity leads them to believe they could manage things much better if they had the chance. . . . We used to have a mule, and when we used to put him in the log barn and give him a full feed of oats, as soon as he had eaten the oats he'd begin to kick and bray. We never could figure out whether he was braying because he was kicking, or kicking because he was braying. But all we did was to keep out of the barn and let him kick and bray all he wanted to."

That's all you can do with the kickers—let them alone. They are beyond reasoning with.

Your house has enough to take up all its attention with things that are happening every day, without bothering about things that can't be mended or with things that are going to happen some time in the future, except, perhaps, to ask your resignation if you can't break the habit of knocking.

What you have to do is to take care of the things that are within the sphere of your duty, and you will have no time to bother about things that do not concern you. That's what your house is doing, and what the men are doing who head the sales list in your house.

The Knocker is bad enough, but his friends who stand around in foolish little cliques encouraging him are no better. He at least has the courage of his convictions, such as they are, while those others stay around in the dark and act as cat's paw to pull his chestnuts out of the fire.

The Knocker is of the least account in the entire group of negative salesmen. The others try to amount to something in their own way, but he has been mean ever since he was born.

In reviewing them all, I want you to understand—if you are a Knocker—that you are worse than a hundred of the poorest salesmen put together.

The most stupid Knocker of the entire kicking class is the one who seems to take peculiar delight in running down his competitors.

The Good Word for Rivals.

There is no surer help to the efforts of a salesman than that which comes

through speaking well of his rivals in business whenever opportunity presents itself, and that not merely in the sense implied by the witty preacher who said, while seeking a goodly collection from a large audience, "In order to get a good collection nowadays an audience must be assured beyond a reasonable doubt that it will get back two dollars for every one put in the box." Kindness for kindness' sake alone is its own reward.

When I was about to make my first trip on the road, my employer came to me and said: "I hope you can sell Mr. — at —. If you succeed in getting a bill there, we will give you a long credit mark. As yet no man calling from our house has been able to interest him."

On my arrival there, I was given a cold reception. Quite naturally, I was anxious to land an order, as can well be imagined; but, like the rest, I failed, and was greatly crestfallen over my defeat.

I kept on drumming that customer, determined that I would get him sooner or later. About the time of my fourth visit he surprised me by saying: "I need some goods to-day. If you have what I want, you'll get a good order."

When he had finished looking through my sample line, he turned to me with, "Do you know why I am giving you a trial?"

I told him I supposed it was because I had happened along when he was out of goods.

"Well," said he, "that is only part of the reason. The first time you called at my place you asked me what house I traded with mostly, and you spoke so highly of them that I made up my mind you would give me a square deal if you had a chance."

I sold that man goods until he retired from business, ten years later, and he was one of the best friends I had.

President Roosevelt, in his last message to Congress, said: "Science in business is advanced as never before. No one of us can make the world move on very far, but it moves at all only when each one of a very large number does his duty. Our duty is not in doing what we think is best, or what is best for ourselves, but in doing what is best for the common good of all."

There are people who believe that criticism and fault-finding are indicative of wisdom, and that the man who performs his daily task quietly and without murmur is lacking in the substantial qualities of mind. To be disparaged is the penalty Brilliance must ever pay to Dullness.

A psychologist tells us: "In each human being there are four personalities, namely; first, John as he is known to himself; second, John as he is known to his friends; third, John as he is known to his enemies; fourth, the real John, who is known only to his Maker, and on whom every deed of the other Johns leaves its impress for good or evil. Those who love us see us at our best,

and only by striving the soul grows stronger."

Harmony as a Business Lubricant.

However perfect a piece of mechanism may be, it must be kept well oiled, in order that it may perform its functions properly. In the same manner the house and its salesmen must fit together and work harmoniously; yet none the less there will occasionally be found external and internal causes which create friction or clog the wheels.

The "petty dust" of daily business life is more than apt to upset the mental machinery, and the best lubricant is to be found in tact combined with humor. A kind word or thoughtful silence, which sometimes is better than speech, a boost in place of a knock, each has its place in keeping the wheels of commerce running smoothly along the roadway of business life. So that, after all, the conclusion of the whole matter may be found in the old rule, "Do unto others as you would have others do unto you."

Boost, brother, boost! Don't knock. "What a mighty power there is that regulation of an establishment secured by cheerful willingness among all concerned to carry out the laws; a willingness that makes every member of the organization an agent in the interests of its common good!"

"In the mud and seum of things,
Something always, always sings."

"Drop an unkind word, or careless—in a minute it is gone,
And there's half a hundred ripples circling on, and on, and on;
They keep spreading, spreading, spreading from the centre as they go,
And there ain't no way to stop them, once you've started them to flow.
Drop an unkind word, or careless—in a minute you forget,
But there's little waves a-flowing, and there's ripples circling yet;
And perhaps in some sad heart a mighty wave of tears you've stirred,
And disturbed a life that's happy, when you dropped that unkind word."

(To be Continued.)

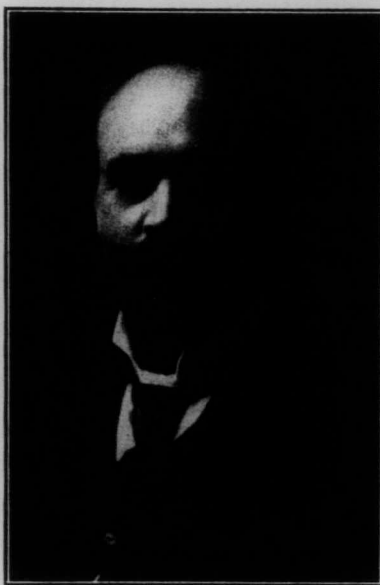
ANOTHER SUCCESSFUL RETAILER

Life Story of One of Western Ontario's Prominent Grocers.

Engaging in the grocery business in an unpretentious manner twenty-five years ago at the corner of Thames and Victoria Streets, Mr. H. D. McCarty is to-day one of Ingersoll's most successful and widely-known business men. Tact and perseverance in catering to and studying the people's wants have found their reward. From a small beginning, when the great bulk of the work devolved upon himself, Mr. McCarty's business has steadily grown until it is now recognized as one of the largest in the town. Although there was probably little at that time to give promise of its present day importance, Mr. McCarty

was peculiarly fortunate in selecting his stand. From time to time large industries have sprung up in close proximity to his store until at the present time he is practically surrounded by them. These have been a means of largely increasing his patronage as it is necessary for a large percentage of the employees to pass his store in going to and from their work. Himself a loyal and enterprising citizen, Mr. McCarty has kept pace with the progress of the town. His grocery store—always well stocked—is commodious and modern. In addition to the grocery store Mr. McCarty conducts a first-class butcher shop in connection, and a large bakery and confectionery business on the opposite corner.

Although his own affairs have made heavy demands upon his time, Mr. McCarty has demonstrated his worth as a citizen by devoting considerable attention to the fulfillment of public duties. He has served for six years on the council, being one of the first aldermen when



H. D. McCARTY, INGERSOLL.

the change was made from the ward system to representation by population. He also has manifested a keen interest in the educational affairs of the town. For the past three years he has been a member of the Board of Education and last year was chairman.

Mr. McCarty is a son of N. C. McCarty, who has conducted a general store at Thamesford, five miles north of here for fifty years.

TRADE NOTES.

Quimet Freres, grocers, Montreal have dissolved partnership.

J. G. Guilbault & Co., grocers, Grand Mere, Que., have been registered.

J. M. Couillard & Co., general mer-

chants, St. Martine, Que., have assigned.

A company is being formed in Bridgewater, N.S., to manufacture a preparation known as "Allready" plum pudding.

THE PERCENTAGE OF PROFIT.

A discussion on the methods of figuring the margin of profit has recently been going on in some American papers. One writer, in asking the question: "What per cent. profit would I make if I bought an article for \$10 and sold it for \$20?" was given the answer: "One hundred per cent."

Answers of this kind are given in most arithmetics used in public schools, but no more misleading answer could be given, as it leads the prospective business man to think of the percentage of profit in an entirely false manner. As a matter of fact, the profit on the above transaction was only 50 per cent.

Another writer asks the question: "If a man buys a horse for \$50 and sells him for \$75, what percentage of profit does he make?" Answer: "50 per cent."

Suppose a man contemplated the sale of a horse on the basis of the above transaction. A broker approaches him and offers to conduct the negotiation on the basis of a commission of 33 1-3 per cent. Now, the owner of the horse, having a profit of 50 per cent. in sight, agrees to this, and the broker, having completed the transaction, renders a bill as follows:

Sold, one horse, at	\$75
Commission, 33 1-3 per cent	25
Due seller	\$50

The seller's books would show a profit of 50 per cent., entirely eaten up by the commission of 33 1-3 per cent. Not good figuring, is it? Yet this is the way some small merchants figure, which fact doubtless accounts for their remaining small.

The following table will be found valuable where merchants wish to figure on a certain percentage of profits:

To make 16 2-3 per cent. profit add 20 per cent. to the cost.
To make 20 per cent. profit add 25 per cent. to the cost.
To make 25 per cent. profit add 33 1-3 per cent. to the cost.
To make 33 1-3 per cent. profit add 50 per cent. to the cost.
To make 50 per cent. profit add 100 per cent. to the cost.

The only way a merchant can make 100 per cent. is to get something for nothing and sell it for something—The Storekeeper.

What the Canadian Trade is Doing

Letters From Our Corps of Grocer Correspondents From Coast to Coast—Interesting Happenings of the Week in the Various Towns and Cities—Discussion of Trade Problems.

INGERSOLL.

May 25.—There is a fairly plentiful supply of home grown potatoes in the district yet. More than the usual supply was offered for sale on the market on Saturday, the quality being remarkably good. Owing to the protracted spell of wet weather but few potatoes have been planted and the demand for seed varieties has been comparatively slow. The ruling price is \$1 a bag.

The Grocer recently called attention to the importance of courtesy on the part of merchants towards traveling salesmen. A very argumentative course was followed as to the influence of a commercial traveler who feels disposed to speak a good word for the merchant who, by his genialty and courtesy has stamped him in the eyes of the traveling fraternity as a "good fellow." If this state of affairs is important in relation to the commercial men, of how much greater importance must it be with the patrons of a merchant? Does this not emphasize the necessity of every merchant establishing the greatest possible friendliness between himself and his customers? There is no need for unnecessary attention, which to many is decidedly distasteful, but a never-wear-out-pleasantness, and a uniform disposition to please are certainly essentials that must be reckoned in the business getting methods of the present age. Cold, formal business methods are not the kind to popularize a merchant. A smile, a vein of humor, and attentiveness to all will invariably win success. Broken promises also are another matter worthy of consideration by all merchants. A broken promise always means disappointment and there is probably nothing so disastrous to mercantile life as dissatisfied customers. If a merchant promises to deliver an article at a specified time he should be reasonably certain at the time that the promise will be fulfilled. If he fails to do as he agreed, and especially if this happens frequently, he is weakening the confidence which his customers have in him. Again, if a merchant recommends an article, giving his personal guarantee, as is so common nowadays, he should know whereof he speaks. Merchants like everyone else, are not infallible, but when they do make mistakes, they often find that human nature is very unfor-giving. They should therefore guard against them in every way.

CHATHAM.

May 25.—Chatham is to have a Dominion Day celebration this year. The subject was brought up at a meeting of the Board of Trade last week, and was taken hold of with alacrity. Since then there has been a well-attended meeting of the committee appointed to look after the celebration, the various branches of the work have been organized, and several hundred dollars subscribed. This will be practically the first celebration of any importance since 1895. The move taken this year should be a source of gratification to Wm. Anderson, the grocer, president of the local retail merchants, who has always been one of the warmest advocates of such a celebration. Among the grocers on the committees are John McCorvie, Wm. Potter and H. W. Jacques.

On Tuesday, May 19, John A. Hoon completed his 52nd year in the ginger beer business in this city. He is one of Chatham's oldest merchants.

Cardboard meat boxes—or cartons—have made their appearance here. Both W. J. Easton and Moun-teer Bros. are using them. The boxes come in flat shape and are folded here, being chiefly used for steaks, chops, etc. They are printed with the dealer's name.

The tobacco situation in this vicinity may be gauged by the report from Blenheim that a buyer who visited there last week was welcomed with open arms when he offered prices ranging from 4 to 6 cents per pound for last year's product.

After staying up pretty nearly all winter at 28c and 30c per pound, butter last Saturday dropped suddenly to 20c. The increase of butter prices in this vicinity in recent years is invariably a matter of comment among housekeepers. There has been, however, a corresponding increase in quality. Poor butter is nowhere so prevalent as it was 15 years ago. The increase in price and also in quality is largely due to the coming up of the Maple City and other creameries, which simultaneously offered a market for cream and created a demand for high class butter, and to the growing use of separators among the farmers who still make their own butter.

Extensive alterations and improvements to the front of Northwood & Bartlett's King Edward grocery, on Thames Street, were commenced last week.

One of the handsomest window displays seen for some time was the meat window put on by Wm. Anderson last week. The display consisted of ham, spiced rolls, smoked meats, etc., garn-

ished with appropriate sauces, the whole being tastefully and attractively arranged.

EDMONTON.

May 23.—The weather this spring has been ideal for seeding in this part of the west and as a result the grain is practically all sown. The fine, sunny weather which has won for this province the name of "Sunny Alberta," continued last week and now warm showers are falling every few days which is causing the grain to grow rapidly. The prospects of a good grain crop has caused trade everywhere to pick up and no trace may be seen now of the financial depression that affected the country during the winter unless, indeed, it is at the banks, which are a little more chary of loaning money. To help in remedying these conditions, Secretary Harrison, of the Edmonton Board of Trade, has written to all the local managers of the banks here setting out the conditions of crops in the Edmonton district. He points out that about 85 per cent. of the seeding is done and there is an increase of acreage from 15 to 25 per cent. over last year.

Grocers in Edmonton report a very brisk trade during the past month. The retail trade has been increased on account of the large influx of people to the city this spring. Wholesalers are also doing an unusually large business. Besides supplying the demands of the retailers in Edmonton and the towns in the surrounding district, they are also selling large quantities of groceries to survey and prospecting parties. Railroad contractors at work grading the G.T.P. west of Edmonton to the Macleod River are also buying large quantities of provisions for their men. Most of these contractors are from Omaha, Nebraska, and they state that provisions in Edmonton do not cost much more than in the States where they have been working.

On Wednesday, May 20th, the Canadian Northern made a substantial reduction in the freight rates from Minnesota and Wisconsin to Edmonton. This reduction amounts to from 4 to 8 cents per 100 pounds, according to the class. The following are the old and new rates per 100 pounds in the different classes, showing the reduction:

Classes.	1	2	3
Old rate	\$2.55	\$2.13	\$1.71
New rate	2.47	2.07	1.65
Reduction .....	.08	.06	.06
Classes.	4	5	6
Old rate	\$1.28	\$1.15	\$1.00
New rate	1.24	1.11	.94
Reduction .....	.04	.04	.06

THE CANADIAN GROCER

Classes.	7	8	10
Old rate	\$0.71	\$0.62	\$0.58
New rate .....	.67	.62	.55
Reduction .....	.05	.00	.03

This new rate applies on the same classes governed by the Canadian classification. The rates apply not only locally from St. Paul, Minneapolis, Minnesota Transfer, Duluth and Colquet. Minnesota and Superior, Wisconsin, but also as proportional rates on practically all traffic coming from points in the United States, east, west and south of St. Paul.

HAMILTON.

