

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, MARCH 8, 1907.

NO. 10.



The hall mark of a good grocery is the sale of

Keen's Oxford Blue

FOR SALE BY
ALL JOBBERS.

Besides this there is a satisfactory
guarantee to your customers that they
are always getting THE BEST BLUE.

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



The life of the finest selected Corn has been extracted to produce
the delicious and healthful

"CROWN" BRAND TABLE SYRUP

PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brls., $\frac{1}{2}$ Brls
5 " " " 1 " "	Kegs and Pails.
10 " " " $\frac{1}{2}$ " "	
20 " " " $\frac{1}{4}$ " "	

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

Your most particular trade will thank you
for calling their attention to it. Ask your
jobber for "Crown Brand."

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

35 Front St. East
TORONTO, ONT.

Works,
CARDINAL, Ont.

164 St. James Street
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 72

C & B Methods

of manufacture, and the close attention to detail which enters into every process, are responsible for the absolutely uniform and unvarying high quality of their goods. Every minute detail is thought out and studied; every new process which shows promise of improving quality — irrespective of the cost of production — is tested and investigated; in fact, day in and day out C and B are ever striving to improve goods which are now admittedly as perfect as modern methods can make them. This close attention to detail is one of the many reasons why you should stock and why you will readily sell if you do stock C and B products.

CROSSE and BLACKWELL

SOHO SQUARE, LONDON, ENGLAND. LTD.

AGENTS,

C. E. COLSON & SON

MONTREAL.

SPECIAL LINES FOR SPRING MONTHS—

Preserved Gingers—China Ginger, Crystallized Ginger,

Ginger Chips, and Sweet Stem Ginger.

ORDER NOW

"Thistle" Finnan Haddies

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

Packed in Scotland.

Distinguished from all others because **REAL HADDIE**. Many times better than any other packed because not cheap mixed fish. An honest production from best material. Palatable, wholesome. Keep perfectly in any climate. "The Haddie that draws trade and holds it."

Hannah's Pickles

Sold by leading wholesalers.

A. P. TIPPET & CO., Agents

Montreal.

Toronto.

Fry's Cocoa.

Absolutely Pure Cocoa with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

Sold by leading wholesalers.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOES, W. I.

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

CALGARY

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

HALIFAX, N.S.

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

MONTREAL.

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

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

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

REGINA.

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

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

TORONTO.

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

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

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

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

TORONTO.

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

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

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

VANCOUVER.

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

WINNIPEG.

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

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

(Continued on page 4).

We can make it worth your while
to send us your orders in all lines of

FISH

ESPECIALLY ON

WHOLE SKINLESS CODFISH 50 and 100-lb. cases.

Also "**Duff**" brand **LABRADOR HERRINGS** half-barrels.

We have a limited quantity of **FALL CAUGHT TROUT**

Special price f.o.b. Midland

SEND US YOUR ORDERS.

PRICES AND QUALITY GUARANTEED.

A RATTLING GOOD LEADER - is our

"SPECIAL" in a JAPAN TEA to sell at 25c.

Drop us a card for Samples and Quotations

The **EBY, BLAIN CO., Limited**

Wholesale Grocers

TORONTO

YOU CANNOT AFFORD

To overlook the increasing demand for

BLUE RIBBON TEA

The reason is simple - **QUALITY TELLS**

It's a trade winner, order a case and be convinced of our
statement.

Blue Ribbon Tea Co. Limited,

12 Front Street East,
TORONTO

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

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

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

Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

W. A. TAYLOR

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

STUART WATSON & CO.

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

ASHLEY & LIGHTCAP

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

ESTABLISHED 1887.

JOSEPH CARMAN

Wholesale Grocery Broker and Commission Merchant
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COM-
MISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

QUEBEC PROGRESS

If you want reliable and aggressive representation of the jobbing and leading retail trade of Quebec it is to your interest to write
J. P. THOMAS,
Everything in Groceries handled. Quebec

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

GENERAL AGENTS

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

We Write Ads.

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

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

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



This design a guarantee of quality.

CANADA PAPER CO., LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

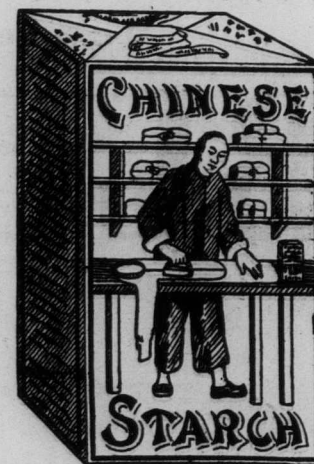
CALGARY, ALTA.
HALIFAX, N.S.
OTTAWA, ONT.

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

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

MONTREAL, QUE.
TORONTO, ONT.

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



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

Write for prices and sample package

CHINESE STARCH

OCEAN MILLS, MONTREAL

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

CATSUPS

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

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

QUALITY DID IT

CANADIAN CANNERS,
LIMITED

SOAP PROFITS

A good soap that pleases your customers and shews you a good profit is the soap for you to push.

Have you ever figured out ?

THE PROFIT YOU MAKE

— on —

SUNLIGHT and LIFEBUOY SOAPS

1	case	lots	cost	you	\$4.00	per	case	and	sell	for	\$5.00,	shewing	25%	profit
5	"	"	"	"	3.90	"	"	"	"	"	5.00	"	29%	"
25	"	"	"	"	3.70	"	"	"	"	"	5.00	"	35%	"

We Offer \$5,000 Reward

to anyone who can prove that Sunlight Soap contains any form of adulteration.

We would like to show you over our factory at any time.

We claim we have the cleanest and best arranged Soap Factory on the Continent of America.

Pay us a visit and see for yourself how a pure soap is made.

Lever Brothers, Limited, Toronto

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BLACK—GREEN—MIXED

The steadily growing and substantial increases for the past 15 years in the sale of "SALADA" Tea can be attributed to no other possible cause than its incomparable sterling worth.

The increase in sales for the first 9 weeks of this year over the corresponding period of 1906 is in excess of **31%**

Thousands of wide-awake dealers are cheerfully sharing in this profitable sale to the exclusion of all other brands.

WHERE DO YOU STAND?

"SALADA" Tea Co., Toronto, Montreal

Away back in the year **1852** the manufacture of "GILLETT'S GOODS" was begun, in a small way to be sure, but with the determination to manufacture only pure and wholesome food-products. Grocers everywhere know that this is still maintained in

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



Merchants Should Recommend food-products that are produced in clean factories.



"Sterling"

Brand

Pickles

This is a brand of pickles you can safely bank on at all times. The most particular customer of the most high-class grocer will find these pickles measure up to all requirements.

The T. A. LYTLE CO.

Limited

TORONTO,

CANADA



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

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

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

National Licorice Co.
Brooklyn, N.Y.

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

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

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

Put up solely by

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

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

All
Valencia
Raisins
packed by

MAHIQUES DOMENECH & CO.

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

"M. D. & Co." Special
Fancy Quality
"W. Abel" Standard
Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

**HIGH
LOW**

**QUALITY
PRICE**

The unanimous verdict
of users of

**Paterson's
Sauce**



Rose & Laflamme

Agents

MONTREAL

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

George Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone, Main 6285

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

THE CANADIAN GROCER

CANNED

LOBSTER

Stocks are getting pretty closely cleaned up and **good packs** will shortly be unobtainable. We have a limited quantity of best pack, which we offer subject to being unsold.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

Credit and Money

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

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

Windsor Salt

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



VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.

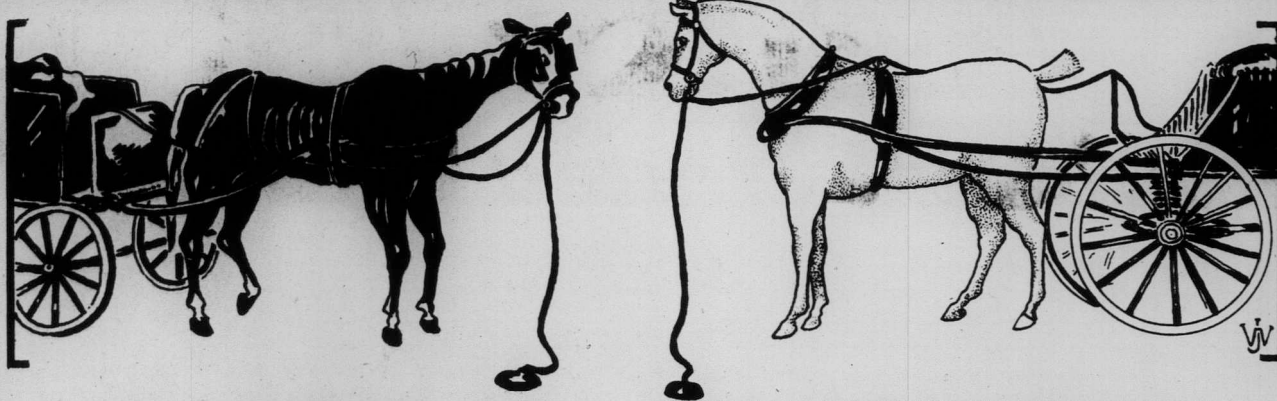
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

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

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

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



IT MAKES ALL THE DIFFERENCE

PRATTS FOOD is invaluable for Horses in the hard, tough work of this season. Feed **PRATTS** to your horse and see how healthy he will be, how faithfully he works and with what energy he hauls his load.

PRATTS FOOD is equally good for Dairy Cows, Hogs, Sheep and Poultry. Fed regularly it makes all the difference between Profit and Loss. Tell this to your customers. Show the goods and see how your sales will grow.