May 26.—This city is the hub of a mighty nice section of country. On Saturday the new trolley line to Brantford was opened and Hamilton merchants are now in close touch with one of the richest farming communities in Ontario. Merchants all over should use their efforts for bringing the country people over these electric railways. They come oftener, their expenses are less, they are now cheerful and buy more freely than under the old conditions.

A good many grocers are not just delighted with the Wednesday half-holiday now being advocated for the summer months. In speaking to one of the up-town large stores, one of the firm made the assertion that it was entirely a misconception that business was benefited through the clerks getting the half-day off. Instead of their making good on the kindness of their employers in giving them this pleasure, they rather use it as a hold-up, or a matter of course. The day after instead of starting in with a will to make up for the loss of the half-day's business they come in in a listless manner, do their work in a slipshod way and compare notes, with tedious consultations, of their different enjoyments of the day previous. This particular grocer says he always dreads the day after.

I think it is up to the employes, if they want this holiday, to show some appreciation of the kindness shown them. By the way, do grocers in Ontario think that the average clerk is improving? Do they think a course of technical education a good idea? Hamilton is not isolated on this question. Can the clerks improve their position? Will they try?

LONDON.

May 26.—The feature in the wholesale trade the past week was a drop of ten cents in the price of sugar. Some dealers look for a further decline in price. All other staples remain firm.

In retail circles trade was very fair the past week. Farmers' produce is coming in freely, and the crop outlook was never better. A further decline in butter brings the price down to the lowest point in some years, namely, 20 cents per pound.

Thos. Shaw, President; E. J. Ryan, Treasurer, and E. E. Linnell, a mem-

ber of the Retail Grocers' Association, visited Detroit on Monday, and completed arrangements for the excursion to that city on June 17th. They were courteously received by the management of the baseball association and the various parks, and the indications are that the outing will be one of the most enjoyable yet held.

Almost every grocer in the city has a card in his window announcing the Wednesday half-holiday during June, July and August.

Frank H. Robinson, of South London, an ex-President of the Retail Grocers' Association, has disposed of his business to Arthur Mitchell, for some time with A. McCormick & Son.

H. J. Glanville, a member of the Retail Grocers' Association Executive, has sold his business to his son. Owing to the ill-health of his wife, Mr. Glanville has decided to move to Western Canada.

MONTREAL.

May 26.—The anticipated falling off in business is beginning to be felt in the grocery trade, due largely to the commencing exodus of people to the country. A few hot days are sufficient to crystallize any intentions in this direction, as the country appears as such a happy change from the heat of the city. As long as weather conditions are favorable people are apt to linger in the city, but this desire immediately vanishes as soon as a few hot days put in their appearance.

One grocer puts the falling off in his trade at 25 per cent. during the summer season, while others place it as high as 40 per cent., and some as low as 20 per cent. Of course, the fluctuation depends in a large measure on the locality. If the patronage of a grocer consists chiefly of that class who cannot afford to get away to the country for any length of time, then he does not feel it so much as his unfortunate brother who depends upon a more fashionable trade. The latter class is obliged to go to the country, whether they want to or not, as a matter of form. Trade receives some stimulation while the wants of those going away are being satisfied, and, naturally, dealers are pushing forward the stock which is suited to this character of trade.

The grocery department of W. H. Scroggie presents a particularly pleasing aspect with its specially constructed booths. Mention might be made of a booth in which is being displayed a fine exhibition of Wagstaffe's jams. Another specially pleasing display, also in a pretty booth, is Nestle's chocolate. These exhibitions and demonstrations add very much to the appearance of a store and aid sales.

There seems to be among the trade a very general activity in canned vegetable and canned fruits, which is due to the fact that while the weather is favorable to this branch of the trade the

prices of the fresh article are somewhat prohibitive.

In last week's correspondence some mention was made of an orange drive, which Fraser, Viger & Co. ran off with great success. It was intimated that something else of a novel character would soon take place in this store, and now the secret is out. From oranges to pine apples is not a far cry, and at the present a very general distribution of pineapples is taking place. In their case, the extensive buying of a product, when it may be purchased at an advantageous price which will cover sufficiently the extra risk involved in buying, has proven highly satisfactory.

Kingsley Harrison is making a display of brooms in his windows which certainly goes to show that even as unartistic a commodity as this may be arranged so that the general effect is highly pleasing.

John Robertson & Son, St. Catherine Street, are still displaying a good arrangement of G. H. Mumm's champagnes. This firm has always placed considerable faith in the utility of window displays as a business producer.

A rather unique example of window dressing may be seen at J. B. Bertheaume's store, corner Park Avenue and Prince Arthur Street. It consists of an arrangement of liquor bottles which are decidedly flat, and nicely balanced. On the top of each is a jug, the front of which is a reproduction of a jolly old chap's face.

After considerable contact with the grocers in the city it is safe to say that trade, taken altogether, is rather good, although many retailers were somewhat pessimistic a few weeks ago. An apt application of the ancient adage about it being an ill wind that blew nobody any good was suggested by a dealer when he remarked that the recent depreciations of the stock market might render it necessary for many to remain in the city who might otherwise be away for four or five months.

GALT.

May 26.—"Picking up" is the unanimous verdict of the grocers of Galt, when asked concerning the condition of trade. Business the past week was exceptionally good, and a continuance of the same condition of affairs is promised for the present week.

The price of butter has dropped three cents per pound during the last week. Plenty of pasture and more butter is the cause. The grocers were selling butter on Friday of last week at the above-mentioned figure, but on Saturday at the market the farmers started out at the same old 28 cents. It was not long, however, before they realized that conditions had changed since their last visit to the market, and the price came down with a rush. There was a good attendance at the market, and with the exception of butter, the prices were unchanged.

The grocers had a holiday on Monday. A large number of the clerks took advantage of the opportunity and went to Toronto for Sunday and Monday.

Some of them attended the races, but to date, your correspondent has not been informed of any big killings.

"The Hawkers' and Pedlars' by-law as passed by the town council is valid under the statutes of the province, and parties operating under its provisions must govern themselves accordingly." The above is the substance of a decision handed out by Magistrate Blake this morning in the case of a local man, who has been canvassing for orders for tea, coffee and prunes.

The accused argued that he was not liable by reason of the fact that he purchased a supply of goods, kept them at his house, and then canvassed for orders.

He was unable to show that he was paying taxes as a tea merchant, and was accordingly given the option of being fined and given an opportunity to fight the by-law; to pay a peddlars' license of \$10, or to quit peddling. He refused to pay the license, and said that he would give up the tea business.

A number of retail merchants were present to watch the working of the by-law, and were well pleased with the fact that the measure was valid.

The Galt Retail Merchants held a very successful meeting in the council chamber on Friday evening. It was decided that the merchants in town should close their stores on the afternoon of the second day of the horse show, Friday, June 19. In previous years there has never been a definite understanding as to the day on which the half-holiday would be declared, but this year the action of the retail merchants will have the effect of making the holiday unanimous.

After a thorough discussion the members of the association decided that there should be no half-holiday during the summer. The action was taken because of the unsatisfactory results attending the inauguration of the weekly half-holiday in other towns. The Galt merchants have also had several unsatisfactory experiences with the half-holiday, and for this reason it was decided that no action should be taken this year.

As an evidence of their interest in the work of the Agricultural Society the association has decided to donate a silver cup, valued at \$75, for competition among the townships at the annual fall fair. The township securing the greatest number of prizes at the annual exhibition will hold the cup for the succeeding year. The donation of the cup, which will be held in trust by the Agricultural Society, will undoubtedly have the effect of greatly stimulating interest among the farmers of the different townships in the county.

The association appointed A. Jopson as official collector. He will be entrusted with the collection of all debts, many of which are several years old. He has the authority of the association and has already made good progress in this line.

Committees were appointed to make arrangements for the reception and entertainment of the delegates to the annual convention of the Dominion Retail Merchants' Association, which will be held in Galt in July.

VANCOUVER.

May 23.—Tomatoes from Victoria are on the Vancouver market this week, but

at a much higher price than the Floridas, retailing at 20 cents. Cucumbers also from glass growers on the Island, bring 15 cents retail. California onions will be to hand in a day or so and will reduce the price from 4½ to about 3 cents. The Australian article has been the centre of the market for some time. Bermudas sell for 10 cents. Strawberries are still high in price, and will likely remain so until the Hood Rivers come in. These arrive in both fine quality and large quantity, and hold the market until supplanted by the local. With this succession, the Coast cities have a long supply.

John Sinnelt, a wholesale fruit merchant, of Macclesfield, England, who has been in the Province with an eye to business, believes that the fruit trade between British Columbia and the Old Country will see great development. Apples from here have a ready market at high prices, but the quantity is not very large as yet. Mr. Sinnelt states that the more wealthy classes in the Old Country prefer very large, highly-colored apples. Appearances seem to count more than flavor, as is shown by the fact that the Yellow Newtown Pippins, of Oregon, being larger and brighter, though inferior in flavor to those of New York, bring a much higher price. Fruit brought from a long distance is more prized than that grown in Great Britain. Much as fruit experts have spoken against the Ben Davis, Mr. Sinnelt says it is one of the most profitable apples. The fruit arrives in England in just as good condition as when packed. It finds a ready market, and the lower price is more than counteracted by the fact that there are no spoiled apples.

Dickie & Fraser, a grocery firm of Mount Pleasant, have dissolved partnership. Mr. Dickie will continue the business.

Another Western change is the purchase of the Calgary branch of the Perrin Biscuit Company by S. G. Adams, late of the Alberta Locators. Mr. Adams was on the road for the Perrin Company for five years and understands the business thoroughly. The business will be greatly extended.

A NEW BUTTER HOUSE.

R. E. Lunham and R. E. Graham are doing business at 592 St. Paul St., Montreal, under the style of Lunham & Graham, carrying on a butter trade which, even at this early date, is of considerable magnitude. Both gentlemen are young men, being known to most grocery and provision men in Montreal, eastern and central Canada. Mr. Lunham was formerly a traveler for the Montreal Packing Company, while Mr. Graham was in the sales department of the same company. They are making a specialty of butter, which they are putting out under their own brand, Corona, and as both are hustlers they ought to make themselves felt.

NEW METHODS OF PRESERVING.

Water Extracted by Mechanical Means Leaving Fruit in Pure State.

A new system for the concentration of fresh vegetables and for preserving them for an indefinite time has been adopted by a company of experienced canners recently formed in the United States. By the new process, which is called dehydrating, the water is extracted from the fresh vegetables by means of a mechanical process and without the use of any chemicals whatever, so that the absolute purity of the goods is guaranteed. There being about 90 per cent. of water in most vegetables, the water is extracted, leaving only the volatile oils and nutritious elements, as well as the original color and flavor, so that when the dehydrated vegetables are cooked in the same manner as fresh vegetables the volume, consistency and flavor are restored, thus offering great advantages during the seasons when it is difficult and expensive to procure fresh vegetables. The United States Navy Department recently tested the new process satisfactorily and have placed a large order for these goods to be supplied the fleet now in Pacific waters.

GENERAL P.O. DELIVERY AIDED.

The general delivery windows in the general post office building in New York are now open during the entire 24 hours, including Sundays and holidays. The windows heretofore have been closed at midnight on week-days, and at 6 p.m. on Sundays and holidays. These additional facilities will be a convenience to foreigners, transient callers and residents of other cities visiting New York.

PERSONAL NOTES.

A. H. Brittain, Montreal, was in Toronto the early part of this week.

Wilfrid C. Cronk, of the Lakeside Canning Co., Lakeside, Ont., was in Toronto this week on a business trip.

Joseph Symington, of The Symington Co., Brandon, Man., was in Toronto last week on his return from a trip to his old home in Ireland. Mr. Symington is one of the early and first settlers of Brandon and as one of his old business friends expressed it, "He was waiting at the station when the first train came in." Mr. Symington made a great success in business and although not taking an active interest in trade is always close to what is what in Brandon business.

C. R. Cousins, grain merchant, St. Johns, Que., is dead after an illness of a week's duration. His death occurred at an early hour Tuesday, May 19. Mr. Cousins, who was 56 years of age, was a popular citizen of St. Johns, having been elected Mayor of the town by acclamation at one time and also during his career having been urged to accept nomination for the House of Commons, which he refused.

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TRADE RETURNS OF THE WORLD.

The Department of Trade and Commerce has made still another valuable innovation to the work done in that department by adding the Trade Statistics of the World. It is now being furnished regularly by the British and foreign countries with their trade and statistic returns, thus enabling those desiring any special trade information to obtain it on application to that department.

SHOULD ASSURE TRAVELERS' SAFETY.

The terrible catastrophe at Tillsonburg last week, when several lives were lost through the burning of the Queen's hotel, has brought very strongly to the front among the travelers the question of the very inefficient fire protection and the lack of provision for means of escape in hotels all over Canada. It seems that in a good many cases a tragedy is necessary to draw attention to a dangerous and unlawful state of affairs. There are many other hotels in different parts of Canada which are just as dangerous in case of fire and just as inefficiently equipped as the hotel in Tillsonburg, and it is hoped that the catastrophe in this instance may prove a lesson to other houses similarly situated.

Just how horribly inefficient are the

provisions made for such emergencies is soon learned from conversation with a few travelers. One man, who carries a grip in the interests of a Toronto house and has spent several years along the north shore of the lakes, said that only two hotels in that territory made any pretence of providing fire escapes. Another, who covers western Ontario, says that in the larger towns some attempt is made to provide for emergencies, but in the smaller hotels in the smaller towns and villages, as a general rule, there is no sign of any safety appliances whatever. Eastern Ontario is somewhat older from point of population and should present better conditions, but as a general rule the facts just stated will apply pretty well all over the province, and not only in Ontario, but also in the other provinces. In the west, where most of the hotels are comparatively new, when the building has been put up with any idea of permanence, the matter of provision for escape in case of fire seems to be fairly well looked after, but in hundreds of towns there are hotels wholly unprotected and where a fire might easily be attended by such dire results as those in Tillsonburg.

The law provides for a certain standard of equipment for public houses. Why is not this enforced? And again, even where the required equipment of this nature is provided, this provision seems so woefully inadequate as to be almost ridiculous. The trouble is that the matter is never very seriously thought of until the need occurs.

One fire escape on a hotel may be of great service, and again, may be of little use, as the inmates, as occurred in the Tillsonburg affair, may be cut off from access to it. At least the front and rear, or the two sides of the hotel, should be fitted with fire escapes and means should be provided so that the guests may know where these are situated.

Hundreds of hotels, particularly in the smaller towns, have only one stairway, and that often so narrow that two persons can scarcely mount abreast. This is another source of danger. A fire starting in a building of this kind anywhere near the stairway would give the inmates practically no chance to reach the ground in the regular way. In some cases, too, in the city hotels where elevators are used, the stairways are so crooked and inconvenient that in a fire they would be very confusing.

A good many of the travelers think that if a nightwatchman were provided in all the smaller hotels they would be able to sleep with an easier mind and that there would be little danger of the recurrence of a tragedy such as the one at Tillsonburg. It seems in that case, that everyone in the hotel was asleep

and the fire must have been going for considerable time before it was discovered. No doubt, a watchman, if a reliable man was provided, would obviate any such danger as this.

If nothing better, the simple system which is noticed occasionally, of a coil of substantial rope fastened to a hook near the window in each room would be a comparatively inexpensive and at the same time a mighty comforting equipment. Most travelers are able-bodied and cool enough to get out of any house without much difficulty if such an appliance were provided.

Travelers in the grocery trade are particularly interested in this matter from the fact that they are on the road, spending their nights in these more or less dangerous hotels, all the year. Other trades have their particular seasons which keep the men out for a few months at a time, but the grocery traveler goes from New Year's till Christmas and covers his field a good deal oftener than the other men. These men suffer enough from the incidents of putting up with the discomforts of the average hotel without worrying as to their safety while asleep, and the general feeling is that some strong action for improving existing conditions as regards this matter should be taken immediately.

A DROP IN SUGAR.

The decline of 10 cents in refined sugars in Canadian markets, which was announced at the end of last week, came as rather a surprise. The general situation had been weakening slightly for some days, but it was thought that with the scarcity of raw sugar which prevails this year and with the approach of the summer season of large demand, the values would be maintained.

The European market declined last week to 11s. 1½d. for raw beet sugars, and the American markets were also easier, some say as a result of better reports than have been expected from Cuba, while others attribute it to manipulation among United States refiners.

The decline can scarcely be regarded as anything but temporary. The total visible supply of Europe and America is given at 2,789,779 tons, as against 3,206,451 tons at same date last year, and total stocks and afloats together show a decrease of 350,672 tons, on last year's reports at same date.

Taking everything into consideration, with the active demand the fruit season will produce, it seems almost assured that a return will be made shortly to prices recently ruling, and there is some probability of an advance on them.

THE SITUATION IN THE WEST

Splendid Prospects for Bumper Crops—Wheat Markets Firm—Cattle Trade Booming—American Immigration Pouring in.

The Western Viewpoint, by our Special Winnipeg Correspondent.

There is no question that at the present time the crop occupies the centre of the stage so far as Western Canada is concerned. The week that has just closed brought with it Foster's projected cold wave, rain, a little snow and a little frost, but none of these things were bad for the western crop, no matter what some of the pessimists may think or say to the contrary. The entire wheat crop has been seeded for nearly ten days; it is all up, the height varying according to the district from three to six inches. It is an especially well-stooled crop, the plants strong and vigorous and of a lush dark green. There has been plenty of moisture but not too much. The oat crop will be finished by Tuesday night at the latest and fully seventy-five per cent, of it is above ground. Barley and flax are being sown now and also oats that are intended for green feed only.

There is no gainsaying the fact that the crop of 1908 has gone into the ground under the most favorable conditions that have prevailed in the west for many years. It has got a splendid start and though it may have many setbacks before it is matured it will be hard crop to kill because it is deep rooted in good soil, the bulk of the seed was of excellent quality and it has a month's start of last year. Even the little nip of frost of the past week is regarded as a blessing rather than a disadvantage because the wheat that was seared at the top has still plenty of time to grow and a little touch of frost is always inclined to make it root deeper and stool better.

With the crop outlook so exceptionally favorable the Winnipeg wheat market has held remarkably firm. There was a drop from higher levels in the early part of the week that brought prices more in line with export and quite an active trade was the result, though this slackened again on Saturday. The British miller is nobly living up to the prediction made in these columns some weeks ago and that was that with Canadian western wheat at the prices it has held at for months he would take just as little as he could get along with but that he would have to have some. Every little while, if the market drops a point or two there are bids for export and as soon as it goes up again as it does very quickly on anything like active bidding, the British miller gets both coy and shy and waits for the next break.

The stocks of low-grade wheat in interior elevators are all cleaned up and the stocks of contract grades are very small indeed. At present, of course, nothing is coming, farmers are too busy, but in another couple of weeks there

will probably be a little run of contract wheat to the elevators, but dealers generally regard the wheat crop of 1907 as pretty much a thing of the past.

The cattle trade continues to boom, the receipts at the C.P.R. yards being the largest for this month. The high prices attracted some foolish people who sent in some very rank tail-enders for Tuesday market, but as they got only 2½ cents, while anything like good stuff brought all the way from 4½ to 5½ cents perhaps they will not repeat the experiment. The hog shipments were large but were not up to the standard of the previous week. One very noticeable feature of the stock shipments is the increased number of cattle coming from stock farms and not from ranges. On Tuesday, with 107 cars of cattle in the yard, only five cars were off ranges, all the others being fed cattle and nearly all from the Province of Manitoba or the extreme eastern and southern parts of Saskatchewan. This shows the trend of the trade and is most encouraging, for the more the farmer attempts the finishing of cattle and the better prices he thus obtains, the easier it will be to get others to go into it.

An important meeting of the week in connection with the cattle trade was the annual gathering of the Buyers' and Shippers' Association, at which there was lively discussion on many points. Though it is a meeting from which the press are always rigidly excluded, the secretary, Glen Campbell, M.P.P., handed out a report that showed that one of the matters that was given grave consideration was the plan of weighing cattle immediately off the cars instead of waiting, as they do in every other stockyard, until they have been fed and watered and have had some hours of rest. The association passed a strong resolution declaring their determination to refuse to sell in this manner in the future. It is more than likely that, encouraged by this example shippers outside this association will refuse to sell off cars also.

The matter of city stock yards and public abattoir was discussed and approved. There is also a clamor for increased accommodation at the present stockyards. The C.P.R. have always been chary of increasing the yards owing to the idea that when the range business decreased less space would be needed, but with the tremendous shipments of local stuff coming forward this spring it is evident that no matter what may be needed for the range cattle increased accommodation is now needed for the local stuff.

The executive of the Western Grain

Growers' Association have held another meeting at Regina in connection with the demand of the association for government ownership of interior elevators. It is not yet known what action the governments will take but it has leaked out that the association are by no means a unit on what they are asking for and that as a matter of fact some of their prominent members, who are also members of the Saskatchewan Legislature are much more eager for the railways to build special binning elevators at large points than they are for the actually government-owned system.

The question is often asked this year, "Well, how about American immigration?" Well, it is pouring in. After all the talk of hard times there was less shortage in the Canadian West than there was anywhere else and a country that can market close on 70,000,000 bushels of wheat out of a damaged crop is not likely to discourage the new comer from taking a hand. Many of the American farmers of the middle west are just now planting corn and as soon as that is completed huge excursions are coming to the Canadian West with these men as land-seekers. If they want anything better to look at than the Canadian West at the present time they are indeed hard to please. But they are not hard to please, they know a good thing when they see it and just now the Canadian West looks pretty good to them as an investment.

The situation for the week is good, very good. There is not too much money floating around in the matter of collections, there are some people still out of work and hard up, but taken as a whole the country was never in better condition, prospects were never better and people were never working harder than they are to-day.

FRUIT GROWERS OBJECT.

To Recent Arrangement of Toronto Commissioners' Association.

The action of the recently-formed "Toronto Fruit and Produce Association," mentioned in last week's Canadian Grocer in charging a uniform rate to all shippers of goods on commission has evidently created a stir among the fruit growers of the Lake Ontario district, giving the matter some prominence. A despatch of Tuesday last, May 26, states that the fruit growers on the north and south shores of Lake Ontario do not feel kindly towards the Toronto fruit commission merchants, and have pledged themselves not to submit to the schedule of extra charges. They are organizing with a view to selling their small fruit f.o.b. at railway stations. This action, they think, will compel the commission merchants to become wholesale fruit merchants instead of receivers of consignments of fruit for sale. The growers believe this change will give greater satisfaction to themselves and eventually prove satisfactory to the merchants.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

POINTERS—

- Sugar—Declined.
- Beans—Advanced.
- Butter—Declined.
- Fruits—Slight decline.
- Fish—Some lines declined.

Montreal, May 28, 1908.

It has been thought for some time that a decline in sugar would soon take place, and this conjecture became a reality on May 22, when all lines dropped 10c to 15c.

The chief feature of cheese and butter markets seems to be the increase in supplies which are coming in. The anxiously looked for improvement in export trade does not seem to have arrived yet in cheese. Eggs are coming down in price with the advancing of the warm season. The feed and flour markets remain about as usual. Flour happens to be one of those commodities for which the demand remains fairly steady. The warm weather has brightened up the tapioca market somewhat. This product being classed rather as a light food has certain very prominent advantages over other foods for summer consumption. Dealers in foodstuffs report an ever-increasing knowledge among consumers regarding the suitability of certain foods for certain seasons and every year tapioca is being more generally recognized as a very delectable article of diet for warm weather, also possessing very advantageous dietetic qualities.

Last year and this year resemble one another very closely in the Japan tea market, prices have such a close resemblance to one another in their various fluctuations. An importer indicates a slight increase over last year in some of the high grades, but otherwise the trend is about the same. Beans continue strong, with an upward tendency. Fish and fruits have both had contradictory movements, some lines going up and others going down, both markets have exhibited considerable activity.

SUGAR—A drop has taken place in the sugar market. This movement was expected as it was thought that the prevailing high prices would soon have to break, and the expected has happened. On May 22 nearly all lines declined from 10c to 15c. Dealers report trade passing fairly good.

Granulated, bbls	4 30
" " 1/2-bbls	4 95
" " bags	4 75
Paris lump, boxes, 100 lbs	5 60
" " 50 lbs	5 70
" " 25 lbs	5 90
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" " 50-lb. boxes	5 15
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 60
No. 2 "	4 40

No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUP AND MOLASSES—Nothing new has taken place during the week. Prices remain the same. Demand is fair.

Barbadoes, in puncheons	0 31	0 35
" " in barrels	0 33	0 35
" " in half-barrels	0 34	0 36
" " fancy	0 34	
" " extra fancy	0 36	
New Orleans	0 22	0 30
Antigua	0 30	0 30
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" " 1/2-bbls	0 03	
" " 1-bbls	0 03	
" " 38 1/2 lb pails	1 75	
" " 25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" " 5-lb. 1 doz "	2 75	
" " 10-lb. 1/2 doz "	2 65	
" " 20-lb. 1/4 doz "	2 60	

TEA—The market in Japan remains about the same as last week. Generally speaking, prices are firm, except in some cases where there is a slight increase over last year's prices in the high grades. Dealers report some inquiry in Pekoes and Pekoe Souchongs, also considerable activity in gunpowders.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
" " Medium	0 22	0 23
" " Good common	0 21	0 22
" " Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
" " Pekoes	0 19	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " " pea leaf	0 19	0 27
" " " pinhead	0 30	0 45

COFFEES—Although there appears to be considerable unrest at the bases of supply and among first holders, no changes have taken place yet, and prices and demand remain about the same.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 11	0 11
Maracaibo	0 14	0 17

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Valencia raisins, currants and prunes are the only lines in this market which appear to be distinguishing themselves by any activity, all three being in fairly good demand. All other lines are very dull and prices are the same as at the last quotation.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 96	0 06
" " cleaned	0 08	0 07
" " in 1-lb. cartons	0 07	0 07
Finest Vostizas	0 07	0 08
Amalias	0 07	0 08
" " 1 lb. packages	0 07	0 07
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
" " 1-lb. cartons	0 14	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 08	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	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
Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 03
Selected, per lb.	0 08	0 08
Layers	0 08	0 06
Dates—		
Halwees, per lb	0 05	0 05
Sais, per lb	0 04	0 04
Packages "	0 05	0 06

Malaga Raisins—		
London layers	2 25	
" " " " " " " " " "	2 40	
" " " " " " " " " "	1 40	
" " " " " " " " " "	1 37	
" " " " " " " " " "	5 50	
" " " " " " " " " "	1 50	
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " " " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 32	
Peaches, " "	0 18	
Pears, " "	0 18	
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " 40-50s	0 08	0 09
" " " " 50-60s	0 08	0 08
" " " " 60-70s	0 09	0 09
" " " " 70-80s	0 07	0 08
" " " " 90-100s	0 06	0 07

RICE AND TAPIOCA—The approach of warm weather has enlivened the tapioca market somewhat. Rice has not changed its condition noticeably during the week. Both these products remain the same in price.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C rice, in 10 bag lots	3 00
C rice, in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06

SPICES—Nothing of any consequence has happened in this market. Prices remain the same.

Peppers, black	0 16	0 20
" " white	0 22	0 27
Ginger, whole	0 16	0 20
" " Cochin	0 17	0 20
Cloves, whole	0 17	0 20
Cloves, ground	0 25	0 32
Cream of tartar	0 25	0 25
Allspice	0 12	0 18
Nutmegs	0 25	0 30

BEANS—The market is firm with a tendency upward and the range may be advanced five cents over last quotations.

Choice prime beans	2 05	2 15
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EVAPORATED APPLES—The demand for this product has brightened up during the last week, but the same price remains.

Evaporated apples	0 07	0 07
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MAPLE PRODUCTS—Maple products have settled down to about normal conditions. The prices remain practically the same.

Compound maple syrup, per lb.	0 04	0 05
Pure Townshipe sugar, per lb	0 08	0 09
Pure syrup, 8 1/2 lb. tin	0 60	0 65

CANNED GOODS

MONTREAL.—There is still good demand for canned vegetables and canned fruits. Canned fish is in good demand, especially sardines and salmon, other lines being somewhat neglected. There is a good call for lobsters, but the supply is exhausted. Canned meats meet with an indifferent demand, packers being short of some lines, especially canned roast beef. No prices are out yet for the new pack.

TORONTO.—Demand has been rather more brisk the past week, the warm weather having a stimulating effect and

THE CANADIAN GROCER

goods are moving out well. This applies to nearly all lines of vegetables and fruits. There is some call for salmon and sardines, and it is expected that with the opening of the picnic season and with the hot weather, demand this will be greater.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—
"Lynn Valley," "Maple Leaf," "Kent," "Lion," "Thistle" and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.

	Group No. 1	Group No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard, gal.	3 30	3 27½
" preserved, gal.	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals. Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red, pitted	8 92½	8 89½
" " not pitted	7 42½	7 39½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
2's, white, pitted	2 45	2 42½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack	7 65	7 62½
Gals., red, standard	5 40	5 37½
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, preserved	2 05	2 02½
Gals., black, standard	2 27½	2 24½
Gals., " solid pack	5 92½	5 89½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	6 77½	6 74½
Gals., solid pack	8 77½	8 74½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gals., pie, peeled	7 55	7 52½
Gals., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	1 50	1 47½
Gals., pie, peeled	4 55	4 52½
Gals., pie, not peeled	4 30	4 27½
2's, light syrup	1 45	1 42½
3's	1 97½	1 94½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 05	2 02½
whole	2 15	2 12½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gals., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 89½
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gals., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 14½
Gals., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 84½
2½'s, heavy syrup	2 17½	2 14½
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's	2 55	2 52½
Gals., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½

Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's, " preserved	2 55	2 52½
Gals., " standard	7 80	7 77½
Gals., " solid pack	10 55	10 52½

VEGETABLES.

Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	1 12½	1 10
2's, whole	1 02½	1 00
3's, sliced	1 31½	1 29
3's, whole	1 27½	1 25
Beans—		
2's, golden wax	0 95	0 92½
3's	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gals., on cob	4 92½	4 89½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0 95	0 92½
Gals.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gals.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½
Baked Beans—		
1's baked beans, plain, 4 doz.	Per doz.	\$0 50
1's " in tomato sauce, 4 doz.	0 50	
1's " in Chili sauce, 4 doz.	0 50	
2's " plain	0 30	
2's " in tomato sauce	0 80	
3's " in Chili sauce	0 80	
3's " plain	1 00	
3's " in tomato sauce	1 00	
3's " in Chili sauce	1 00	
Brands—Red Cross, Little Chief, Log Cabin, Aylmer, Delhi, Simcoe, Clark's, etc.		
Catsup—		
2's tomato catsup, tins, Red Cross	0 75	
2's " " Delhi	0 85	
Gals. " " Aylmer	5 00	
Gals. " " (screw tops)	5 50	
Gals. " " Tiger	4 50	
Gals. " kegs (10 gals.) per gal.	0 45	
Gals. " jugs	8 00	
½'s, p's	1 00	
" " Delhi "New Process"	1 00	
" " Aylmer, "Canada First"	1 00	
" " Simcoe, "Lynn Valley"	1 00	
" " Lalor, "Monarch"	1 00	
" " Delhi, "Epicure"	1 20	
Pts. " Delhi, "Epicure"	1 90	
Pts. " Red Seal	1 50	
Qts. " Delhi, "Epicure"	3 00	
" " Red Seal	3 00	
" " Delhi "New Process"	3 00	
" " Aylmer, "Canada First"	2 00	
" " Simcoe, "Lynn Valley"	2 00	
" " Lalor, "Monarch"	2 00	
" " Tiger "Monarch"	1 75	

looking forward, however, to the harvest with expectancy, and it is hoped that good business during the summer and fall will make up for the dullness being experienced just at present. The retailers seem to be continuing to buy on a hand to mouth basis, and lines of luxuries for which there is usually an active demand at this time of the year, are being to a large extent tabooed.