It Will Pay You to Push Pratts Food. Drop a Line Asking For Our Special Advertising Offer.

Pratts Veterinary Remedies are all sure, safe and quick, in effective results.

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

JOHN TAYLOR & COMPANY
TORONTO

TAYLOR'S
BEST

Well
Advertised
Order
Now

It's
Pure
That's
Sure

BORAX SOAP

LOWEST PRICE—HIGHEST QUALITY

We'll protect **YOUR PROFIT** and you'll make more by pushing our Best Soap and please all your customers because it

"SOFTENS WATER" and {"WASHES EASIER"

EDMONTON

and the enormous territory for which it is the distributing centre is developing faster than any other section of this continent.

Edmonton's Building Record

for 1906, places it in 5th place on the list of Canadian Cities

Clearing House Returns

give Edmonton 13th place. It is rapidly climbing up

DO YOU WANT TO SHARE THIS TRADE?

Premises to Let—Consignments Received for Storage and Distribution

Best Storage in the West—on spur track in the wholesale centre

F. T. FISHER

Drawer 14

Edmonton, Alberta

Established 1882

Canadian, United States

and

Foreign Manufacturers

The Strongest Proof

of our motto "**Push Counts**" is evidenced by the enormous increase in our business in 1906 both at **Winnipeg** and **Calgary**. We cover the Great West from the lake front to the Rocky Mountains and sell every jobbing house in this territory. We are always open for reliable accounts, if you are not represented in **Winnipeg** or **Calgary**, write us; we have in **Winnipeg** and **Calgary** large and commodious track warehouses; can distribute your cars; or store your goods at reasonable rates: your enquiries promptly answered.

Yours truly,

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

WINNIPEG

and

CALGARY

DA

Fine

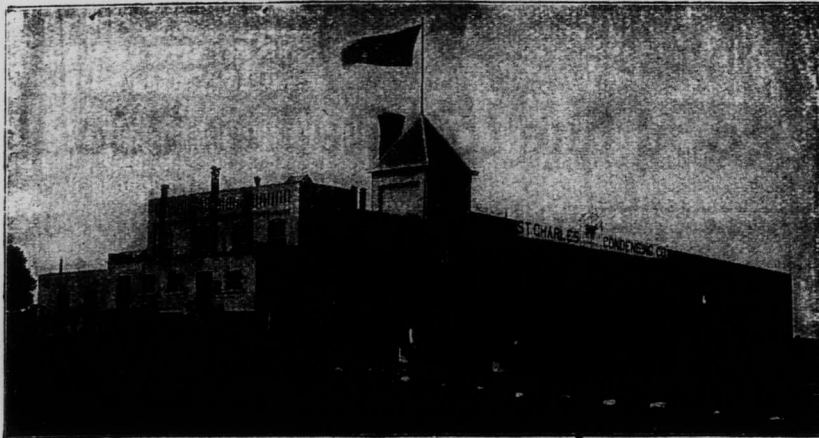
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96 St.
Borrom

Agents for On
Messrs. W
Agents for Qu
Messrs. F



TO BE
WHO



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.

Established Over 50 Years

DARLING & BRADY

Manufacturers of

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

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles - Montreal
Borromee Street.

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

WHY BUY RUBBISH?

WE OFFER:

500 cases finest Red Sook Eye Salmon, equal to anything packed, at \$1.60

TRENOR'S BLUE EAGLE

Selected and Layer Valencias at Rock Bottom Prices

CANADA'S PRIDE

**Tomatoes
Corn and
Peas**

WRITE FOR QUOTATIONS

William Galbraith & Son

68 McGill Street, Montreal

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

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL
WHOLESALE

THOS. SYMINGTON & CO. - EDINBURGH

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

Ceylon Japan Tea

We have a good line to retail at 25c. lb.

Thomas Kinnear & Co.

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

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA



Vinegar that is always **PURE MALT VINEGAR**
is PURNELL WEBB & CO.'S

Brewed from the Finest Grown English Malt.
Unequaled for Table Use.

Purnell Webb & Co., Limited, Bristol, England
Founded in the year 1750

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, ST. JOHN, N.B.
H. HAZARD, CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., 26 St Peter St., QUEBEC.

O. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, 27 Front Street East, TORONTO.
BICKLE & GREENING, HAMILTON, ONT.
J. CARMAN, 722 Union Bank, WINNIPEG, MAN.
C. E. JARVIS, & Co., VANCOUVER, B.C.

TO MANUFACTURERS !

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

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

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

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

VANCOUVER, B.C.

Grocers, Attention!

You all admit that your tea trade is by all odds the most important part of your business. It is not a wise policy to slight any article in the **Grocery Calendar**; but the man who slights his tea counter invites commercial disaster. Since it is so necessary to push good teas most grocers push

Ceylon Teas

thus assuring a constantly increasing profit and a lasting reputation at the same time. A constantly increasing profit because every ounce of **Ceylon Teas** gives the utmost satisfaction and you cannot possibly sell Ceylon without advertising your business. Is it worth while being in the **Grocery business** unless you feature **Ceylon Teas**?

Diamond E. Blend Coffee

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

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

S. H. EWING & SONS, MONTREAL

*Come-again
Customers.*

These are the people you want to please — the good sound steady folk that are the backbone of your business. Don't disappoint them when they ask for—

**"CAMP"
COFFEE**

Give every customer the opportunity of learning how really excellent is this — the best of bottled Coffees Remember there are others eager to sell "Camp" —keep even with them.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
**ROSE & LAFLAMME,
MONTREAL.**



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your order if you are looking for the real article in sardines. You will be interested in hearing that we have just received a special shipment of

Alibert Sardines

This is the lot we've been telling you about. Need we tell you again that they are the best article on the market? Hardly. You know it yourself if you have ever sold Alibert Sardines.

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

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

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

SPECIALS

3 lb. Strawberry Beets, fine for Salads, - - 1.10
 1 lb. Solid Pack Preserved Strawberries, - - 1.60

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MARMALADE SEASON

Wagstaffe's Orange is all Marmalade, 1 lb. glass, 2 lb. and 5 lb. tins
 Wagstaffe's Fig and Lemon is appetising.
 Robertson's Orange, Green Fig, Pineapple, Ginger and Ginger and Fig Marmalade
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SALAD SEASON

Vestal Pure Olive Oil, qts., pts., hf-pts., the finest quality
 Crosse & Blackwell
 Barton & Guestier, qts. and pts.
 Prices, qts. and pts.

Special Attention to Mail Orders.

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BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

It Really is Refreshing

in these days of adulteration to get something absolutely pure and as represented.



We guarantee our

Maple Syrups and Sugars

absolutely the pure extract of the maple trees of Quebec, the sugar-making centre of the world.

Our Syrups "Pride of Canada," "Pride of Quebec" and our Sugars and Creams will make you well-pleased customers.

THE MAPLE TREE PRODUCERS' ASSOCIATION
WATERLOO, P.Q.

Seasonable Sellers

There is a time for everything—a season for every commodity. This is the season when

Mathieu's Syrup
 of Tar and Cod Liver Oil

sells very quickly and in very large quantities, because as a cure for Coughs, Colds, Grippe, Bronchitis, and all affections of the chest and throat it is unexcelled. It is a family remedy throughout Canada and is well advertised.

Send your order to-day for another supply.

Every season is the headache season, and Mathieu's Nervine Powders sell through every season.

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

For sale at all druggists and general stores.

**Seasonable Fruits
of Exceptional Quality.**

Paradise and Haycastle Currants, choicest productions from Greece's most favored district. Cases and $\frac{1}{2}$ cases.

"Santa Clara," "Oregon" and "Italian" Prunes, ranging from 30/40s to 90/100s, in 25 and 50-lb. boxes.

Our fruits are always **RIGHT**
in price and quality.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

**THE
CANADA SUGAR REFINING CO.**

LIMITED

Montreal

The land where the best tea
is grown is

Japan

Japan Tea can never be displaced where people know its wonderful qualities, its delicacy, aroma, flavor and its absolute purity.

Our Tomato Catsup is not a by-product. It is not made from seeds, skins, cores, and unripe fruit. Nothing but the finest, ripest, juiciest tomatoes, seeded and peeled by machinery, are good enough for it.

In most places where tomato canning is done the waste matter is made into catsup. No matter how skillfully this is spiced and prepared it will never have the appearance or taste of tomato catsup made from the best of the fruit, any more than bread would if you made it from bran.

Granulated white sugar, pure blended spice, and vinegar made in our own factory are the only other ingredients beside the fresh pulp, everything is the best of its kind.

Our catsup has everything the most exacting customer could desire, wholesomeness, purity and taste, and the bright, fresh, clean appearance of the package makes it one of the readiest sellers you could put on your shelves.

Packed in cases of two doz., \$1.00 per doz.
F.O.B. Montreal.



THE OZO CO., Limited
MONTREAL

We are now prepared to book orders for and ship:

Balmoral Orange Marmalade (In full 1-lb. glass)

Balmoral Orange Jelly Marmalade (In full 1-lb. glass)

Balmoral Grape Fruit Marmalade (In full 1-lb. glass.)

ABOVE ARE GUARANTEED STRICTLY PURE

Royal Brand Compound Marmalade (In glass, tin and wood)

Quality equal to the **BEST MADE.** All in **HANDSOME PACKAGES.**
Ask our broker for prices, or write us direct. **WHOLESALE ONLY.**

J. W. WINDSOR, - - - MONTREAL

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Are you open for a line that is all good stock—that sells at sight all the year round—no waste, no loss of any kind? A line paying

50% Clear Profit

You certainly are, and consequently should right away see to getting a supply of

**Mace's Original American
Ice Cream Powder**

Prices on Application.

A. H. MACE & CO., - - - MONTREAL
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**Pure Food is Essential
to Good Health**

Grocers Buy

**Wagstaffe's Fine Old
English**

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

Wagstaffe, Limited

PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents:

DINGLE & STEWART, Winnipeg, Man.
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It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

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

**Western Canada's First Food Show
and Grocers' Exhibition**

CONDUCTED BY

**The Retail Merchants' Association of
Western Canada**

AT THE

**Auditorium
Rink**

WINNIPEG

**July
1 to 13, '07**

*"The Westerner's an eater—
Likes his viands and his wine."*

**He is making money faster and
spending it more freely than
any other man in the Dominion.**

Every Manufacturer and Distributor of Food Products and Grocers' Sundries should grasp this chance to

Let the Growing West Know his Product

The estimated attendance from the three Provinces will be One Hundred Thousand.

For Diagram and Information address

W. A. COULSON, - - Secretary

53 Scott Block, WINNIPEG, MAN.

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net.
2 doz. to case.

**SEVILLE
ORANGE**
\$1.50 doz.

**BLOOD
ORANGE**
\$1.50 doz.

LEMON
\$1.50 doz.

**GRAPE
FRUIT**
\$1.80 doz.
Ass't. case 4 kinds,
\$1.50 doz.



Pure Fruit Jam

1-lb. net.
2 doz. to case.

RASPBERRY
\$2.00 doz.

STRAWBERRY
\$2.00 doz.

PEACH
\$1.80 doz.

PLUM
\$1.80 doz.

BLACKBERRY
\$2.00 doz.
Ass't. case, \$1.90 doz.

**CRAB APPLE
JELLY**
\$1.50 doz.

GRAPE JELLY
\$1.50 doz.
Ass't. case, \$1.50 doz.

Above cut represents exact size and style of our 1-lb jar

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

ORDER FROM YOUR JOBBER

SUGARS LIMITED, MONTREAL



Diamond Brand Maple Syrup

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

TWIN BLOCK PURE MAPLE SUGAR

See that our name and guarantee is printed on the box. None other is genuine.

MAPLE CREAM HEARTS

Don't forget this delicious, fast selling specialty. They will please your most fastidious customer.

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A new line of confectionery in pails, immense seller.

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

SUGARS LIMITED, - - MONTREAL

Jams, Jellies, Marmalades

ALEX. CAIRNS & SONS, Paisley, Scotland

From the land of the Heather and the Bramble comes this world-wide known brand, which needs no introduction. It is so well and favorably known everywhere that you have only to stock it to sell it. A big bunch of satisfaction goes with every pot, so you run no risk when ordering CAIRNS.

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

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

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

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

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

Black Currant	2 90
Red Currant	2 90

MARMALADES

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

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

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

F.O.B. Montreal.

Net within 30 days.

No discount.

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

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California Fruits

These goods will move more quickly from now on.
Prices are advancing and it is advisable to look ahead.
We have interesting prices on

Prunes—All sizes, 25 x 50-lb. boxes,
1-pound and 3-pound cartons.

Apricots

Seeded Muscatel Raisins

Our travellers have special figures worthy of your attention.

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

**Royal Crown
Witch-Hazel
Toilet Soap is
a Skin Food,
Too**



It quickly becomes a favorite especially with women—for it heals, feeds and whitens the skin as well as cleanses it. It's a soap you don't need to push—it sells itself on merit—and we create the demand in the first place by wide-spread advertising.

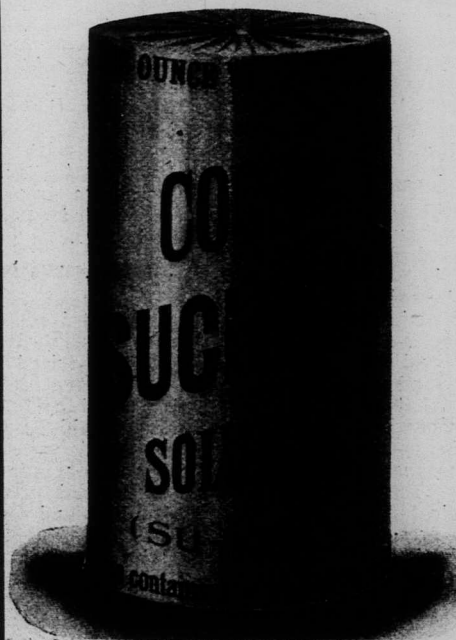
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You are interested in such a line.
You're in business to make money.



SUCHARD'S
Cocoa pays
better than
any other.

Why?
It's the Best!
Customers
like it after
first trial and
take no other.
The difference
between your
buying and
selling figures
is your profit
and—

IT'S BIG

We'll give particulars— FRANK L. BENEDICT & CO. MONTREAL

**STANDARDS
FOR
CANNED FRUITS
AND
VEGETABLES**



From an address before the recent Canners' Convention at Buffalo by Dr. Wm. Frear, Chairman of the Committee on Food Standards, Washington.

It is related of an old Pennsylvania clergyman that one Sabbath after announcing his text he looked up from his desk and said: "Brethren and sisters, I wish to talk to you a little while before I begin to preach." Following in the footsteps of one so worthy I shall venture, before discussing the details of the two standards assigned as my topic, to call attention to some of the general features of the whole system of standards, of which those for canned fruits and vegetables form small but closely related parts. For the experience of the years during which this system has been building has shown numerous instances in which a plain setting forth of the fundamental principles of its construction has made clear points of detail which, having been considered by themselves and out of relation to the system in its entirety, had previously been accepted with doubt or even attacked with severe criticism.

In 1897, after some years of experience as an official analyst, had convinced me of the great need for an authoritative set of food standards for our own country, I brought the subject to the attention of the Association of Official Agricultural Chemists, an organization of which all state and national official chemists are ex-officio members. Under the authority of that association the work was begun. In 1902, by act of Congress, the Secretary of Agriculture was authorized in collaboration with that association and such other experts as he might deem necessary to fix standards of purity for foods and determine what are regarded as adulterations therein. Under these auspices the work has steadily progressed until at the present time standards have been proclaimed for most of the classes of food staples.

Definitions.

With respect to the form of expression best suited to the purposes of these standards, it was decided that they should be put into the shape of definitions of the several articles standardized; that these definitions should include, where possible, a specification of those qualities that make the articles described wholesome and desirable for food purposes; and that, where conditions indicated the necessity for and the practicability of the specification of limits for particular constituents these should be included. Furthermore, to guard against possible future abuses, as well as those of the present, it was decided that the standards should be comprehensive. They have, therefore, been so framed as to exclude constituents not specifically included by the terms of the definition.

Inasmuch, also, as this country is a large importer of foreign food products, it was deemed wise that the standards

should expressly represent American rather than foreign trade names; and that, as far as practicable, American materials should have the preference in determining the details of the standards. It was needful to adopt some basis of judgment with respect to what should determine the standard quality of the various products considered, that is, to establish, as far as practicable, some uniform plane or level of standardization. It was decided that, for this purpose, the usual basis of judgment on the part of the consumer, namely, the article of domestic production, should, wherever practicable, serve as a guide. Since, however, failure to conform to the standard would render the producer or dealer liable to legal penalties in many states, and probably ere long in all commerce between the States, it was manifest that the product of unusual excellence should not be adopted as the basis of standardization, but an article of such quality that anything less desirable the housewife would not expect to buy without sufficient warning of its inferiority.

The adoption of this basis does not necessarily imply a failure to recognize the excellence that may result from the development of special skill in particular departments of manufacture under a factory system. On the other hand, it does not tolerate any less degree of cleanliness and care in the details of the selection and preparation of raw material and of the handling of the food materials in the course of manufacture and after its completion, than the average housewife would maintain in the management of her domestic culinary operations.

To allow the largest liberty of procedure in the preparation of an article compatible with the maintenance of its characteristic qualities, references to processes of preparation or manufacture were avoided in the standards as far as practicable.

Preservatives and Colors.

With respect to preservatives and colors, the attitude of the commission has been conservative. Until the experiments authorized by Congress had reached such stage of completion that the results could be fully known, no other course would have been logical. On the other hand, whether the results were favorable or unfavorable to the so-called "chemical preservatives," the artificial colors and the synthetic sweetening agents, it was evident that these materials were not normal components of standard food products. It was therefore deemed proper that, at least as long as the safety of their use was mooted, the standards should be limited in such manner as to require, in cases where these materials were used, a declaration of their presence. Beyond this

the commission made no recommendation upon this subject prior to the publication of the latest edition of the standards in circular No. 19, office of the secretary, United States Department of Agriculture.

I have ventured upon this long discussion of the general features of the system of standards with the two-fold purpose of acquainting you with the point of view taken by the commission in its work and of explaining many of the features of the standards for canned fruits and vegetables through an exposition of the general principles governing the formation of all the standards.

Canned Fruits and Vegetables.

Referring now to the standards for canned fruits and vegetables, it is to be noted in the first place that they are based upon primary standards for the terms "fruits" and "vegetables," respectively. It was deemed important that such standards should be made both for the sake of the buyer and of the seller of these raw foods and to serve as a suitable basis of reference for standards for their respective products. These primary standards were the more needed because the general dictionary definitions in no case represent the exact meaning of the term "fruit" and "vegetable" as they are used in the market, the dining room and the kitchen. The botanical definitions of the terms also fail to conform precisely to market usage. The commission, with the aid of Professor Coville, botanist of the United States Department of Agriculture, wrought out new definitions for these terms which, it is believed, will prove useful, although that for fruit is necessarily made to appear clumsy by the use of the term "fructifications" as a substitute for "fruits" in the broad, botanical sense of the term, a use made necessary from the fact that "fruits" in the culinary sense form only one part of the much broader group of plant products to which the botanical term "fruits" applies.