Travelers report better business and a better outlook in Western Ontario, and this condition seems bound to be felt in other districts shortly.

The only notable feature of the week was the decline in sugar. This was rather contrary to the expectations of the best informed dealers and with the present condition of the market, can scarcely be permanent. Beans continue very firm, otherwise staple goods are held about the same as at last reports.

SUGAR—A drop of ten cents at the week end was an unexpected feature in a week of quiet business. Market conditions both in the United States and Europe assumed a considerably easier basis last week, and Canadian refiners, following the general conditions made the decline on refined. Since the recent large advances business has fallen off considerably, and this drop may stimulate this to some extent. The markets seem to have hinged on the Cuban crop, which seems to be more promising than was expected.

The general situation is well explained in Czarnikow, McDougall & Co.'s report, dated May 22, as follows:

"The week has been one of considerable activity in raw sugars, but the activity has been at the expense of values, for the business done has been at a decline of \$1.25 on last week's sales of sugars in same position.

"The record of sales goes far to explain why such a decline should take place at a time when the outlook for supplies for summer wants is no greater than it was a month ago, when prices were 25c higher. The reported transactions show that the sales consisted of sugars in port and about due, and of sugars afloat from Porto Rico and San Domingo, and, therefore, due to arrive within a week or ten days.

"Under any circumstances, it would have been difficult to uphold prices in the face of the selling pressure arising from offerings of such a large quantity of sugar that must be taken care of immediately, but when we remember that receipts in the last six weeks have been 367,000 tons and estimated meltings in the same period have been only 241,000 tons, we have further explanation for the decline. In six weeks refiners have added over 117,000 tons to their stocks, and as these now stand at 320,000 tons, it is not surprising that refiners declined to make further additions to them unless at a concession in price that would cover the cost of storing and carrying their new purchases. Sellers have themselves to blame for the position they have found themselves in, and the present week's lesson is one they have had year after year and will continue to have

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents.

Prunes—Scarce.

Canned Goods—Moving well.

Collections—Fair.

Toronto, May 28, 1908.

The wholesale markets still continue quiet and some jobbers admit freely that business is disappointing. Everyone is

SHOULD NOT SHIP GREEN CHEESE

This Practice Injuring Canadian Export Business.

A circular recently issued by J. A. Ruddick, Canadian Dairy and Cold Storage Commissioner, warning buyers and manufacturers of cheese against the practice of shipping green cheese, contains information which will be read by the trade generally with interest and profit. Mr. Ruddick says:

"The writer has lost no opportunity during the past two years of calling attention to the danger of injuring the Canadian cheese trade by the practice of shipping the cheese in a green condition. I am now able to quote—from communications on the subject recently addressed to the Minister of Agriculture, by the Home & Foreign Produce Exchange, of London, England, and the Bristol Provision Trade Association, in words which would indicate that harm has already been done to the cheese trade by this penny wise, pound foolish practice.

"The first mentioned association, writes in part as follows:

"Importers of Canadian cheese into London met in conference to consider what steps should be taken to bring into prominence the damage which is being occasioned to the reputation of Canadian cheese owing to the persistent practice on the part of factorymen of sending out their makes before the goods have had time to mature, and I have

been instructed to lay the matter before you in the hope that prompt and efficient steps may be taken to effect a remedy.

"It is unquestionable that there is an increasing tendency for makers to get quit of their cheese as quickly as possible. In a great many instances goods are moved out much too soon, in some cases even within two or three days of manufacture. The result has been that the natural process of maturing has been arrested and such cheese arrive here insipid in flavor and in a condition which reflects anything but credit upon the product. In addition to this, the excessive moisture militates severely against the sale. In no circumstances should cheese be allowed to leave the factory until ten days after manufacture. That is the minimum of time which should elapse before the goods are moved and unless stringent measures are adopted to prevent the factorymen sending their cheese out earlier, the position of the Canadian article on the London market will become depreciated."

"The foregoing is from a body of merchants who handle nearly one-half of the cheese exported from Canada.

"The Bristol Provision Trade Association's letter contains the following sentence:

"This means the forcing into consumption of immature, or, in other words, inferior cheese, resulting in widespread dissatisfaction. Needless to say, the tendency of this is to bring Canadian

cheese into disfavor, and if persisted in, it is bound greatly to curtail consumption."

"It would seem to be unnecessary to add anything to these statements made by those who are in the best position to speak with authority on the question.

"I would only say that while I was in Great Britain last fall, I found plenty of evidence to prove that the trade has already been injured by the unbusiness-like policy of shipping the cheese before they are fit to eat. Whenever this question is brought up among dairymen, there seems to be an inclination to put the blame on the buyer and let it go at that. The buyers are certainly responsible for encouraging the movement of green cheese, but the dairymen who have been the losers, and who will be the losers again, should not allow their business to be injured in this way.

LARGE MACARONI IMPORTS.

Demand Growing Rapidly in Canada and Business Increasing.

Some hint as to the extent of the sales of macaroni in Canada may be judged from the fact that Chas. Ciceri, Toronto, on May 26, received an importation of 7,900 cases (75,800 pounds) from Italy. It is the intention of this firm to import similar shipments once a month for the Canadian trade.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

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- Souvenirs,
- Package Sales,
- Money Making Ideas,
- Contests,
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To have a Washing Powder what it should be it must contain nothing which will injure skin or fabric and will leave the washing perfectly clean and odorless.

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HAM AND BACON

It's a business getter wherever introduced. Nothing on the market so pure, tender and savory as Corona Brand. Just sit down now and write us for prices.

THE MONTREAL PACKING CO.

Limited

MONTREAL, : P. Q.

WE HAVE NO RETAIL STORES.

New Butter

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

New Cheese

are now on the market—not so good as old cheese, but lower in price.

New Hams and Bacon

Always new, because we keep no old stock.

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Limited

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There are many reasons why you should stock

O'MARA'S BACON

Here are a few of them. It is undeniably the best. Your customers want it. It shows good profits.

Specialties

**Breakfast Bacon
Pure Leaf Lard
Cooked Meats
Jellied Meats
and Sausages.**

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - - - - - ONT.

Ryan's

Short Roll Bacon

is a distinct improvement on any other bacon offered the trade. Grocers who have been selling it call it an exceedingly profitable line, as it is the cheapest meat—quality considered—on the market. It is produced exclusively from carefully fed young hogs, mild-cured and without an equal in tender deliciousness. We are offering it at a price that will leave you an excellent profit.

Prices Mailed on Request!

The WM. RYAN CO.

LIMITED

70-72 Front Street East
TORONTO, - - - - - ONT.

Dairy Produce and Provisions

Quietness Ruling in Markets After Holiday—Butter Easier and Likely to Slump—Cheese Fairly Steady, With New Make Coming in—Canadian Produce Lost on Way to Great Britain.

CHEESE AND BUTTER BULLETIN

Montreal, May 28, 1908.

With more or less frequency English shippers have called attention to the fact that Canadian shippers were placing an inferior quality of cheese on the English market, which they regard as extremely imprudent in view of the fact that the difficulty consists merely of too much haste in shipping the product after it has been made. Some of the blame, however, may be accredited the factory men who hurry their stock out in two or three days, when it should not be moved for ten days at least. The English importers regard the custom as an extremely foolish one, because, as they point out, so little is gained, and if persisted in, it will lead to the complete elimination of Canadian cheese from the English markets. The Home and Foreign Produce Exchange, of London, have memorialized the Hon. Sydney Fisher, Minister of Agriculture, regarding the practice. The Bristol Provision Trade Association have complained bitterly of this unfortunate condition, and have sent repeated warnings to this side of the Atlantic regarding the matter. These complaints coming from England have led to some investigation on this side, and it is generally conceded that it will be very difficult to check the practice without legislation of some kind. It is very easy for a dealer to say to a factory man, "Ship on your cheese, we have facilities for curing it" and this shipper may have all good intentions, but then an opportunity arises for him to sell at an advantageous price, and the result is that green cheese goes to the other side, and the usual complaints arise. This same shipper may not think that his transgression will amount to anything, but when others think the same the sum of the mischief done amounts to a national disadvantage.

The Dominion cold storage and dairy commissioner, J. A. Ruddick, has called attention to this regrettable phase of Canadian trade in no unmistakable language. In his letter he quotes from letters received by him from the leading British produce associations and merchants, all of which deprecate this unfortunate practice. To say the least, it displays exceedingly bad judgment, because the day may come when Canada will be keen about the British market, more so, perhaps, than she is now, and then these impressions which are taking root now will offer a very serious obstacle to the promotion of Canadian trade. So much publicity has been given this matter it is hoped that something definite will be arrived at, and the danger removed.

Quotations for to-day are 11c and 11½c for Quebec and Townships, and 11½c-11¾c for Ontario cheese for export purposes. Dealers are expecting fairly steady prices, as the make is lighter than at this time last year.

The butter trade is good and receipts are light. Shipments are now coming principally by refrigerator freight cars. Although the supply has been considerably augmented there are no accumulations as yet. There is little dairy butter arriving. It is thought there may be a little packing being done in Western Ontario, but in other parts of the country farmers have not yet commenced packing. Creamery for export purposes

is quoted at 22c to 22½c for fresh receipts, while dairy is placed at 20c to 21c in to-day's quotations for tubs and rolls. The Board of Trade returns for the week ending May 23 showed receipts of butter to be 6,482 packages against 4,871 packages for the same period last year. These figures are pleasing as they show a decided increase. For the season up to May 23 total receipts were 10,600 packages against 15,522 packages for the same period last year. Although the last week shows a wonderful improvement we are not yet up to last year's record. The weekly receipts of cheese for 1908 and 1907 were 21,032 boxes for the former and 22,519 boxes for the latter year, while for the season of 1908 it stands 57,830 boxes against 79,434 boxes for 1907.

THE PROVISION SITUATION

Toronto May 27, 1908.

There has been little change in the situation since the report chronicled last week. So far as export business is concerned the English market continues draggy, being well supplied last week with the Danish product, and is not at all eager to buy Canadian goods. The oft repeated factor, the light supplies of hogs, is also having its effect. A few firms, however, continue to do a little export business even under present conditions.

A feature of interest during the week was the loss of the Thompson liner *Ladona* which resulted from a collision with the *Jopanae*, off the Lizard a week ago to-day. The steamer's cargo, besides a host of other Canadian produce, contained 793 packages of meats. Among those represented in this shipment were the Wm. Davies Co., Toronto; the Geo. Matthews Co., of Peterboro; the Ingersoll Packing Co., the Whyte Packing Co., of Stratford; the Canadian Packing Co., of London; and the Fearman Co., of Hamilton. While the vessel and cargo are a total loss, these were said to be well insured and the packers interested expecte they will be fully recouped.

The Danes continue to send over large supplies of meat to the British market, last week's killings being well up to the average. The shipments from the United States on the other hand, have been light as is evidenced in the following resume of conditions from the New York Journal of Commerce:

"The past week has been extremely dull outside of the option market for

hog products, and even there there has been no activity and at times extremely dull when the packers did not take a hand. They, for the most part, have remained neutral, keeping the hogs and product market in equilibrium and awaiting events. There have been neither bull nor bear features to affect prices to any extent, and the market is dragging because no one is sufficiently interested outside of the packers to increase the trading. Instead of consumption improving, it seems to be growing less, as we are getting near the summer months and it looks as if we were going to have a very dull season. The ham trade has not even started owing to the cold, wet spring, and the dealers have not bought ahead as usual, partly for the reason that packers have not encouraged it and partly because of fear of a bad season, as we often have had ham years, when there are no hard times.

"The hog supply has been a little more liberal, but it has been attributed, for the most part, to the unusually wet weather in the corn belt, which has prevented the farmers planting and given them more time to market their hogs."

Under a fair local demand prices are on the same level as at last report. Local packers are offering \$5.75 to \$5.85 for hogs f.o.b. country points. For the animals off cars at factory \$6.10 is offered.

Canadian packers are certainly handicapped by the fact the farmers seems to be going out of hog-raising. This is a serious consideration and one which the farmer should be made to think about.

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BUTTER, EGGS and POULTRY
by shipping direct to
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Are You Selling Eggs?
We are open to buy in quantities.
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EGG CASES SUPPLIED
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ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

MONTREAL.

PROVISIONS—The provision market still preserves its even tone, everything remaining about the same as last quotations.

Lard, pure tierces	56-lb. tubs	0 12 1/2
"	20-lb. pails, wood	0 12 1/2
"	cases, 10-lb. tins, 40 lbs. in case	0 13
"	5-lb.	0 12 1/2
"	3-lb.	0 12 1/2
Lard, compound, tierces, per lb.		0 08 1/2 0 09 1/2
"	tubs	0 08 1/2 0 09 1/2
"	20-lb. pails, wood	0 09 0 09 1/2
"	20-lb. pails, tin	0 09
"	cases, 10-lb. tins, 60 lbs. in case	0 08 1/2 0 10
"	5-lb.	0 08 1/2 0 09 1/2
"	3-lb.	0 08 1/2 0 09 1/2
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		23 50
Canadian short cut clear		23 00
American fat back		23 00
Breakfast bacon, per lb.		0 13 0 15
Hams		0 12 1/2 0 14 1/2
Extra plate beef, per bbl.		13 00 14 50

BUTTER—Creamery butter has declined slightly. Quotations stand from 23c to 23 1/2c. Selling on the boards is around 21c to 21 1/2c. Dairy remains practically the same with perhaps an easier tendency.

Fresh Creamery	0 23 0 23 1/2
Dairy, tubs	0 17 0 18
Fresh large rolls	0 23 0 21

CHEESE—Weather conditions are responsible for the increasing supplies which are arriving. The export trade has not improved much during the last week, and the local trade is dragging heavily. Prices have not changed very much since the last quotations a week ago. New large cheese has fallen off 1/4c lb. in price and twins have done likewise.

Cheese, old	0 15 0 15 1/2
" new, large	0 11 1/2 0 11 1/2
" twins	0 11 1/2 0 12

EGGS—Continued large receipts have depressed the price of this product about 1/2c since last quotation. The warm weather is leaving its mark on this market. Buying in the country now stands at 15c to 15 1/2c. Local market is weak with large supplies.

New laid	0 17 0 18
No 2 Eggs	0 16

HONEY—Honey has not broken its long quietude during the past week, remaining the same as previously quoted.

White clover comb honey	0 14 0 15
Buckwheat, ext acted	0 09 0 11
Clover, -strained, bulk	0 10 0 11 1/2

TORONTO.

PROVISIONS—Only a normal business was done last week, the holiday in no way helping trade. Bacon has a

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

firmer tendency, though present prices are the same as a week ago. Lard, too, is stiff in price. This is due to the scarcity of hogs. While butter remains high, lard will be in demand, and there will be little chance of it lowering in price. Warm weather is needed to help along the provision trade. Prices in all lines remain unchanged, and both supply and demand are only fair.

Long clear bacon, per lb.	0 10 1/2 0 10 1/2
Smoked breakfast bacon, per lb.	0 14 0 15
Roll bacon, per lb.	0 10 1/2 0 10 1/2
Small hams, per lb.	0 14 0 15
Medium hams, per lb.	0 13 0 14
Large hams, per lb.	0 12 1/2 0 13 1/2
Shoulder hams, per lb.	0 09 1/2 0 10
Bacon, plain, per lb.	0 16 1/2
" pea meal	17
Heavy mess pork, per bbl.	18 50 19 01
Short cut, per bbl.	21 00 22 50
Lard, tierces, per lb.	0 11 1/2
" tubs	0 12
" pails	0 12 1/2
" compound, per lb.	0 9 0 10
Plate beef, per 100-lb. bbl.	11 0 14 50
Dressed hogs	0 8 0 8 1/2

BUTTER—With better grass in the country the prices of butter are coming down. The farmers say the cows are giving double the quantity of milk they gave ten days ago, and there is almost a certainty of grass butter being placed on the market next week. Indeed, a little is now offering in some of the country places, though the quality is not just what the market requires, being mixed with the older stock. Traders are getting off the stock of butter on hand, and getting ready for the new grass brand when it is ready to come in. Prices will likely go lower before the end of the month. Dealers says the price of butter during the past winter, and, indeed, during the past two years, has been altogether too high, and if here is any quantity of new butter offering, the price pendulum may swing to the other extreme and put the article on the market at a price much below its value. Butter-buying is being done on an economical basis.

Creamery prints	Per lb. 0 24 1/2 0 25
Creamery solids	0 23 0 24
Farmers' separator butter	0 22 0 23
Dairy prints, choice	0 23 0 23
" ordinary	0 20 0 22
Large rolls	0 21 0 21 1/2
Baker's butter	0 18 0 19

EGGS—Dealers are still holding out for lower prices, but as yet there has been no decline. In fact, prices are quite firm and remain at the same figures quoted a week ago. There will be very few stored at present prices, as traders are rather afraid to take risks at such a high figure. The egg supply is fairer than a month ago, and fills the present easy demand.

Eggs, new laid	0 18 0 19
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CHEESE—Old cheese is still rising slightly at the rate of about half a cent a week, while the new cheese is getting easier with increasing supplies. There may be a slightly firmer price for a while, owing to the loss of the Thompson liner, Latona, which went down in a collision off the Lizard with 18,000 cheese, besides a great quantity of other Ontario produce. The grass cheese, however, may help the situation, as up to now we have been getting only the fodder variety.

Cheese, large, prime old	0 15
" new	0 12
" twins, new	0 13

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

Please Your Customers

and they come back.

When they ask for Baked Beans, give them the kind that are really BAKED.

Heinz Baked Beans

(In the Heinz Improved Tin)

are oven baked, dry and mealy—like the Boston home-made kind. That's the reason there are more Heinz Baked Beans sold than any other kind.

Anything that's "HEINZ" is Safe to Sell.

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Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade ROYAL SALAD DRESSING. Manufactured in Canada only by

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There is only one

BOVRIL

the Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

BOVRIL LTD., have the honour to hold the appointment by special warrant to

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W. L. MCKENZIE & CO.	308 Ross Avenue	WINNIPEG
A. G. URQUHART & CO.	336 Hastings Street West	VANCOUVER

and from all wholesale houses throughout Canada

CEREAL NOTES.

M. A. Nicastro, confectioner, Winnipeg, is succeeded by Baltogha & Badoli.

D. W. H. Lucas, baker and confectioner, Sarnia, Ont., has sold his business to W. F. Kaupp.

H. J. Hurd, Berlin, Ont., is opening a confectionery manufacturing establishment in Calgary, Alta.

John H. Wilson, miller, baker and confectioner, Harriston, Ont., is advertising his milling business for sale.

The Quaker Oats Co., has declared its regular dividend of 1½ per cent. and an extra dividend of ½ per cent.

Saas & Lucas, bakers and confectioners, St. George, Ont., have dissolved partnership, W. A. Saas continuing the business.

Fred Johnstone has sold his Sundridge business and opened a confectionery store in Callendar, Ont. His brother, J. P. Johnstone, has opened a grocery business at Sundridge, Ont.



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

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To send for catalog showing our line of

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

LIBERAL TERMS.

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KEEP YOUR LABELS and exchange them for
A SOLID GOLD WATCH

Guaranteed and fully jewelled, and warranted a perfect timekeeper.
SOLID SILVER AND GUN METAL WATCHES ALSO
are offered for a smaller number of Labels.

FUSSELL'S
(BUTTERFLY BRAND)
CREAM AND MILKS

5,000 MARKS WIN A SOLID GOLD WATCH.
2,500 MARKS WIN A SOLID SILVER WATCH.
1,000 MARKS WIN A PRETTY GUNMETAL WATCH.

Full particulars are wrapped round each tin, but BEGIN AT ONCE TO COLLECT.
Every Label fixed on a tin of Fussell's Cream and Milks has value in this competition.

Contractors to the British Government.
Ten Gold Medals Awarded.

Address all communications relating to this offer to **FUSSELL & Co., Ltd.**,
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Keep your Labels to get a GOLD WATCH FREE

Insist on Fussell's

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CANADA:
No better
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MOTT'S:
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Bought for Quality
Because **QUALITY** has always
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Mott's
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Both lines can be obtained from any
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SELLING AGENTS:

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"The Flour of Quality"

That's the experience of a great many
dealers. Why don't you try it? Buda
Flour is the best value in high-grade
blended flour ever offered the trade.

Write or wire me to-day for closest
mill prices on car lots, straight
or assorted.

J. B. HARTY
PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Strong Wheat Markets Causing Firmer Tendency in Flour — Cereal Business Dull—Small Amount of Export Business.

The cereal markets continue quiet this week with few new features to report.

The firm wheat market of the week has induced some talk of higher prices on flour among millers, but at time of writing no change had been made and none seems likely, at least, within the next few days. Some export business was done during the week and inquiries for Canadian flour seem to be more frequent from Great Britain. Local demand continues fairly active.

Cereal manufacturers report dull business in accordance with the season. Supplies are coming in fairly well, but local demand is only fair.

Eastern markets show one or two changes in oatmeal and rolled oats. Otherwise prices all round are unchanged.

MONTREAL.

FLOUR—The flour market presents no new feature this week. Demand is good and prices remain about the same.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 20
Glenora.....	5 70
Manitoba spring wheat patents.....	6 10
strong bakers.....	6 50
Five Roses.....	6 10
Harvest Queen.....	5 50

FEED—Demand is fairly good and prices have not changed since the last quotations.

Ontario bran.....	33 00 24 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
bran.....	23 00
Mouille, milled.....	27 00 31 00
straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

ROLLED OATS—Rolled oats continues in good demand, with no very remarkable changes in prices, with the exception of fine oatmeal, which is slightly stronger, also rolled oats in barrels.

Fine oatmeal, bags.....	3 27
Standard oatmeal, bags.....	3 20
Granulated.....	3 30
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 70
Rolled oats, 90-lb. bags.....	3 00
" 80-lb. bags.....	2 75 2 80
" bbls.....	5 85 6 25

TORONTO.

FLOUR—With a firm wheat market there is an upward tendency to flour prices this week, though at time of writing no changes had been made. Some little export business has been done during the week, shipments being made to London, and this shows that the market is on a healthy basis. Local demand is good and the situation seems a little brighter than last week.

Manitoba Wheat.	
80 per cent. patents.....	5 80 5 70
".....	5 30 5 50
Strong bakers.....	4 90 5 10
Winter Wheat.	
Straight rollers.....	4 50 4 80
Patents.....	4 80
Milled.....	5 00

CEREALS—Dullness still continues in these markets with nothing new in evidence. Supplies are fair, but demand is poor.

Rolled wheat in barrels, 100 lbs.....	2 90 3 00
oats in bags, per bag 90 lbs.....	2 85
Oatmeal, standard and granulated, in bags 98 lbs.....	3 00

GOOD PROSPECTS IN THE WEST.

W. P. Eby, Returned From Extended Trip, Tells of Existing Conditions.

W. P. Eby, sales manager for Eby-Blain, Toronto, returned last week from a six weeks' business trip through Western Canada to the Pacific Coast. While in the West Mr. Eby made special inquiries as to the conditions prevailing in the salmon industry, so that some idea might be obtained as to the prospects for the fall pack, and also in regard to prospects for the California dried fruit crop for the coming season.

"Taken generally," says Mr. Eby, "conditions throughout the West were much better than I had expected, and business was beyond our expectations. The prospects are most encouraging for a large crop, and this fall we should see busy times in the West and British Columbia."

"Has the financial trouble been evident further West?" he was asked.

"Yes, the depression has been keenly felt in every town and city, but the unusual conditions have been, I consider, a blessing in disguise to many of the merchants. It has obliged them to curtail their credit business and develop their cash trade, and even where it entailed a smaller volume of business, the results have been in nearly every case satisfactory. Another effect has been the careful inspection of the stocks and analyzing of business, with the result that the western merchants have realized, probably for the first time, that as a rule they give too much credit, and carry too large stocks for the volume of business especially in dry goods, boots and shoes, furs, etc., and as a consequence the spring orders in these lines, I understand, are much lighter than usual. The general impression, while very optimistic, is that there will not be much activity in trade in the west and British Columbia until the crop is pretty well assured. On my way west, about the middle of April, seeding was in full swing, and on my return in May I saw wheat up three and four inches, and the country generally in splendid condition."

"How about conditions in B.C.?"

"In British Columbia, while trade was very good all fall and winter, the wave of depression only seemed to have recently arrived. The lumber business at present is at a standstill, and as lumbering is one of the most important industries of the province, it has naturally af-

Mooney's Perfection Cream Sodas

are the sodas which particular people insist on having. That's why more grocers sell Mooney's than sell any other brand. To sell one box of Mooney's to an appreciative customer is to create at once an active demand. They are the self-advertising sodas. Their delicious, lasting crispness is their recommendation.



The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

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

fectured every branch of trade. Unlike our Ontario lumber merchants, the British Columbia mills do practically no export business, and as their trade has been confined exclusively to the Prairie Provinces, they find business at present very quiet, with little prospect of further activity until the crop in the West is assured."

"Are the reports of small salmon pack borne out on the spot?" he was asked.

"The salmon packers this season are expecting and providing for a very small catch," was the reply. "as this is what is known as the 'lean year.' Should there, however, be a large run of fish, which is quite improbable, the packers would be unable to pack the fish, as they have only provided for a small catch, and tins could not be rushed up many miles to the factories at a moment's notice.

"At the head of the lake at Port Arthur and Fort William," says Mr. Eby, "the reports were most satisfactory. Trade, in the grocery business especially, has been good throughout the winter.

"With such favorable conditions for a bountiful crop this season and the general improvement in the methods of doing business, there should undoubtedly be good times in Western Canada this fall.

"Eby-Blain, Limited, have done a large business in Western Canada for over a quarter of a century, and while we think it is prudent to exercise caution for the present, we have the most unbounded faith in the future prosperity of that vast country."

The Uniform
High - Grade
Quality of

Ridgways TEA

has built up our reputation and steadily increased our business until now our sales amount to fourteen million dollars yearly, a fact that will prove RIDGWAYS TEA is a business-getter.

CANADIAN OFFICE: VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

OALDONIA MILLS

POT AND PEARL BARLEY FEED

John MacKay Limited - - - - - Bowmanville, Ont.

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

BODE'S CHEWING GUM

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

SUCHARD'S COCOA

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

H. CONSTANT

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

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

C. A. PARADIS, Quebec

NATION'S

SIMPLY DELICIOUS
In Packets and 4-oz. 8-oz. & 16-oz. Tins.



Agents: GREEN & CO., 25 Front St., E. Toronto
CARMAN-ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND



THE DOMINION WAFER CO.,
44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.
Telephone Main 1310.

They
Can't
Use
This
Signature.



W. K. KELLOGG

on a package is your absolute protection
in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Ban-
natyne St., Winnipeg, Man.

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



Our Orange Chocolate Cream Bar

Has made a distinct hit with the Canadian public. It is a delicious confection, and being saleable at a popular price it is in demand everywhere. Grocers handling the line are making good profits.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:

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



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

What Cocoa Are You Selling?

Not what cocoa are you KEEPING! To you, a cocoa or anything else is only so good as it SELLS. You can't keep

COWAN'S

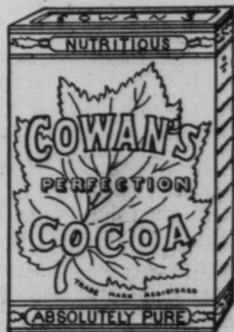
Cocoa and Chocolate

It sells everywhere — all the time

Long experience with the trade in Canada has taught us to produce cocoa and chocolate that

YOU CAN SELL

The Cowan Co., Ltd.



There are no strings to

"FORCE"

ANY grocer can sell "FORCE" but no grocer can make more on it than YOU do. Selling "FORCE" is straight, out-and-out business with **an average profit of 33 1/3% and one price to all.**

You don't have to study over half a dozen deals, schemes or plans to see where you come in. There's only one proposition and you get it.



HINTS FOR APPLE EXPORTERS

Nova Scotian, Who Has Been Studying British Market, Gives Suggestions for Improving Export Trade.

Howard Bligh, a leading Halifax produce merchant and shipper, returned recently from England, where he made a thorough study of the apple market with a view to getting information which would benefit Canadian exporters, particularly those in Nova Scotia. The suggestions he offers, however, will be of interest to fruit exporters and growers in all parts of Canada.

Must Grow Best Fruit.

"Every grower must do his utmost," says Mr. Bligh, "to grow the largest, cleanest, well colored fruit of best varieties that are wanted by the buyers and to cut out and top graft with best sorts, all inferior kinds that are now disliked by the buyers so that in time they will have the varieties that are wanted. Ben Davis, Talman Sweets, Grimes Golden, and Vandeveres, should be replaced by other varieties that are liked by the buyers. A very large quantity of Ben Davis are shipped each season to the other side, but this variety is getting more disliked by the English buyers every year.

"The fruit should be packed under the co-operative system, so as to guarantee quality, and also to put large parcels of any one variety on the market at one time and do away with the small parcels of so many different varieties as at present.

"Fruit growers should ship fruit only when it is matured and colored fit for shipment, and to ship in such quantities as the market requires, and not to overdo the business and crush prices. This is a matter that requires much experience, skill and good management

"Pack only No. 1 and No. 2 fruit except in seasons when the market will accept No. 3 fruit of best varieties at paying prices.

"Ship the different varieties of fruit in the proper season, and avoid putting on the market, before it is wanted, a variety not wanted until a certain time, or until the buyer is ready for that variety. We must not forget that the buyer is a most important man in this business, and it is to his wants that the growers and shippers must cater.

Growers Must Work Together.

"Growers must work together more in harmony and adopt means of packing their apples under one brand or mark which may be arranged by co-operative work so that they have parcels of bulk and quantity to attract

the buyers or speculators (if such are to be found) and thereby get best prices, or if shipped on consignment to the markets abroad, will bring top prices to the shippers, the buyers knowing the stock to be good and genuine.