The terms "fruits" and "vegetables" as used in these generic standards refer, of course, to the fresh—that is, the undried—products, reasonably free, even, from the effects of wilting.

The terms "clean" and "sound" should be interpreted in accordance with domestic usage. For example, the requirements on these points with respect to table fruit might properly be regarded as different from those to be maintained for fruit that is to be used for apple sauce, involving the removal of the pitting and the core and permitting the removal of minor imperfections due to slight bruises and trifling attacks of bitter rot.

The repetition of these terms in the standard for canned fruits and vegetables was made to indicate that in these products not only are the raw materials of standard quality when purchased, but that they have been maintained in such condition until prepared, and also that the finished standard products are, when delivered to the consumer, free from spoilage of all kinds.

What "Fresh" Means.

In the standards for the canned products, the adjective "fresh" was used in each case, not only to indicate the essential high degree of succulence of the raw materials, but also to indicate that canned products made from dried raw materials after a preparation by "soaking" are not considered as standard un-

FROM GROCER CORRESPONDENTS

GALT.

The grocery business in Galt during the month of February has been quiet, but steady. Prices of farmers' produce, more particularly butter and eggs, have been higher during the month than in any previous year. Eggs at present retail at 30 cents per dozen, and at one time during the month were as high as 35 cents. The strictly fresh article, even now, demands the latter figure.

The Retail Merchants Association in Galt is one of the most progressive branches of that association in Ontario. During the first two months of the year, by securing the enactment of the Transient Hawkers' and Pedlers' By-Law, they have completely eliminated all hawkers and pedlers. The appearance of one or two of these gentry in the police court made it known to the fraternity that Galt was an unhealthy place for house visitation.

The Retail Merchants' Association are at present preparing a petition to the Legislature protesting against the proposed tax on the labels of patent medicines, on the ground that the increase will not affect the wholesalers, but will be an additional burden on the retailers, as the standard prices of patent medicines will not permit of any increase in that direction.

INGERSOLL.

The retail merchants at their last meeting had under discussion the proposed legislation to place a stamp on all patent medicines. The question was one that received strong disapproval, and the members of the association, in compliance with a request, will in all probability protest against the measure. The question of delinquent debtors was another subject of discussion. Several of the members related their experiences with purchasers whose names should be enrolled on the "dead beat" list, and the consensus of opinion was that immediate action should be taken for mutual protection. The outcome of the discussion was that the members agreed to furnish at their next meeting a list of those who, after the lapse of a reasonable amount of time, failed to liquidate their indebtedness.

Although there has been an absence of sleighing, a factor which was heretofore believed to be absolutely essential to a successful winter's trade, the merchants here report a splendid volume of business since the holiday season. The weather has been cold enough to create a demand for all winter articles, and with the roads in good condition, the country people have visited the town about as regularly as is their custom in the summer season. The merchants are now giving much attention to their spring stocks, and new

goods are arriving daily. Produce in general has been somewhat scarce, and good prices have been obtained for butter, eggs and potatoes.

Several business changes have taken place in the past few weeks. W. C. Talbot, who came here from Aylmer, buying out Fred Dutton's bakery and confectionery business, has returned to "his first love," disposing of his business to W. H. Will & Co. Mr. Will is a baker of many years' experience and has resided here for a considerable length of time.

D. Tagney also disposed of his bakery and confectionery business to T. A. King, the genial proprietor of the Palace Cafe. Mr. King retained possession for a few days and then turned the business over to Jas. Brooks, who engaged in business on his own account a few months ago, occupying quarters in Jacques & McPherson's grocery store. Mr. Brooks has built up a very flourishing trade and his new quarters will allow for continued development.

KINGSTON.

Kingston contractors decided not to do any tendering for some time owing to the demands of the carpenters' union asking for shorter hours and more pay. Oh that the grocers would do something in that line. As Pat said "Lord hasten the day for shorter hours and longer pay." If grocers would only look for better profits, handle purer goods and close their stores at 6 o'clock it would be better for all concerned, but there seems always to be an element in the trade who close their eyes, put their heads down like bulls, and run into someone else, injuring both, and finally cheating the wholesaler and the public in general.

B. W. Robertson and his better half are taking a trip to Old Mexico, where they will escape the horrid cold and enjoy the torrid heat. May they have a pleasant trip and if they climb Papocatepetl (17,884 feet) we will hear some stories of smoke, ashes and clouds when they come back. In the meantime they will be greatly missed, for they are both popular and noted for their liberality to deserving objects.

Mr. Reid of the Geo. Weston Biscuit Co., made his usual call on Kingston merchants. Jim, the grocer, said his kind manner and winning ways were making friends for him. He didn't know whether he was married or not, but he was always talking about lady fingers, ha! ha! ha! After this joke Jim was told he had bis-git out as he was interrupting the meeting, and he had to do the cake walk and run straight down the crooked street and all around the square.

Weston's individual jelly rolls are the latest kneaded novelty in the baking art. I think Mr. Reid called them baby rolls, anyway they are greatly in favor.

James Crawford got the contract for supplying the battery here with good

less sold under some label satisfactorily distinguishing them from the normal product.

The term "properly matured" was chosen to cover the great variety of conditions proper for the preparation of the different fruits and vegetables, since it was clear that the adjective "ripe" was inapplicable to many of the raw materials fit for canning, though exactly descriptive of the fit state of development for other raw materials intended for such use. The adjective "mature" was rejected as suggesting too narrow a range of plant development.

In each of the two standards under consideration, it was intended that the adverb "properly" should qualify both the adjectives "matured" and "prepared." It was deemed impracticable at this time to establish a separate standard for each of the many canned fruits and vegetables. It was recognized that the preparation proper for one product was in all respects proper for others. For this reason, only this very general indication of proper preparation was included, leaving each product to be judged, for the present, by reference to the generally recognized characters belonging to its particular variety.

With respect to the permissible additions, it may be remarked that the failure to include the so-called chemical preservatives, coal-tar coloring matters and synthetic sweetening agents has already been explained in my earlier statements respecting the disposition made of these materials in their relation to all the standards. Their omission, as well as that of dyes of vegetable and animal origin that are admitted to be non-injurious to health, is further explained by reference to what I said at the outset regarding the fundamental basis of judgment as to the standard qualities for food articles. It may be noted, however, that the claim has frequently been made to the commission that the use of a dye resembling the natural tint of the fruit was not for the purpose of deception but to prevent deterioration of the food in the tin can or in the glass exposed to light upon the shelf of the retailer. After careful consideration of this claim, it is my judgment that the effect of this use of such dyes is to conceal from the purchaser the deterioration that has really taken place and that the deterioration is not in point of color solely, but in other qualities affecting the desirability of the product. I see no objection, however, to the sale of fruits and vegetables dyed with harmless colors, if the fact of the dyeing be sufficiently declared to the buyer, unless it conceal inferiority.

Sterilization and Keeping.

It was regarded essential in defining these canned products to include both the sterilization by heat and the keeping in a hermetically sealed vessel. The word "keeping" was intended to convey the notion of holding for some weeks or months. In order that the food materials, clean up to the time of their introduction, might remain in that condition, it was considered desirable to indicate that the can, or at least its interior surface, should be clean. This adjective was intended to be interpreted in the broadest sense so as to indicate the freedom of the inside of the can not from dust and other filth, but also from traces of solder liquor which, in careless manufacturing, might remain in the can, and would, in such case, surely add their poisonous constituents to the food.

THE CANADIAN GROCER

things to eat. From the tendency of higher prices, contracts are not going to pay. Just think of an institution here getting No. 1 creamery for 23c. That means \$18 or \$20 a week loss to the man who supplies it at this season of the year.

Banks are getting on their high horses here since the Ontario muddle and over-drawn cheques are the rule. Some of the boys are not pleased with the sudden pull back and the shut-down on overdrafts. The manager said he got orders from headquarters to put a check on such, so merchants must reduce stock and get out of the bucket-shop way of doing business. I know some merchants who have stock enough to run 20 stores. They have a mania for buying and can't help it. They simply can't say no and the bank is really a friend in disguise. Grocer, if you have a stock of \$10,000, run it down to \$8,000 and have a balance in the bank, and you will be happier and sleep better. And say! Do less credit business, and don't cut prices on staples. If you have a line you want to run off, do it.

Fred Lewis, for the last four months in the employ of J. Gilbert, has severed his connection and may go West. His father has been in the grocery business in London, England, for the past 35 years, and is secretary of the Retail Grocers' Association there. Fred is a good store trimmer and window dresser, obliging, courteous and attentive.

Cecil Gibson has joined the staff at Gilbert's grocery. He worked two years in J. S. Wilson's general store at Stella and one year in a grocery in Cleveland, Ohio, and latterly with the Kingston Fruit Co.

Mr. Horner, not of Hornerite fame, but the popular representative of the well known Salada Tea Co., was on his regular visit to our city. He claims that a respectable sample put up in nice shape and mailed to the consumer, a good regular advertisement in the local paper and a permanent one in a trade paper, (I presume he meant The Grocer) go hand in hand to popularize and swell the sales of a good tea, providing the quality of the tea is there to back it up, and Salada is good enough for a senator. The leaf is uniform and when the anxious girl of 18 pours out the last spoonful into her saucer to find out her future prospects, there is no Lark-in saying a fortune dwells in every cup.

CHATHAM.

News was received here of the death last week in Peterboro of Lukin Kent, who some 23 years ago was well known here, conducting a grocery on King St., opposite the market. Mr. Kent had reached an advanced age.

Edgar Putnam, the Queen street butcher, is having a new ice box of his own design installed in his shop.

R. J. Weaver, the St. Clair street butcher, is to have a fine new butcher shop shortly to replace the present structure.

Ald. Westman, chairman of the industrial committee of the city council, reports prospects for the establishment

of a beet sugar factory here as very bright. Guarantees of acreage are coming in rapidly. A meeting will be held shortly, which will be addressed by Capt. Davidson and other sugar beet men.

Wallaceburg is shortly to have a new grist mill. A. J. Watkin, of Sarnia, formerly of the King Milling Co., is behind the undertaking. The company will be known as the Watkin Milling Co., and will be capitalized at \$40,000. Citizens are to subscribe \$5,000 and, in addition, the town will provide a free site in South Wallaceburg, convenient for shipping facilities, and a fixed assessment. The industry will supply a long felt want, Wallaceburg having been without a grist mill since the Commercial Mills were destroyed by fire some time ago.

HAMILTON.

Rumors are circulating that a new wholesale grocery house is about to be established here and that R. T. Steele will be the central figure in the new company. This will be pleasant news for his hosts of friends in the retail business here, as well as those connected to Vancouver. As manager for Lucas, Steele & Bristol, he was one of the best liked men in the business and all hope for his success in the future. A big factory about to open here wants to secure Mr. Steele for managing director so his old friends the grocers are likely to meet him in a business way in a very short time, in either one business or the other.

How many grocers weigh their goods in? Now I think this an important matter. Almost all the imported fruits, should the retailer lose this? My advice to every grocer finding short weight nuts, etc., are short weight. Why goods, is to just verify them with the secretary of the Retail Grocers' Association who will make a note of each case and report same at the next meeting of the association. If all were to do this the evil would soon disappear. Asking a grocer the other day about cheese and what it cost him he told me. When I said what about the difference between the box weight and the scale weight, he didn't know, because he had never weighed his cheese in. When I told him that his cheese cost him nearly three-quarters of a cent more than he thought, he was quite surprised. Now if these complaints about weights were sent in from an organized body the effect would be electrical. John Jones to-day won't pay for what he does not get. John Smith is not so particular, says the matter is too small to bother with, and he loses it. If both were working together how much sooner would the manufacturer sit up and do what's square in the weight line.

It is expected that a large biscuit factory will be located here in a short time.

LONDON.

Local retail dealers report business at the close of February and the opening of March as very good, and wholesalers appear well satisfied with the orders received from the surrounding country.

The wholesale prices of cereal foods and the exorbitant telephone rates were matters discussed at a largely attended meeting of the Retail Grocers' Association on Wednesday night of last week. Dealers complain that the margin of profit on these goods is altogether too small. A cereal food which costs them \$3.10 per three dozen packages is sold at ten cents per package. That price is printed on the package, so that to put on a cent or two to the consumer is out of the question, as naturally enough, no one can be induced to pay for a commodity more than the marked price. Hence all there is for the retailer in the handling and delivery of thirty-six packages is a profit of fifty cents. But there is a public demand for these goods, and dealers are forced to keep them in stock, no matter how small the profit. One philosophic grocer consoles himself with the thought that the packages serve an excellent decorative purpose in his store. The result of the discussion is that a protest will be circulated for signature amongst local dealers and afterwards presented to the manufacturers. The meeting was unanimous that the present telephone rate of \$45 is too high, but as the question of renewing the Bell Company's franchise is now pending before the city council it was agreed to await developments.

"Covent Garden" is the name by which our London market has ever been known, having possibly been adopted as a compliment, or otherwise, to a place of the same name in a greater London. Time was, and not so very long ago when the local housekeeper would think she wasn't keeping house unless she visited the market at least once during the week. But things have changed and it might almost be said that the housewife who now goes to market is the exception. The reason for this change is not difficult to discover. The grocer does the marketing for the housewife. In London that industrious man of business is to be found everywhere; he no longer confines himself to the down-town streets, but operates wherever people are to be found in large number. The "corner grocery" as it once existed, is gone forever, and in its place is found the full-fledged grocery store, in many cases outrivalling those on Dundas and Richmond streets, both as regards extent and freshness of stock and up-to-date business method. In the old days few grocers thought of keeping on sale poultry, fruit, vegetables and other products of the farm; now they are kept by all. The grocer, in short, has taken a burden from the housewife's shoulders, and does her marketing for her. She has long since become convinced that the service rendered her, though no inconsiderable one, costs her little or nothing. For the grocer, as a man of business, knows how to buy as well as how to sell—a fact of which the market gardener and the poultry raiser are fully aware—and the housekeeper gets the benefit of that knowledge.

PETERBOROUGH.

The article which appeared in The Canadian Grocer last week in reference to the treatment of the retail grocers by the wholesalers, was not taken by some in the city as the writer had intended. Mr. Davis, manager for T. Kinnear & Co.'s branch here wishes to state that his firm have never accepted an order from anyone not a retail merchant. Nearly every day either letters are received or parties call at the office, wanting to buy groceries wholesale. But the firm has refused every one. They realize that it would not be fair to the retail merchants. Messrs. T. Kinnear & Co. have worked up their business here on the principle of "honesty is the best policy." Mr. Davis, however, did not contradict the main argument in the article, nor any of the charges laid against the wholesale houses. He said he knew that outside firms which sent travelers here were taking orders from hotels and restaurants and also from private individuals. He gave as one reason for this that the outside firms were being gradually crowded out of this city and district and had adopted such means, more to cut into the local wholesale trade than to injure the retail merchants. No doubt there is a great deal in Mr. Davis' argument. The three wholesale houses here, viz., T. Kinnear & Co., Perkins-Ince & Co., and Chas. Rishor, have pretty well corralled the grocery trade of the district. All three firms are doing a good business and it is constantly growing. Since Messrs. Kinnear & Co. have moved into their new premises they have been increasing their sales every week and in a short time the business will be doubled.

The retail grocers, at least many of them, are seriously considering a large proposition. During the past five years the expense of conducting a business here has been greatly increased. Rents have gone up, wages have gone up, delivery costs more and a larger and more varied stock has to be carried. A few years ago a store renting at \$500 a year costs \$700 or \$800 now. Good clerks could be had then for \$10 a week that get from \$13 to \$15 now. To counterbalance this additional expense the profit on groceries has not increased in proportion. In fact there has been practically little increase in the price. So that the retail man is forced to work out some plan to better his condition. One thing which is being thoroughly investigated is the cash system. Many of the merchants would like very much to have a cash system adopted. It would be a grand boon to the merchant and it would also be of benefit to the buyers. The merchant would have no bad debts, and no losses, and he could afford to sell at a reduced cost. But the great drawback is that half a dozen merchants could not make it pay. There are about 150 retail grocers in the city and half a dozen men would not be able, it is feared, to hold sufficient trade. In the east ward, however, John C. Sullivan does a strictly cash business and he has made it a success, but it is a different proposition to do it in the centre of the city. However, five or six merchants on the main street have stated that they would gladly join with other grocers and adopt a wholly cash system and try it for a year.

WHEAT AND FLOUR TRADE
ON THE PACIFIC COAST

Vancouver, B.C., Feb. 28, 1907.

Former predictions as to the growth of wheat and flour shipments from this coast to Japan and China, are being fulfilled very early. The Ogilvie Milling Co., which has already had flour orders amounting to 60,000 sacks; for Japanese shipment, announces an additional order of 10,000 sacks. Besides this the company now has under consideration an offer from Japan for all flour that can be spared of certain grades produced at the Winnipeg mill in the months of March, April and May. This expansion of the shipment of Canadian flour to the Orient is the precursor of the oft-predicted movement of Alberta-grown wheat to the Pacific seaboard, in preference of eastward. This is the logical method of supplying the growing Oriental demand. It means also the early erection of grain storage elevators at Vancouver, to be quickly followed by the erection of large export flour mills.

Work on the plans for the new Vancouver produce market has progressed so far that the construction of the building is expected to be sufficiently completed by June that produce may be handled there in that month. It is anticipated that some freighting steamers will be operated from adjacent coast settlements as the most convenient means of bringing produce to market. The B. C. Electric Inter-Urban lines also serve, and the Great Northern is in close proximity to the site on False Creek waterfront. Many districts are so located that farmers may drive in with their produce and return home the same day, or at most leave next morning. A weekly market will be held at first. A market clerk is to be appointed at once to organize the work and to interview the ranchers as to bringing in their produce.

The Columbia Cold Storage Co., with its large and well equipped plant at New Westminster, is in a splendid position to engage in the shipping of fresh halibut to the eastern cities, a new venture on which they are to embark on a large scale. The company has contracted to handle the entire catch of the steamer Celestial Empire, one of the five large steamers engaged in halibut fishing on the northern banks.

A shipment of a thousand tons of barley is to go to New Zealand by the Alley Line steamer Bucentaur, scheduled to sail to-day from Vancouver. The grain which is in demand in the colony had to be imported from Oregon and Montana, a circumstance to be regretted in a grain-growing country. It is required for brewing purposes, and the demand would suggest a profitable line of grain production and export for western farmers. The Bucentaur has in all about 3,000 to 4,000 tons of cargo outward.

Prince Rupert, the G.T.P. terminal city, is to be electrified by the first of May. The B. C. Tie & Timber Co., is erecting a mill there and is installing a

plant to generate electricity for lighting the new city. The pole line has been built and the Canadian General Electric Co. is supplying plant for a 1,200-light incandescent installation. Electric power for motive purposes will also be supplied at Prince Rupert from this plant.