Must Regain Buyers' Confidence.

"The speculator never can find, under our present system of packing such quantities of any one variety of apples under one mark such as he may want, and when he does speculate, he very seldom gets what he buys. This has virtually killed the buying by English merchants who have been buyers in the past and who would still be buyers if they can only get fruit that they can depend upon. This will prove a severe loss if we cannot regain these buyers' confidence.

"New markets should be found if possible and no doubt can be found if the business is managed properly. Every effort should be put forth by the different fruit growers' associations to urge the government to secure again the German markets for our fruit by getting the heavy duty that is now imposed upon our apples entering Germany reduced to the same, or lower, duty than the Americans pay at present."

INFORMATION THAT PAYS.

Carelessness in securing reliable information at the time an account is opened is frequently the cause of a loss to the merchant later on. The average merchant to-day keeps his accounts in much better shape than the man in the retail business ten years ago, but there is still much room for improvement in many cases.

As a bank demands the fullest particulars when lending money, even in cases where it holds security for the loan, so should the business man request his customers to tell him something about their personal affairs, before extending them credit, which is practically the same as loaning them money.

Oftentimes some merchants depend entirely upon their ability to read human nature. A respectable looking woman will apply for credit, give her name and address and state that Mr. So-and-So works for such-and-such a concern. An account will be opened, forthwith, whereas a little investigation may develop the fact that this party, although apparently well to do, owes a bill at some dry goods store,

has bought furniture on the installment plan and does not pay anything unless compelled to.

An up-to-date retail grocer in deploring recently this habit of carelessness, said, "I pride myself that I lose a smaller percentage each year from bad debts than the average merchant in my line. Of course, I get stuck occasionally, when sickness or misfortune overtakes a customer, but I am extremely careful in getting as much information as possible before any goods leave my store for a new customer. I don't trust to my memory, but have a regular printed blank which I fill out and keep on file, which reads as follows:

Name of customer
 Wife's name
 Address
 Owns property
 Formerly traded at
 Before that, traded at
 Husband is employed at
 Receives his wages (weekly or monthly)
 Expect that the account will run about
 Will settle (weekly or monthly)

"As a rule I ask a great many questions in addition to those enumerated on the above blank form, but this list gives me a pretty good basis to work on and I always hold a customer strictly to the terms agreed upon at the time the account is opened. I always try to find out the amount of wages the husband draws, but some families are a little touchy on this point, and as I fill out the blank in the presence of the customer, I know that some of them will hesitate about giving the correct amount of wages.

"I always make it a point to call up the different people with whom my customers have formerly traded, and as I am on comparatively friendly terms with the other business men of my city, I nearly always get the correct report of the customer's standing with them."

HOMELY TRUTHS.

Your influence in your store each day is an important element in your success or your failure.

The proprietor should be a helpful leader.

A cheerful "good morning" pushes the work along; a glum face retards it.

Show that you are blue or feeling out-of-sorts when you enter the store in the morning, and you have placed a handicap on the day's operations.

On the other hand, begin your day's work cheerfully, and you impart the same feeling with an equal amount of added ambition to the entire force.

OUR NOVA SCOTIA LETTER

New Wholesale Grocery for Truro—Embargo on Produce Vessels Dropped—
Iced Fish Cars for Fresh Shipments.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., May 23, 1908.

H. B. Cassidy, of Baird & Peters, St. John, was in Truro, N.S., several days this week. Baird & Peters intend opening a wholesale grocery business in Truro shortly. Mr. Cassidy, who has been connected with the firm for the past twelve years will manage the Truro business. This branch will be opened right away, as the firm have a building in sight that is centrally located. The new wholesale house will no doubt get a good share of the business of the town and surrounding country.

Hedley Richardson is fixing up the former Dakin store in Windsor, N.S., and thoroughly renovating it throughout. He will be ready for business next week, and has already secured a first-class line of groceries. Mr. Richardson is well known throughout Hants County, having been with Mr. Dodge in his Water St. store for several years.

E. L. Henry, formerly of Boston, who has been connected with the dairy and produce business in Prince Edward Island for several years, intends engaging in the same business in Sydney, C.B.

The vexed question of the licensing of produce vessels, which has formed the text for many discourses on the part of both consumers and wholesale dealers in Sydney, C.B., since the passage of the ordinance three years ago has been put at rest, for a time at least by an amendment recently introduced at a meeting of the city council. Under the amendment Prince Edward Island produce vessels or vessels for that matter from any other port may dispose of their wares without applying to the authorities for a license to do so. Previous to the passage of this amendment only the farmers or market gardeners who sold their produce were exempt from the embargo.

The Intercolonial Railway last week inaugurated an iced car service for fresh fish to Montreal and hereafter on every Tuesday a refrigerator car will leave Mulgrave, N.S., and another will leave Halifax. If there is not enough fish to warrant two cars being sent, the fish will be transferred to one car at Truro. This is the outcome of an arrangement entered into between the Marine and Fisheries Department and the I.C.R. The cost of the service is guaranteed by the Marine and Fisheries Department. This service will be of great benefit to the fish jobbers along the coast, as fresh fish will be landed in Montreal soon after being taken from the water.

The consumer received the welcome news this week of a break in the butter markets, and prices are now on a downward tendency. The decline in the local prices is about five cents per pound. The receipts of butter are increasing daily,

and the grocers are jubilant over the changed conditions. Creamery prints are quoted at 30 cents and solids at 25 cents. Dairy butter in small tubs is quoted at 25 to 27 cents, according to the quality. Some of the commission houses are buying butter in Montreal for local consumption, as prices there are lower than they are in this province.

Jobbers report a good demand for fruit and the market is well supplied. The pines received here this week were of a very fine quality, the best so far this season. The price ranged from 18 to 25 cents. The quality of the bananas was also improved and they are quoted at \$2 to \$2.50. Oranges are very firm. California navels are scarce and they are

quoted at \$3.50 to \$4. Jamaica's are worth \$6 and Valencia's range from \$5 to \$6. Lemons are quoted at \$2.75 for 380 count and coconuts are selling at \$3.50 to \$4 per hundred. Strawberries are coming down in price and this week they were quoted at 22 cents by the crate.

Vegetables are in brisk demand. Potatoes are quoted at \$1.65 to \$1.80 per bag, parsnips at \$1.75 per bag, beets at \$1.50 per bag and carrots and turnips at \$1.75 per bag. Egyptian onions are quoted at \$2.75 per bag of 120 lbs. Cucumbers are quoted at 8 cents each and rhubarb at 6 cents per lb. American cabbage has dropped 50 cents per barrel and this week is quoted at \$2.

Eggs are coming in more plentifully but the price holds very firm. Jobbers had expected a drop in the price this week, but so far there is no break. The general opinion prevails that eggs are too high for the season of the year. Nova Scotia eggs are quoted at 19 cents and Prince Edward Island at 18 cents.

TRADE NEWS OF NEW BRUNSWICK

Trade Improvement Expected Though Markets Are Quiet—Seed Markets
Cleaned Up—Good Prospects for Sardines.

(Special Correspondence to The Canadian Grocer.)

St. John, N.B., May 24.

The jobbers are looking for some improvement in trade now that the roads are drying up and are getting in better shape. Business has been fair but it is hoped it will be much better from now on.

The seed market, as far as the jobbers are concerned, is practically bare. It has been one of the best clean-up's the dealers have ever had. There is no alsike clover to be had while the supply of red and mammoth is limited to a few bags and timothy is practically exhausted. The reason for such a condition is attributed to the high prices which caused light buying and in consequence everything has been sold out and there will be no stocks carried over for next year.

The markets have been practically undisturbed during the past week, prices for the most part being unchanged.

Baird & Peters, of St. John, are still branching out. Their latest move is the opening of a branch in Truro, N.S. H. B. Cassidy, formerly one of their traveling salesmen, has been placed in charge of the branch.

This firm now has branches in Newcastle, Campbellton and Truro, with the central depot at St. John.

One of the most enterprising firms in the smaller towns of this province is that of Ritchie & Hardaker, of Chipman, Queen's County. The partnership is a new one formed to carry on the business hitherto conducted by Mr. Ritchie himself. They have just opened

a large new addition to the store and carry a full line of groceries as well as other goods usually found in a general store. The firm is also contemplating the opening of a branch at Minto in the fall.

George M. Byron, of Campabella, who was in the city last week, told The Grocer correspondent that a very successful season is being looked for in the sardine factories in his section. There is a big demand for sardines and lobsters are also being taken plentifully. The dealers are buying lobsters now at ten cents each and at this price the canners are kept busy.

Joseph Morgan, formerly a commission broker here, has engaged with the H. W. Cole Co. and will represent them through the Annapolis Valley and Digby neck territory.

J. Aubrey Upham, representing the St. Croix Soap Manufacturing Co., makers of Surprise Soap, has been in St. John recently making window displays and distributing new premium books. Mr. Upham has been all through the Maritime Provinces booming Surprise and the excellent window displays have attracted considerable attention and should result in an increased demand for the company's products.

John Turnbull, general manager of the Nasmith Company, Limited, bakers, Toronto, has withdrawn from that concern to enter business on his own account. H. C. Nasmith will be Mr. Turnbull's successor.

FRUITS, VEGETABLES AND FISH

Markets Very Active in Consequence of Warm Weather and Holiday Business
—New Lines of Fruit Arriving—Prices Generally Firm.

Strawberries

Have to arrive this week, one car each day of fine stock, the best that can be procured. They are Marylands, Delawares and Virginias. Prices will be some easier, will bill at lowest market prices.

Pineapple market is little higher on 24s, fruit is fine and demand heavy.

Have full supply of Oranges, Lemons, Cabbage, Cucumbers, Onions, Tomatoes, Asparagus, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO



QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

A splendid week's business was concluded on Saturday last in the different lines of fruit, vegetables and fish. The week was warm, the days were bright and sunny, and the advent of the first spring holiday—Victoria or Empire Day—put buyers in a good mood, and business went with a rush. Stocks were soon depleted and the dealers were jubilant, though rather afraid they could not meet the demand. Financial depression was not even breathed and the way money kept changing hands put the pessimist to rout. The best week of the spring augurs well for the opening of the fruit season, which in a short while will be on us with a rush. Canadian fruit and berries are reported to be coming along nicely, though a little backward owing to the rather chilly weather of the past month or so. The quality is said to be first-class and the quantity on the whole better than last year, while the dealers expect fully as good a season's business as a year ago.

MONTREAL.

GREEN FRUITS—Strawberries continue to be quoted at 17c to 19c, which is only a decline of one cent since last week. This is not according to predictions, as it was thought that our own crop, which it is expected will be very large, would have exerted a greater downward tendency on the imported fruit. Other fruits do not show any alteration in price.

Bananas, fine stalks.....	2 00	2 25
Cocoanuts, new, per bag.....	4 50	4 50
Lemons.....	1 85	3 00
Navel oranges.....	3 00	4 25
Florida oranges, box.....	3 50	3 50
Mexican oranges.....	2 50	2 50
Porto Rico oranges, box.....	4 00	4 00
Jamaica oranges, bbl.....	4 00	5 00
Valencia oranges.....	4 00	5 00
Pineapples, case.....	3 00	3 25
Grape fruit, box.....	3 25	3 25
Almeria Grapes, keg.....	6 00	6 00
Strawberries, qt.....	0 70	0 19
Apples.....	3 75	5 50
Bitter oranges.....	1 25	1 25
California Blood Oranges.....	3 00	4 25

VEGETABLES—The vegetable market is in a very transitory stage just now, a large proportion of the lines showing changes. Cabbages, Egyptian onions, parsley and California cauliflowers, are among those which have shown a decline, while celery, cucumbers, tomatoes and beans have gone upward. Trade is very fair in these lines.

Parsley, per doz. bunches.....	0 35	0 35
Sage, per doz.....	0 40	0 40
Savory, per doz.....	0 40	0 40
Cabbage, bbl.....	1 50	2 00
Turnips, bag.....	0 75	0 95
Celery, doz.....	0 75	1 50
Water cress, large bunches, per doz.....	0 75	0 75
Spinach, bbl.....	3 00	3 25
Green peppers, crate.....	3 50	3 50
Boston hot house cucumbers, basket.....	2 50	3 00
California asparagus, bunch.....	1 50	6 00
Potatoes, per bag.....	1 05	1 10
Sweet Potatoes, basket.....	3 25	3 25
Beets bag.....	0 75	1 00
Carrots, bag.....	0 60	0 75
Tomatoes, Florida, crate.....	4 00	4 50
Tomatoes, hot house, per lb.....	0 30	0 30
Spanish onions, small crates.....	0 70	1 05
Canadian onions, large crates.....	3 00	3 00
Onion onions, lb.....	0 08	0 08
Egyptian onions.....	0 02	0 03
Boston lettuce, hot house, per doz.....	0 25	1 00

Radishes, doz.....	0 40	0 40
Canadian parsley, doz.....	0 25	0 30
Mushrooms, per lb.....	0 05	0 05
Horse radish, per lb.....	0 15	0 15
Beans, green, basket.....	3 25	4 50
French beans, wax.....	6 25	6 50
Egg plant, doz.....	2 50	2 50
California cauliflowers, per crate of 16.....	1 50	4 00
New cabbage, crate.....	1 50	3 00
Florida Celery crate.....	2 75	3 00
New potatoes, per bbl.....	5 50	5 50

FISH—Haddock and shad have declined slightly in price this week, while whitefish has advanced a little, maximum price now reaching 11c. Brook trout are arriving more freely and the price is lower. There are no fresh B.C. salmon arriving yet, and the price continues high. Lake fish are now in better supply.

Fresh and Frozen Fish.

Brook trout, lb.....	0 18	0 18
Haddock, per lb.....	0 04	0 05
Fresh halibut.....	0 09	0 10
Mackerel.....	0 07	0 08
Dore, lb.....	0 04	0 06
Pike, lb.....	0 05	0 11
Whitefish, lb.....	0 05	0 08
Flounders, lb.....	0 15	0 15
Bluefish, lb.....	0 15	0 15
Shad, each.....	0 30	0 30
Striped Bass, lb.....	0 12	0 12
B.C. salmon, lb.....	0 09	0 10
Qualla Salmon, lb.....	0 07	0 08
Gaspe Salmon.....	0 80	0 32
Smoked and Salted—		
Haddies, boxes, per lb.....	0 07	0 08
Kippered Herring, 50 in box.....	1 00	1 10
Yarmouth Bloaters, per box.....	1 10	1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons.....	1 80	1 80
Skinless cod, 100 lb. cases.....	6 50	6 50
Strictly boneless pure cod, boxes.....	0 08	0 13
Boneless cod, 20 lb. boxes.....	0 05	0 05
Boneless fish, 20-lb. boxes, blocks.....	0 04	0 04
Boneless fish, 25-lb., boxes, per lb.....	0 01	0 01
Oysters and Lobsters—		
Malpeque, bbl, per imp. gal.....	5 00	5 00
Standards, bull, per imp. gal.....	1 50	1 50
Standards, quart tin, sealed.....	0 40	0 40
Paper pails, 100, pint size.....	1 10	1 10
100, quart size.....	1 50	1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl.....	3 00	3 00
No. 1 Mackerel, 20-lb. kits.....	1 75	1 75
Green cod, large, lb.....	0 04	0 04
Green cod, 1 lb.....	0 03	0 03
Labrador Salmon, 1-bbls.....	8 50	8 50

TORONTO.