Grocery markets are this week somewhat featureless as to changes in prices previously quoted. Stocks are still short in some lines, but the improved weather conditions have given railways further opportunity to get delayed freights moved forward. The most serious matter has been in the delivering of goods shipped out from local wholesale houses to the many country points, delays having been the order of the day, and consumers having simply had to do without.

In produce lines there is some activity. The predicted sag in prices of eggs has occurred. Local fresh eggs went down to 25c. wholesale on the weekly New Westminster market, and since then have not rallied beyond 30c. As California fresh eggs are on the market now quoted from 28 to 30c., the local stock will be kept down, especially as supplies are now liberal and continued mild Spring weather conditions will keep up the production.

Butter supplies from local sources continue to increase, with prices same as quoted last week, 35c. wholesale for local fresh creamery, local dairy being from 25 to 30c. Australian and New Zealand creamery remains at 30c. as last quoted. The supply is liberal for all present demands. No other stocks have been coming on the market.

Flour quotations have not been advanced yet, though one firm has a 20c. per barrel raise in effect, which has not yet affected this market. The tendency is to advance however, and prices are firm.

In fruits enlarged demand for oranges and lemons is noted. The price is lower too. Present quotations are \$3 and \$3.25 for oranges, \$4 to \$4.75 for lemons. Apples are scarcer and prices stiffening. Locals are offering in limited way since New Westminster market has been benefitted by the opening of the river. These local goods quote at \$1.25 and \$1.50 per box. Imported fancy apples are quoted as high as \$2.50 per box to the trade.

Ashcroft potatoes, when they can be assured to be that article, bring \$34 per ton, and the market is not at all supplied. Local mainland stock brings easily \$20 to \$25. Onions, local are \$1.50 to \$2.50 per hundred lbs. California cabbage is 2½c. per lb.; cauliflower \$1.60 per doz.; celery 85c. per doz.; local lettuce, \$1.50 to \$1.75 per crate.

W. W. Short, manager of Revillon Bros. wholesale grocery at Edmonton, has returned from Europe, where he has been combining business with pleasure for the past few months.

Dominion Wholesale Grocers' Guild

Annual Meeting at Toronto this Week—Very Large Attendance—Leaders of the Trade from the Atlantic to the Pacific Present—Subjects Discussed and Resolutions Adopted—Expression of Views to the Provincial and Dominion Governments—H. C. Beckett of Hamilton the New President.

The annual meeting of the Dominion Wholesale Grocers' Guild was held in the Board Room of the Board of Trade, Toronto, Tuesday, March 5th.

The representation of the various provincial guilds comprising the different sections of Canada in which the work of the guild is in operation was very large and representative. Members were present from Victoria in the West to Halifax in the East and when President Hebert called the meeting to order at 10.30 a.m. it was to face an assembly of business men whose interests are of the largest in trade matters in the Dominion. The capacity of the large Board Room was taxed to the limit and it was apparent that all had come with the intention of giving their valuable time to the discussion of weighty trade matters.

President Hebert's address was brief, concise, and to the point and in this

seen any sensational occurrences in the grocery trade, nor hardly any eventful happenings. It has been a period of calm and smoothness with practically no difficulties or disturbances.

J. F. Eby and Hugh Blain, Toronto.



They Travel Together.

"I have much pleasure in announcing that a local guild is in course of organization in Edmonton, Alberta, because of our members in that locality being situated at too great a distance from the nearest guild to them now existing. I believe that is a good move.

"It is the intention of disposing at this annual meeting of all the business in one day, as in the past we have

Lt.-Col. John I. Davidson, Toronto.



A Bonnie Soldier.

found that many delegates do not attend the second day's sessions and, therefore, I hope that you will all be present to-day the whole time, and trust

that we will put in solid hours of practical work."

Model Chairman.

Mr. Hebert's expressed intention of carrying out the business in a one day's session was one that in general met the approval of the delegates and the manner in which every resolution before the meeting was put, discussed and disposed of, was commendable and established a precedence for future guidance. It was felt, however, by certain delegates who had traversed half and more of the continent, that in some respects a more extended session might not be out of order, particularly as on some points the workings of the guild were not so familiar as is in the interests of all sections. However, and



H. C. BECKETT, Hamilton,
The New President.

respect bore out his reputation for a business man of quick, terse and decisive action. Briefly reported, Mr. Hebert said:

PRESIDENT HEBERT'S ADDRESS

"I always look forward to this occasion with much pleasure. It is, indeed, a gratifying sight, that at a meeting like this, where so much cordiality is exchanged between business men who are competitors in trade. In my present quality of president of your guild, gentlemen of all parts of the Dominion, I extend you a hearty welcome. I hope that every one of you will derive for your respective firms some benefit from our deliberations.

The eleven months that have elapsed since our last annual meeting have not



ALBERT HEBERT, Montreal,
The Retiring President.

it was so expressed in the resolution of thanks to the retiring president, that everything had been gone through with in a manner satisfactory to all present.

Those Who Were Present.

Those present were:

Montreal—Albert Hebert, Hudon, Hebert & Co.; Arthur Desroches, Lalonde & Desroches; A. Robitaille, A. Robitaille & Cie.; S. J. Carter, S. J. Carter & Co.; L. E. Geoffrion, L. Chaput Fils & Cie.; Jos. Ethier, Laport, Martin & Co.; J. Stanley Cooke, Secretary Dominion Guild.

Toronto—W. P. Eby, Eby, Blain Co., Ltd.; W. D. Eby, Eby, Blain Co.; H. Blain, Eby, Blain Co.; A. W. Pafford, the Davidson & Hay Ltd.; F. W. Humphrey, Col. John I. Davidson, the

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Hamil
Turner
Glassco
Smye
Ont. W
H. Gill

THE CANADIAN GROCER

Davidson & Hay Limited; W. Logan, Davidson & Hay, Ltd.; John Sloan, John Sloan & Co.; Frank Sloan, John Sloan & Co.; T. Kinnear, T. Kinnear & Co.; T. Kinnear Jr., T. Kinnear & Co.; F. Eby, the Eby, Blain Co., Ltd.

Jos. Ethier, Montreal.



A Thorough Grocer

North Bay—W. G. Armstrong, A. J. Young, Ltd.
Collingwood—T. Byrne, T. Long & Bro.

Fredericton, N.B.—A. K. Fitz, Randolph & Co.

Belleville—S. M. Kenney, Kenney, Walmsley & Co.

St. John—W. C. Cross, Hall & Fairweather, Ltd.; Geo. E. Barbour, Geo. E. Barbour Co. Ltd.

Amherst, N.S.—D. A. Morrison.
Halifax, N.S.—A. M. Bauld, Bauld Bros. & Co.; Arthur C. Pyke, Secy. N. S. Guild; J. Frank Crowe, J. Frank Crowe & Co.; Chas. H. Harvey, Chas. H. Harvey Co.

Levis, P.Q.—L. A. Carrier, M.P., A. Carrier & Fils.

Quebec, Que.—Chas. B. Pettigrew, N. Rioux & Cie.; Arch. Miller, Whitehead & Turner.

John Sloan, Toronto.



With a turn for Benevolence.

Hamilton, Ont.—Sam'l Vila, Jas. Turner & Co.; James Gow, Macpherson, Glassco & Co.; Fred T. Smye, Balfour, Smye & Co.; Jas. Somerville, Secy. Ont. W. G. Guild; H. C. Beckett, W. H. Gillard & Co.

Winnipeg, Man.—Jno. J. Codville, the Codville, Goergeson Co. Ltd.

Victoria, B.C.—H. G. Wilson, Wilson Bros.

London, Ont.—E. Masuret, M. Masuret & Co.; John Garvey, John Garvey & Son; John Marr, Elliott, Marr & Co. Ltd.; Sam'l Sreaton, E. Adams & Co.; T. B. Escott, T. B. Escott & Co.; John Dillon, A. M. Smith & Co.

Windsor, Ont.—J. F. Smyth, J. F. Smyth & Co.

Bonusing Travelers.

After Secretary J. Stanly Cooke had read the minutes of the last meeting, the various resolutions proposed for discussion by the various prominent guilds were taken up. Among the subjects under discussion were the following:

The bonusing of travelers by various manufacturers without the knowledge or consent of the wholesale houses.

This question is one that the National Grocers' Association of the United States had taken in hand and acted upon and the discontinuance of the practice had been endorsed by some of

Hormidas Laporte, Montreal.



Absent in the Body, but present in the Spirit.

the U.S. manufacturers and it was felt that the jobbing and manufacturing trade of Canada should equally follow suit. This indirect tax upon the cost of the goods was an injury to the retail grocery trade who, after all, were the parties who had to pay the bonus.

Uniform Weights and Packages.

Uniformity in weights and sizes of packages of certain goods also came under discussion. In certain provinces the weights had been fixed by the Legislatures at specified amounts and it was thought in the interest not only of the jobbing but also the retail trade, that uniformity throughout the Dominion would facilitate the conduct of business and save time and expense.

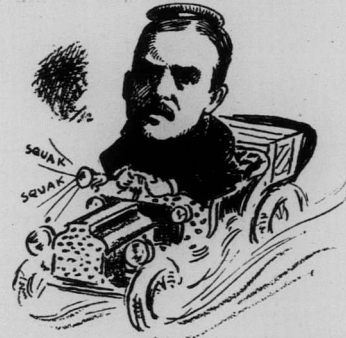
Manufacturers Selling to Retailers.

One of the most important subjects on the paper was the selling by manufacturers direct to the retail trade at jobbers' prices and in this respect strong arguments were advanced, showing that in manufacturers discriminating in favor of a few retailers an injustice was being done to 95 per cent. of the retail of the country.