GREEN FRUITS—A first-rate business was done during the past week and all the dealers are wearing smiles. A visit to the various fruit houses reveals the fact that most of the stocks were very much depleted the last few days of the week just closed and immediately preceding the holiday. New arrivals, however, are now coming in and the market has a bright and fresh appearance. Prices are fairly firm with a slight lowering tendency, and though some lines are easier than a week ago there is nothing in the drop to call for special comment.

Mediterranean fruit is arriving more freely, and berries are gradually working nearer home. This week the first Baltimore strawberries are expected in Toronto. California sweet oranges are fairly plentiful, but navels are becoming exhausted, especially is this so in the smaller varieties. Carload lots of pineapples, bananas and strawberries are arriving almost daily. Lemons are firm in price with a fair demand.

Oranges, Navels.....	3 25	4 00
Navels, small sizes.....	4 00	4 50
Valencias, half cases.....	2 50	3 05
Bahamas.....	2 00	2 20

Oranges, 5
" "
" "
Lemons, 1
Grape fru
Apples, N

Bananas
Bananas
Almeria
Tangerine
Pineapple
Strawberry
Rhubarb,
Cocoanut

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st-rate busi- ast week and g smiles. A it houses re- f the stocks he last few sed and im- oliday. New v coming in ht and fresh rly firm with and though a week ago to call forth

rriving more dually work- eek the first expected in oranges are s are becom- s this so in load lots of strawberries ily. Lemons r demand.

.....	3 25 4 00
.....	4 00 4 50
.....	2 80 3 05
.....	2 00 2 20

Oranges, Sorrento, half boxes	1 60	1 75
" Messina, Paterno, half boxes	1 60	1 75
" " Orala	2 00	2 00
" Blood, half boxes	2 00	2 00
" Blood, California	3 25	4 10
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messinas, new crop	2 50	3 00
Grape fruit, 46's 54's, 80's	5 00	6 00
Grape fruit Bahamas	3 00	4 10
Apples, No. 1 winter fruit, fancy spies	5 50	6 00
" " " extra	6 50	7 00
" No. 2	2 25	3 00
Bananas, Jamaica, eights	1 50	1 25
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, Jumbo bunches	2 00	2 25
Almeria grapes, per bag	5 50	7 00
Tangerines	3 00	4 00
Pineapples	2 75	3 20
Strawberries, qts	0 15	0 17
Rhubarb, Canadian per doz	0 15	0 25
Cocoanuts, per 100	4 75	4 75

VEGETABLES—Tomatoes are about the finest of the imported lines offered on the market and are of good quality. Florida tomatoes are still coming in, but the Texas variety will soon displace them, as that State has already supplanted Florida potatoes. Egyptian onions remain firm in price but Bermudas are a little easier. Large lots of cabbage are still arriving and appear to be of better quality than those offered a week ago. All the Canadian green lines are easier and are taking the place of imported greens. A few green peas are offered and no doubt will be easier in price with a more abundant supply. Cucumbers are arriving more freely, but the prices remain firm.

Celery, Canadian, per doz	0 35	0 40
Lettuce, imported	1 00	1 50
Lettuce, Canadian, doz	0 30	0 30
Cucumbers, Canadian, per doz	1 25	1 25
Cucumbers imported, per hamper	1 75	3 00
Tomatoes, imported, per crate	2 75	4 00
Mushrooms, per lb	0 35	0 85
Raishes per doz, Canadian	0 35	0 50
Spinach, Canadian, bush	0 50	0 75
Asparagus, Canadian, per dozen	0 75	1 50
Asparagus, imported, per doz	0 75	1 50
Beets, dozen bch	0 75	1 10
Carrots, dozen bch	0 75	1 10
Egg plant, case	2 50	3 10
Beans, wax, per bush	2 50	2 50
" white	1 75	1 75
" lima, per lb	0 16	0 07
Calliflower, per doz	2 50	2 50
Peas, new, hamper	1 10	1 10
New Brunswick Delawares, per bag	1 00	1 00
Potatoes, Canadian, per bag	5 00	5 50
Potatoes, new, bbl, Florida	1 40	1 40
Potatoes, new, Texas, bush	3 00	3 00
Potatoes, Bermudas, per bush	3 00	4 00
Sweet Potatoes (Jersey), per bbl	1 60	1 75
Onions, Bermudas, per 50 lb. crate	1 45	1 50
" per bag	0 15	0 15
" green, per doz, Canadian	3 70	3 25
Onions, Egyptian, per sack	1 75	2 00
Cabbage, new, per c ato	0 50	0 75
Carrots, Canadian, per bag	0 82	0 82
Carrots, new, per doz. bunches	0 41	0 41
Turnips, per bag	0 75	0 85
Parsnips, per bag	0 70	0 70
Parsley, per doz	3 50	3 50
Celery, Florida per crate	4 75	4 75
Celery, California, crate	0 06	0 07

FISH—A very fair business has been done and both supply and demand are keeping up well. The prices remain firm and unchanged. Sea salmon is expected to be on the Toronto market next week. This line is being sought after more frequently than perhaps any other line. At present but few persons can afford the luxury of sea salmon, the price being 35 cents per pound.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb	0 05	0 09
Herring, medium, per lb	0 05	0 10
Whitefish, Lake Erie	0 08	0 08
Cod, fresh	0 07	0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb	0 09	0 09
Oscoods, per basket	1 00	1 00
Halibut, fresh caught	0 10	0 10
Shredded cod, per doz	0 90	0 90
Live lobsters	0 18	0 18
Blindens, small white, per lb	0 07	0 07
Oysters, in shell, per 100	1 00	1 00
Haddock, fresh	0 07	0 07
Bloaters box	1 35	1 35
Lake Herring, 1 bbl	3 00	3 00

D. W. Lowe and S. Delaronde, jr., of the F. J. Castle Co., Ottawa, spent a few days in Montreal this week.

STRAWBERRIES

Headquarters for Delaware and Baltimore Berries, direct cars daily. Quality now fine and in good shipping condition. Orders filled promptly and at **LOWEST PRICE.**

WHITE & CO., Limited

TORONTO

Branch at Hamilton

Our Man on the Spot (Montreal) wires

"Have carefully examined Fremona cargo—"St. Nicholas" and "Home Guard" exceptionally superior November cut fruit.

W. B. Stringer & Co., Sole Agents, Toronto

FANCY RIPE

Pineapples, all sizes

Bananas, fat fruit

LOWER PRICES THIS WEEK also

FLORIDA TOMATOES, Fine Quality

CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON

GUELPH, ONT.

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

Classified Advertising

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

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

FOR SALE

FOR SALE—Second-hand National Cash Register, six drawers, used two years, in good condition, Bargain for cash. Apply to W. C. Latimer, Beaver-ton, Ont.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

FOR SALE—Grocery business in Cobalt, for cash. Made \$60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont.

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (116)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

MERCHANTS—Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

BUSINESS CHANCES.

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

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

\$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

\$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

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

WANTED.

WANTED—A computing scale that will weigh fifty pounds. Box 503, Havelock, Ont.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steam-fitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

CHALLENGES STATEMENT IN ADVERTISEMENT.

Editor Canadian Grocer:

In your issue of May 22 there appeared an advertisement signed, T. H. Estabrooks, of St. John, N.B. In it he stated, when alluding to "Red Rose" tea, that between the years 1896 and 1898 they had "a record of growth for twelve years that has never been equalled in the history of the tea trade."

We are rather tired of this kind of advertising, as we consider it is not according to facts, hence the following challenge:

We are prepared to devote \$1,000 to any charity to be named by Mr. Estabrooks, if "Salada" has not had a much larger increase in the period named.

Our \$1,000 is now ready to be put up on the instant, and our books open for examination. Mr. Estabrooks, if he intends to accept this challenge, must put up his \$1,000, and forfeit it if his printed statement is not correct. If his statement proves correct, we will forfeit our \$1,000. If this challenge is not accepted, the readers of your paper will understand what value there is to be placed on his future statements. We are quite willing to leave the matter entirely to any responsible firm of accountants in Toronto or Montreal, the editor of The Canadian Grocer to choose the firm, and we both to abide by their decision, the loser to pay all expenses.

The Salada Tea Company,
Toronto.

TAKING TRIP TO ENGLAND.

A. E. Carson, Canadian manager for Thos. J. Lipton, left last week on an extended business trip to England. He sailed from New York by the Lusitania on Wednesday and will proceed at once to the head office of the company at London where he will consult with Sir Thomas regarding the Canadian business. He will be absent about six weeks.

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

Ship your
DRIED APPLES
before warm weather sets in

O. E. ROBINSON & CO.
Established 1856
Ingersoll - Ontario

PINEAPPLES At their best now.

THE DAWSON COMMISSION CO., TORONTO

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY

WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD



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

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

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

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

Brunswick Brand

we now offer

NEW PACK Sardines



- 1/4 Oil Sanitary
- 1/4 Oil Hand
- 1/4 Mustard
- 3/4 Mustard

WRITE FOR SAMPLES

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

We Want Shipments

of all kinds of fruits, vegetables and produce. Best treatment and prices. Make enquiries of us. Best facilities in Ottawa Valley for handling your trade.

Also in a position to supply your wants at attractive figures in all imported lines.

DOMINION FRUIT EXCHANGE

52 Nicholas Street, OTTAWA

AUCTION 3 TIMES A WEEK.

WILSON'S FLY PADS

Are by far the most effectual fly killers made.
Your customers will require them. Keep a box on your
counter, and my advertising will sell them for you.

ARCHDALE WILSON, - Hamilton

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

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

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

*When writing advertisers kindly
mention having seen the advertise-
ment in this paper.*

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

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

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

No money required. We furnish capital.

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

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

GROCERY FACTS.

Information of Value to Grocers and Clerks.

The Manufacture of Vanilla—The vanilla used in this country comes mostly from Mexico in the form of long, brown, polished beans, which are tied up in bundles which weight about one-half to a pound and which are kept in air-tight packages so that the rich aroma will not be dissipated. This particular rich aroma, characteristic of the vanilla, is developed by a complicated process of fermentation.

The beans are first stored away under cover until they begin to shrivel and then they are "sweated" by being heated. After that they are enclosed in air-tight boxes over night. After two or three days of this treatment the beans become brown and have a moist appearance. Then they are exposed for a long time, sometimes several months, to the sun to dry before they are packed into little bundles and shipped to the United States. The Cooking Club describes one method of manufacture, as follows:

At the extract manufactory the beans are first run through a chopping machine, which turns them into something like mince meat. Each extract maker has his secret formula of mixing the "charge" before it is thrown into a large kettle, but a quantity of the best lump sugar is mixed with the other ingredients. In the kettle the temperature is gradually raised to the boiling point, where it is kept for about forty-eight hours. The sugar absorbs the aroma to a large degree, and when the charge is taken from the kettle it resembles coffee grounds after the liquid coffee has been poured off.

A certain amount of the "charge" is poured off into a keg having a capacity of about twenty gallons, five gallons of deodorized spirits are added, and then it is placed in a store-room with others just like it. The date of entrance is labeled on each keg, and at the end of a year, during which time the alcohol absorbs the vanilla from the sugar and bits of chopped beans, the material is ready for the next process.

The vanilla liquor, as it is called, is forced through an ordinary filter press, where the impurities are removed, the dark brown colored stream flows from the press, and that is the pure vanilla extract, which is kept for a day or so in tin tanks, and then is drawn off to be bottled in the little, slim four-sided bottles which are such familiar objects in kitchen pantries.

Mangoest. The word mango is from manga, the Malay name for the mang tree, or *Mangifera indica*, of which there are a great many varieties, differing in the shape, size and flavor of the fruit.

The trees usually grow 40 to 50 feet high in the East and West Indies, something like chestnut trees, and are cultivated in most hot climates.

The fruits, mangoes, are of pear or kidney shape, resembling the plantain,

orange colored, and almost covered with small black spots when ripe, and varying in size from a hen's egg to that of a goose. Each fruit contains a large flat stone, with a nutritious kernel inside.

Some kinds of mangoes are fibry and inferior, with a flavor of turpentine; but the best are very luscious, pulpy, and eat like apples.

The Origin of Sausage.—The sausage dates back to the year 897. It has been asserted that the Greeks in the days of Homer manufactured sausages, but this prehistoric mixture had nothing in common with our modern product.

The ancient so-called sausage was composed of the same materials which enter in the make-up of the boudin of the French market and the blood pudding of the French-Canadian. The ancient sausage was enveloped in the stomachs of goats. It was not until the tenth century that sausage made of hashed pork became known.

It was in or near the year 1500 that, thanks to the introduction into Germany of cinnamon and saffron, the sausages of Frankfurt and Strasburg acquired a universal reputation.

CHANGES IN WEST INDIAN FIRM

Letters received this week from Port of Spain, Trinidad, note the death in London, on May 1st, of George Frances Bushe, a leading member of Gordon, Grant & Co. Reginald E. Harriss has withdrawn from the firm and the powers of procreation granted to H. F. Smith and Wm. Hadden will be exercised by them severally, while the same authority has been extended to Alexander Rae and A. S. Jardine jointly.

C. A. Cole, of the Caledonia Springs Co., was in Montreal last week for a few days.

Handle

OLD CHUM
Cut Plug
Smoking
Tobacco

It's a Trade Bringer

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow, Scotland

Display a Few Boxes of the

5c. CHAMPLAIN 5c.
CIGAR

and watch your sales jump.

The cigar is right. Your profit is right.

The Tercentenary is working for your benefit.

JOS. COTE, QUEBEC

Importer

Established 1887

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

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

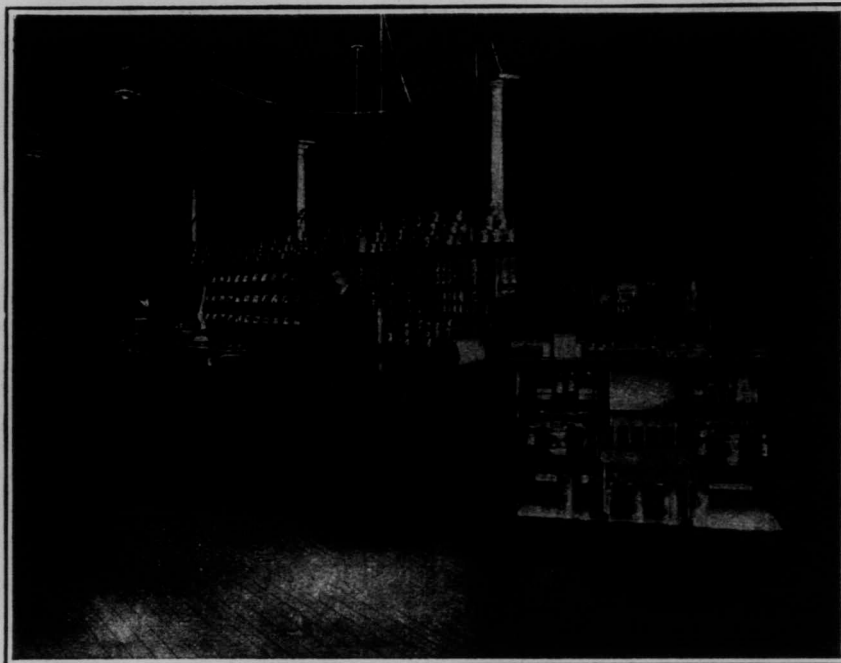
Already a Big Seller

Sold by all the Wholesale Trade



It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

WALKER BIN FIXTURES



The manager of a large Western Departmental Store shown above writes:—

“They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them . . . We consider the money put into them a splendid investment.”

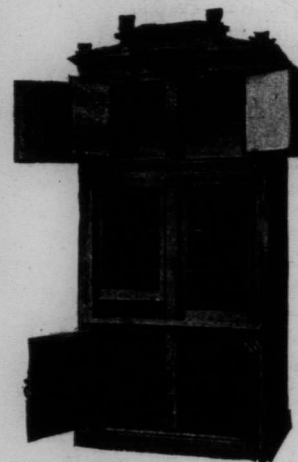
Write for Illustrated Catalogue: “Modern Grocery Fixtures.”

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of
Modern Store Fixtures

Berlin, Ontario

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



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

IF DROPPING WATER



Wears away the hardest stone, what are the petty, annoying details of your business doing to you?

ALLISON Coupon Books

eliminate nine-tenths of the causes of friction between you and your customers by removing the cause.

THE PLAN

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

Allison Coupon Co.

INDIANAPOLIS, IND.

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

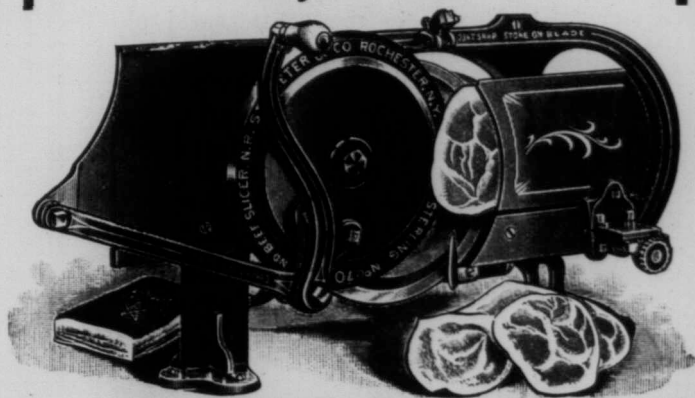
and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

The Ends of the Meat Will Pay for It



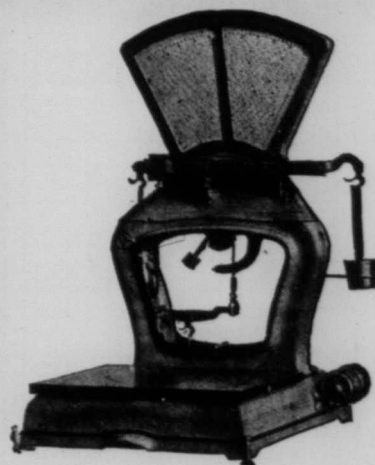
THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. Brantford
CANADIAN AGENTS



NO. 70 MODEL

BEFORE
YOU
BUY
A
COMPUTING
SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.



Star Ammonia is a powder, nothing to freeze, ships at any temperature, you can replenish stock at any time.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS
ELGIN, ILLINOIS, U.S.A.



General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

HAVE YOU BOUGHT YOUR AWNING?



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The Milliner: A Monologue.
Jim Cradlebaugh: Headliner.
The Enlistment of the Long Reach Men.

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West of To-day Building for West of To-morrow.
The Richest Coal Baron in the Dominion.
Some Methods of Distributing Profits.
The Fertility of the Great Hinterland.

Science and Invention

What the Genius of One Man Has Accomplished.
The Righteousness of Doctor's Bills.

Political and Commercial Affairs

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Get This Kind of Trouble.
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The First Public Ownership Candidate.

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Canadians Who Are Doing Things, and How.
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QUOTATIONS FOR PROPRIETARY ARTICLES

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

Table with columns for 'Baking Powder', 'Diamond', 'Imperial Baking Powder', and 'Cases'. Includes prices for various sizes and brands like W. H. Gillard & Co.

Table for 'MAGIC BAKING POWDER' showing prices for different sizes (5 doz, 6 doz, etc.) and cases.

Table for 'ROYAL BAKING POWDER' listing prices for various sizes and cases.

Table for 'CLEVELAND'S BAKING POWDER' with prices for different sizes and cases.

Table for 'Crown Brand' baking powder, listing prices for 1 lb tins and cases.

Table for 'White Swan Baking Powder' showing prices for 1 lb tins and cases.

Table for 'Keen's Oxford' and 'Gillett's Mammoth' brooms, listing prices per dozen.

Table for 'Nelson's' brooms (Fanny, Shamrock, Thistle, Daisy, Special 25, Bamboo A, B, C, D, E) with prices per dozen.

Table for 'Wheat OS' and 'Meat of Wheat' products, listing prices per bag or case.

Table for 'Pancake Flour' and 'Pastry Flour' with prices per dozen.

Table for 'White Swan Wheat' products (Kernels, Flaked Rice, Flaked Peas) and 'Unsweetened Cocoa'.

Table for 'Perfection' cocoa and 'London Pearl' products, listing prices per box or tin.



Agents, O. E. Colson & Son, Montreal. Agents, R. S. McIndoe, Agent, Toronto.

Table for 'Sweet Chocolate' products (Queen's Dessert, Vanilla, Parisian) listing prices per box.

Table for 'BENSODOR'S COCOA' and 'JOHN F. MOTT & CO.' products, listing prices per tin or box.

Table for 'Mott's breakfast cocoa' and 'WALTER BAKER & CO.' products, listing prices per box.

Table for 'CANADIAN COCOANUT CO.' products, listing prices for various cocoa packages.

Table for 'Cocoa' products, listing prices for 'White Moss' and 'White Swan' brands.

Table for 'Best Shredded', 'Special Shred', 'Ribbon', 'Macaroon', 'Desiccated', and 'White Moss' products.

Table for 'Condensed Milk' products, listing prices for 'Jersey Cream' and 'Reindeer' brands.



Table for 'Coffee' products, listing prices for 'Club House', 'Nectar', 'Empress', etc.

Table for 'Golden Rio' and 'Gold Medal' coffee products, listing prices per tin.

Table for 'Patterson's "CAMEL" COFFEE ESSENCE' and other coffee products.

Table for 'Moco's', 'Damasco', 'Calro', 'Sirdar', and 'Old Dutch Rio' coffee products.

Table for 'Cafe des Epicures' and 'Cafe l'Aromatique' coffee products.

Table for 'THOMAS WOOD & CO.' coffee products, listing prices for 'Gilt Edge' and 'Canadian Souvenir' brands.

Table for 'Cheese' products, listing prices for 'Imperial' and 'Imperial holder' brands.

Table for 'Confections' products, listing prices for 'Cream Bars', 'Milk Chocolate Sticks', etc.

Table for 'Coupon Books' and 'UN-NUMBERED' products, listing prices per book.

Table for 'Cleaner' products, listing prices for different sizes and quantities.

Table for 'Extract of Beef' products, listing prices for 'Vita' and 'LAPORTE, MARTIN & OIE, LTD.' brands.

Table for 'JELL-O ICE CREAM POWDER' listing prices for various quantities.

Table for 'Assorted Case' and 'Infants' Food' products, listing prices per case or tin.

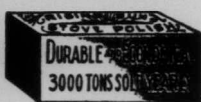
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STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
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THOMAS J. LIPTON
Prices on application.

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7 and 14-lb. wood pails, per lb. 07
30-lb. wood pails, per lb. 06 1/2
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1-lb. tins, 3 doz. in case per lb. 07 1/2
7 and 14-lb. wood pails, 3 pails in crate per lb. 07
30-lb. wood pails, per lb. 06 1/2
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Strawberry (Straight) Contains 2 doz., \$1.80
Chocolate (Straight) Contains 2 doz., \$1.80
Cherry (Straight) Contains 2 doz., \$1.80
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Cartons each 1 doz.
Cases each 12 cartons, per gross, \$10 50
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4-bbls. 0 10
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30-lb. Pails, 2 05
30-lb. tins.. 1 95
Cases 3-lb.. 0 10 1/2
" 5-lb.. 0 10 1/2
" 10-lb.. 0 10 1/2



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Dulce large cent sticks, 100 in box....

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1 case of 4 doz. \$3 50
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Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
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2-lb. " " 2 20
4-lb. tins, " 4 65
7-lb. " " 7 35
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2-lb. " " 3 10
7-lb. tins, " 8 25



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Prices on application.

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" 1-lb. jar, per jar. 0 35
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" 1-pia. 24's 35

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No. 1, cases, 50 1-lb. packages, \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
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 Quality

4 Cr. Layers
 Selected
 Fine Off-Stalk

They will please you.

Packed by
Mahiques, Domenech & Co.

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Royal Baking Powder Co., New York
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McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.
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Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.
- Fluid Beef**
Bovril Limited, Montreal.
- Foreign Importers**
Scott, David, & Co., Liverpool, Eng.
- Fruits—Dried, Green, and Nuts**
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dominion Fruit Exchange, Montreal.
Gillard, W. H., & Co., Hamilton, Ont.
Kinneer, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
- Gelatins**
Cox, J. & G., Edinburgh, Scotland.
- Grain, Flours and Cereals, Seeds**
Battle Creek Toasted Corn Flakes Co., London, Ont.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Greig, Robert, Co., Toronto.
H-O Co., Hamilton, Ont.
Harty, J. B., Pictou, N.S.
Nicholson & Bain, Winnipeg.
Paradis, O. A., Quebec
- Grocers—Wholesale**
Balfour, Smye & Co., Hamilton.
Bell, Thos., & Sons, Montreal
Boyd Co., Port of Spain, Trinidad
Ozo Co., Montreal.
Carter, S. J. & Co., Montreal.
Casson, John, & Co., Toronto
Chaput Fils & Cie, Montreal
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. F., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie, Montreal
Kinneer, T., & Co., Toronto.
Laporte, Martin & Co., Montreal
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
- Grocers' Grinding and Packing Machinery**
Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago
Woodruff & Edwards Co., Elgin, Ill.
- Ice Cream Powder**
Genesee Pure Food Co., Leroy, N.Y.
Mace, A. H. & Co., Montreal.
- Infants' Foods**
Keen, Robinson & Co., London, Eng.
- Jams, Jellies, Etc.**
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
- Smith, E. D., Winona, Ont.
Sugars & Cannery, Ltd., Montreal
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.
- Labels**
Stecher Litho. Co., Rochester, N.Y.
- Jelly Powder**
Genesee Pure Food Co., Leroy, N.Y.
Greig, Robt. Co., Toronto.
Imperial Extract Co., Toronto.
- Lamps, Etc.**
Ontario Lantern & Lamp Co., Hamilton
- Manufacturers' Agents, Brokers and Commission Merchants**
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bligh, Howard & Sons, Halifax.
Bunnell & Lindsay, Winnipeg
Carmen, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal
Cawson & Co., St. John, N.B.
Junn, Wm. H., Montreal and Toronto.
Evans, F. G., & Co., Vancouver, B.C.
Foley, F. J., & Co., Edmonton, Alta.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfld.
Millman, W. H., & Sons, Toronto.
Morin, C. A., Montreal.
Nicholson & Bain, Winnipeg.
Richards, S. C., Winnipeg
Rutherford, Marshall & Co., Toronto.
Ryan, Wm. Co., Toronto.
Snowden, J. Walter, Montreal.
Strang Bros., Winnipeg, Man.
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.
Watt, John J., Toronto
- Matches**
Improved Match Co., Montreal.
- Meat**
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W. Co., Montreal
Lytle, T. A., Co., Toronto.
Wagstaffes, Limited, Hamilton.
Wetley J. H., St. Catharines.
- Nutmegs**
Binks, Chas. H., & Co., Montreal
- Oil**
Queen City Oil Co., Toronto
- Patent Medicines**
Mathieu, J. L. Co., Sherbrooke, Que.
- Pass Books, Etc.**
Allison Coupon Co., Indianapolis, Ind.
- Pickles, Sauces, Relishes, Etc.**
Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal
Paterson's—Rose & Laflamme, Montreal.
Purnell & Panter, Ltd., Bristol, Eng.
Rowat & Co.
Taylor & Pringle, Owen Sound, Ont.
- Poison, Fly**
Wilson, Archdale, Hamilton, Ont.
- Polishes—Metals**
Oakley, John, & Sons, London, Eng.
Nickle Plate Stove Polish Co., Chicago
- Polishes—Shoes**
Dalley, F. F. Co., Ltd., Hamilton, Ont.
Packard, L. H. & Co., Montreal
Whittemore Bros. & Co., Cambridge, Mass.
- Polishes—Stoves**
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Oanton, Mass.
Nickle Plate Stove Polish Co., Chicago
- Potted Meats, Fish, etc.**
Clark, Wm., Montreal.
Cunningham & D'fourier Co., London, England.
- Poultry and Game**
Poulin, P. & Co., Montreal
- Printing**
Barnard Frank H., Toronto.
- Refrigerators**
Eureka Refrigerator Co., Toronto
Fabien, O. P., Montreal
Hillock, John, & Co., Ltd., Toronto.
- Salad Dressing**
Horon-Cato Co., Windsor, Ont.
- Salt**
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham
Toronto Salt Works, Toronto.
Varret, Stewart & Co., Montreal.
- Soap**
La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Taylor, John & Co., Toronto.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.
- Soda—Baking**
Church & Dwight, Montreal.
- Starch**
Edwardburg Starch Co., Cardinal, Ont.
Storage and Warehousing
Dominion Warehousing Co., Montreal
- Store Fixtures, Show Cases, Etc.**
James J. Howell, Toronto
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- Sugars, Syrups and Molasses**
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String Bros., Winnipeg, Man.
Dominion Molasses Co., Halifax, N.S.
Edwardburg Starch Co., Cardinal, Ont.
Girard, P. J., Richmond, Que.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Sugars & Cannery Ltd., Montreal
Tippet, A. P., & Co., Montreal.
- Tacks**
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- Teas, Coffees, and Spices**
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Brayley & Co., Montreal.
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Chase & Sanborn, Montreal
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, E., & Sons, Glasgow, Scot.
Ridgways, Ltd., Vancouver, B.C.
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.
Wood, Thos., & Co., Montreal.
- Veterinary Remedies**
Young, W. F., Montreal
- Vinegar and Cider**
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Midland Vinegar Co., Birmingham and Toronto
Parnell & Panter, Ltd., Bristol, Eng.
- Washing Compound**
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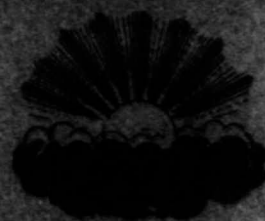


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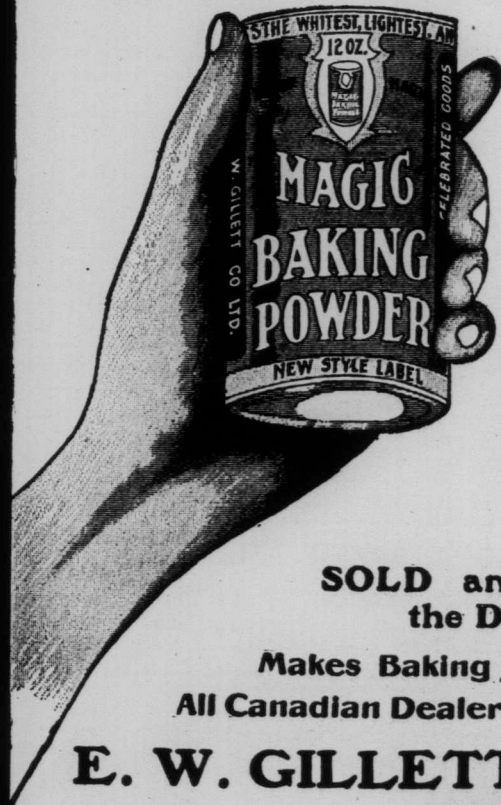
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