The policy of certain manufacturers listing goods that are now sold retail

at 10c. at \$1 was one that was not just to the retail grocer and it was felt that the retailer was not getting a fair profit at these figures, and it was a policy that did not meet with the approval of the guild. It was decided to request the manufacturers to list such

A. E. Provost, Ottawa.



The Ottawa Autoist to bus, to get There.

goods at not more than 90c. in order to secure for the retail grocer a fair margin of profit. This feature is one that The Grocer has referred to before and it is with pleasure that we note this step on the part of the guild, and it is safe to say that there is no retail grocer but what has felt that this step is one that should have been taken long ago. It is a matter that has given the retail grocer a good deal of dissatisfaction in the past and it is a pleasant thing to record that the Wholesale Grocers' Guild has taken the matter up, and it indicates that they have in mind the making of a fair profit by the retailer on goods sold now at these fixed prices.

Several minor matters purely of interest to the financial position of the guild were brought up and discussed.

Retail Merchants' Association.

During the afternoon session a committee of the Retail Merchants' Association of Canada was received. The committee consisted of E. M. Trowern, secretary; Geo. E. Gibbard, M. Moyer,

T. B. Escott, London.



Holding down the Treasury Ltd.

J. Grigor, A. B. Griffin, and J. Hargreaves.

E. M. Trowern explained the position of the proposed amendment to the Criminal Code, the proposed Co-operative Stores Act, and also referred to the question of uniformity in weights

of certain goods, the proposed abrogation of the duty on packages or casings of British goods, and the establishment of a bureau of trade and commerce by the Government under the direction of business men, manufacturers, jobbers and retailers. Mr. Hargreaves also addressed the meeting, asking for the

T. Kinnear, Toronto.



The Prohibition Ontario Vice-President.

guild's support in reference to the action of the Retail Merchants' Association on the Patent Medicine Act now before the Federal House.

These suggestions and requests were heartily approved by the Dominion Guild and co-operation decided upon.

The financial statement read by Secretary Cook showed the heavy expenses incurred during the past year by reason of the suit entered by the Attorney General of the Province of Ontario against the guild, but a satisfactory balance remained on hand.

A Word to Government.

The following resolution was passed: Resolved: That the position of the Ontario and Federal Governments in connection with the prosecution of the wholesale grocery trade of the Dominion of Canada for alleged conspiracy and illegal combination, is a most unjust and unwarranted proceeding.

Notwithstanding repeated suggestions for the appointment of a Commission to intelligently, and without political bias, make a study of trade conditions—no action has been taken by the Government.

Through the attitude of the Government in permitting crown attorneys to carry on wholesale prosecutions without evidence beyond the possible and doubtful difference of opinion as to the meaning of the word "unduly," the trade have been put to an expense of several thousand dollars in defending their right to existence.

By reason of erroneous, ignorant and deliberately false statements, manufacturers have been threatened with extinction and merchants with fine and imprisonment for fair and reasonable efforts they might make, in common, to protect their investments.

That the Dominion Government be again requested to deal with trade conditions in a manner that will fairly protect capital and encourage the commerce of the country on a sound, honest financial basis.

That the Dominion Government define the meaning of the word "unduly" (if it is their intention to leave same in the Criminal Code) without putting the trade to the expense of unreasonable court proceedings.

That the Ontario and Federal Governments be requested to reimburse the wholesale grocers the costs they have, by reason of the unwarranted action with the consent of the Crown, been called upon to incur.

The New Officers.

The election of officers for 1907-8 resulted as follows:

President, H. C. Beckett, Hamilton. Vice-presidents and presidents of provincial guilds:

Ontario—T. Kinnear (re-elected), Toronto.

Quebec—L. E. Geoffrion, Montreal. New Brunswick—G. E. Barbour, St. John, N.B.

Nova Scotia—R. N. Simmons, ——— P. E. Island—W. H. Aitkin, Charlottetown.

H. C. Beckett, Hamilton.



The New President makes a Start.

Manitoba—J. J. Codville, Winnipeg. Alberta—F. P. Colpman, Lethbridge. British Columbia—H. G. Wilson, Victoria, B.C.

A hearty vote of thanks was passed to Mr. Albert Hebert, the retiring president, for his interest in the work of the past year. Mr. Hebert in replying deprecated the value of his services and, in thanking the members for their kind vote of appreciation, stated that his work had been lightened by the assistance given him by the various vice-presidents, and particularly by Mr. Beckett and the secretary of the Dom. W. G. Guild, Mr. J. Stanley Cork, Montreal.

President Beckett in the Saddle.

Mr. Beckett, the new president, appreciated in the highest degree the honor that had been conferred upon him by the members of the guild, and assured them that he had always had the interests of the grocery trade at heart, not only the jobbing, but the retail trade of the country. He felt that on many matters in which the guild had acted the motives of this body were misunder-

stood. All the acts of the guild since its formation had been but in one direction, the simplification of doing business and the arrangement of grocery matters on a profitable basis for all concerned in it, both wholesale and retail grocers. He promised to do all in his power to still further eliminate such features as were objectionable to, and obstructive of the proper and profitable conduct of, the grocery trade.

On motion of Arch. Miller, of Mitchell & Turner, Quebec, it was decided to hold the next annual meeting of the guild in the city of Quebec, the date to be decided on by the executive committee.

Mr. Wilson, of Wilson Bros., Victoria, made a plea for the holding of the meeting in Victoria. It was also proposed by Mr. Geoffrion that Winnipeg, now one of Canada's greatest business centres, should be given the sessions, but it was thought that Quebec should receive consideration this year and the western and far western cities the following years.

Note and Comment.

H. G. Wilson, of Wilson Bros., Victoria, B.C., is a fine specimen of the big robust and sturdy Westener. Full of patriotism for his province and city, he urged the claims of Victoria for the next annual meeting. He would guarantee good weather "at all times of the year." No blizzards, frozen ears, overshoes or chest protectors. Trade was good out there and an improvement in the lumbering conditions of Vancouver Island was putting money into freer circulation. The mineral wealth of British Columbia and particularly the Island, was just being appreciated as one of the provinces' greatest assets. A young man, yet Mr. Wilson's energy and push is bound to land him in the forefront of his country's business men.

Geo. E. Bristol, Hamilton.



Sorry the Fates Held Him.

A. M. Bauld, of Bauld Bros. & Co., Halifax, thinks that the national, as well as natural port of Canada is Halifax. He, in a friendly way, conceded that St. John was "no so bad" but— Trade generally was in a flourishing condition, the fishermen had obtained

(Concluded on page 44.)

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Canada, Winnipeg.

WESTERN ASSOCIATION WORK.

With the appointment of Wilfrid Ledoux to act as assistant organizer, the Retail Merchants' Association of western Canada are inaugurating a vigorous campaign in the country districts. During the last year the direction of the general work of the association and the organization of the trade in the city of Winnipeg has occupied so much of Mr. Coulson's time that it has not been possible for him to visit the country sections of the association as often as is necessary to keep everything running smoothly. The work is too great for one man and the appointment of an assistant was absolutely necessary. In selecting Mr. Ledoux the association have made an excellent choice. He has splendid organizing ability, is a good speaker and having been a retailer himself his talks are bound to be practical. He is commencing the work of organizing the dealers throughout the west into local sections, bringing them together in local meetings so that they may know each other better and work more harmoniously together.

Mr. Ledoux goes to the country deal-

ers with a good cause. The association has already done much for them and it can do more if they will fall in line and give it the support it deserves. The coupon systems and debt collection forms introduced by the association have been a great benefit to the dealers using them and have provided the best means yet devised for dealing with the credit evil. In connection with these systems there has also been prepared in Winnipeg a "Delinquent list" of slow pay customers and there is no reason why such lists can not be prepared in the country sections as well.

These are a few of the strong points in the association program which Mr. Ledoux will present to the country dealers. The Canadian Grocer bespeaks for him a favorable hearing.

SHAKING HANDS WITH THE ASSIGNEE.

Upon the man who has got his attention fixed on the possibility of sudden and increased profit in mining stocks a single warning has little effect. So again we venture to remark that the likelihood of a man permanently augmenting his bank account by mining stock speculation is much more remote than his chance for making money in the grocery business, providing he gives it as earnest attention as the man gambling in mining stocks gives to the mining situation. A man with limited capital who ventures into the mining market, accompanied only by his shadow, has a fine disregard of danger. It is almost impossible for him to know the actual value of the stock offered him and the man who is trusting to luck to make money for him has the assignee on one side and the bailiff on the other. We promised to reproduce this week from *The Financial Post* an article showing the comparative earning power of various lines of investments. For lack of space we have had to hold it over a week.

DISCUSS ORGANIZATION.

At the hour of going to press no word had reached this office that the flag of retail grocery organization had been imperilled in any part of this Dominion. Why is it no leader can be found for this work? It is that all the retail grocers are so busy making money or making ends meet that they have no time to take an interest in the trade as a whole and the betterment of it? It cannot be that in this year of civilization anyone doubts the efficacy of organization upon right lines to benefit the trade individually and collectively, to fight evils, correct abuses and pave a way to better things. We invite dis-

cussion of this question through the columns of *The Canadian Grocer*.

LICENSE TRANSIENT TRADERS.

In a great many communities the merchants are troubled more or less by transient traders and pedlars operating without licenses, in some cases carrying away thousands of dollars in a year, without expending a cent by way of fee to the municipalities where they get the business. They enter directly into competition with local retailers who are obliged to pay heavy taxes for the privilege of selling goods to the public.

Where such conditions exist in Ontario the fault lies with the merchants themselves for an Act passed at the last session of the Provincial Legislature provides a means whereby they can have transients put on such footing that their competition need not be feared. All municipalities are empowered to pass by-laws imposing fees up to a certain substantial amount. Other provinces may secure legislation of like nature if the merchants present the matter to their local House.

The imposition of good, stiff licenses on transients is in no sense a restriction of trade, but rather the protection of legitimate traders. Heavy taxes or rent enter into a merchant's cost of doing business, and must be covered by the profit which he makes on his goods. Transients, in the majority of cases, have no expense of this kind to reckon with, and can afford to undersell the resident merchant. They take many thousands of dollars annually from the customers of retail stores. A fee which places them on equal footing with the latter is prohibitive to most of them, as it should be.

CANNED SALMON.

The representative of one of the largest American packing interests said this week of salmon:

"Statistics that have been published from time to time clearly show that the surplus has been entirely eaten up; that we are down to and can clearly see the end of the pile of the 1906 pack, which was, considering all grades, nearly 1,000,000 cases less than the pack of 1905."

After pointing out that owing to increased cost of labor and material the pack of the coming Summer would cost at least 10c. a dozen more than last year, he concluded:

"I doubt if there is a single merchandise item that is as sure to advance as salmon. Everybody believes in it; everybody is friendly to salmon. Why? Because it is to-day the lowest price food product that can be reached by the consumer, and 1/3-oz. salmon in a can at the retail price gives the family the largest amount of nutriment possible to obtain for the money. Why should it not be possible, and why should not the distribution be greater than in any previous year when every other food product has materially advanced?"

Markets and Market Notes

QUEBEC MARKETS

Pointers—

Fish—Revised.

Montreal, March 7, 1907.

Spring demand is already being felt in many grocery lines. More than one house reports enquiries for goods to be delivered beginning of Spring, and some firms have made good sales for delivery in April. In the meantime actual business transacted is not very large, being of a sorting nature. No special price changes are noticeable this week.

Sugar is firm at the advance of last week looked for by some. Canned goods are week, and a further jump in prices is moving out slowly but surely. There is no special demand for any line. Corn syrups are selling very freely, jobbers reporting extremely large sales. Little interest is manifested in molasses as yet, but it is likely that the attention of the trade will soon be directed upon it as high opening prices are anticipated. Coffees and spices are selling very well. Currants are a little easier. Nothing new is reported in raisins. Prunes are in good demand. Evaporated apples are quoted around last week's figure, but there is a strong feeling in the market.

Collections are reported better than last week by some houses, while other firms say they are still experiencing much trouble in getting in their accounts.

SUGAR.—Sugar is strong at last week's advance of ten cents. Buying has been very good, evidently many expecting further activity in prices.

Granulated, bbls	\$4 30
" 4-bbls	4 45
" bags	4 25
Paris lump, barrels	4 55
" half-barrels	4 95
" boxes, 107 lbs	4 85
" boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" 50-lb. boxes	4 80
" 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 10
Bright coffee	4 15
" yellow	4 15
No. 3 yellow	4 15
No. 2	4 00
No. 1 bbls	3 90
No. 1 bags	3 85

SYRUPS AND MOLASSES.—Consumption of syrups continues extremely heavy, and wholesalers are selling large quantities of all kinds of corn syrups. The demand for this line is unprecedented. Molasses is not particularly interesting yet. Everything points to high opening figures in the Barbadoes.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" 4-bbls	0 03
" 4-bbls	0 03
" 25 lb rails	1 40
" 25 lb rails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " 1 doz. "	2 35
" 20-lb. " 1 doz. "	2 25

TEAS.—Quite a lot of business is being transacted in teas at prices which must be satisfactory to the seller. The trend of the market is still upward and holders are not anxious to part with their stocks, being of the belief that

much higher figures will rule two months hence than are now obtainable.

Japans—Fine	0 24	0 30
" Medium	0 20	0 23
" Good common	0 18	
" Common	0 15	0 17
Ceylon—1 rok n Orange Pekoe	0 29	0 33
" Pekoes	0 17	0 20
" Pekoe Sou-chongs	0 15	0 20
India—Pekoe Sou-chongs	0 13	0 18
Ceylon green—Young Hysons	0 19	0 22
" Hyson	0 18	0 20
" Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " p-a leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE.—Coffee is moving out freely at steady prices. The market is featureless.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio No. 7	0 19	0 10
Santos	0 10	0 11
Maraçá	0 11	0 13

Roasted and ground 20 per cent. additional.

SPICES.—Spring business is already opening up. Prices show no change and the lines quoted have not showed any activity worth mentioning in the primary markets.

Peppers, black	Per lb.	0 16	0 20
" white		0 25	0 31
Ginger, whole		0 16	0 20
" Cochin		0 17	0 20
Cloves, whole		0 20	0 30
Cream of tartar		0 25	0 32
Allspice		0 12	0 18
Nutmegs		0 30	0 55

FOREIGN DRIED FRUITS.—For the season business in dried fruits is very good. So many lines are scarce that dealers are handicapped in filling orders. According to latest reports, currants are slightly weaker. The arrival of the steamer Lodovica in New York with a supply of currants had a depressing effect on the market. The goods on this vessel were not up to the standard of the first arrivals and quotations for this stock are not so high. In raisins there is little that is new. Valentias are in fair supply in New York and are a bit easier. Locally they are very scarce. Seeded are higher and supplies are fairly large. New crop Brazil nuts are now quoted 16c. to 17c. being first price. Lots will begin to arrive end of this month. Tarragona almonds are unchanged. Filberts are stiffer.

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

Dates—

Hallowees, per lb	0 04	0 05
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California Evaporated Fruits—

Apricots, per lb	0 21	0 23
Peaches,		0 18
Pears,		0 16

Malaga Raisins—

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

Californian Raisins—

Fancy seeded 1-lb. pkgs	0 11
Choice seed. d. 1-lb. pkgs	0 10
Loose Muscatels 3 crown	0 08
" 4 crown	0 10

Prunes—

30-40s	per lb.	0 09
40-50s		0 08
50-60s		0 08
60-70s		0 08
70-80s		0 07
80-90s		0 07
90-100s		0 06
Oregon prunes (Italian style), 40-50s.		0 08
" " " 70-80s.		0 07
Oregon prunes (French style), 60-70s.		0 06
" " " 80-100s.		0 05
" " " 100-120s.		0 05

Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases		0 05
" " cleaned		0 08
" " in 1 lb cartons		0 09
Finest Vostizzas "	0 07	0 09
Amalia "	0 06	0 07

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

Eleme Table Figs—

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

PEELS.—

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

EVAPORATED APPLES.—Firm feeling in this market is still noticeable. It is difficult, however, to obtain a higher figure than was quoted last week 11c. Some have obtained 12c., but only a few. It is likely that better than 11c. will rule in the near future.

BEANS.—There have been no developments in the bean situation. Stocks are light and prices remain firm.

Choice prime beans..... 1 45 1 50

MAPLE PRODUCTS.—Demand continues good and prices remain without change.

Pure maple syrup, bulk, per lb.	0 08	0 09
Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb	0 02	0 04
Pure Beauce County, per lb.	0 19	0 10

RICE AND TAPIOCA.—Reports from primary market indicate a very firm feeling. New York has paid higher prices than reached in a long while for futures, say March-May shipment. Locally prices hold as last week.

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

RAW FURS.—Prices are still quoted:

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 10	7 00
Otter, dark and fine	15 01	25 00
Marten, dark	8 00	15 01
" brown	3 00	8 10
Mink, dark	2 25	5 00
Fox, red	1 70	4 10
Lynx	4 50	5 50
Weasels	0 10	0 50
Skunk		0 50

CANNED GOODS

MONTREAL — Some salmon is selling, but the first of the spring demand has not yet been felt. Prices on all lines, or at least on all staple lines, are according to the jobbing trade, rather high to encourage much buying on the part of retailers. In retail there is a feeling that when tomatoes are up to their present level the demand on the part of the consumer is bound to fall off, since this line is one of the working class staples, and after prices go above 10c. a tin these people leave the line alone. This applies to more than tomatoes.

TORONTO—A fairly active demand for canned goods is reported, but not until navigation opens and the spring demand sets in will the actual situation

in regard to tomatoes and corn be developed.

CANNED POTATOES NEXT.

Uncle Sam Wants Them for His Soldiers in Tropics.

"Uncle Sam" is getting nearer home for his soldier boys. He is arranging to include in their daily rations an article commonly known as the "spud," or Irish potato. In years past it has proved very expensive to serve potatoes to soldiers in torrid climes, as the potatoes have sprouted and rotted in transit and in storage. The Government is now arranging to overcome these difficulties. A few days ago the United States war department asked the Peru Canning Company, of Peru, Ind., to furnish 17,000 cases of canned potatoes at once.

The Government has already experimented with canning potatoes, and those who have had charge of the work say their efforts have been successful. The war department, therefore, has recommended the buying of the output of many of the canning factories of the country. It is supposed here that all the other canning companies of the state have been favored with a request from the Government the same as the one sent to Peru. As yet the Peru Canning Company has not accepted the order. Neither has the company received word from any other firm announcing that it has closed a deal with the Government.

Notes.

J. J. Steele has sold his malt property in Greenville to D. A. Hyslop, of Ancaster, who intends opening a large canning factory in the fall.

A company is about to be formed at Welland to erect a fruit and vegetable canning factory in Pelham, with Ridgeville as the site of the new buildings. \$10,000, a fourth of the total capitalization, will be sufficient to build, equip, and run the factory, which will give employment to about 75 hands.

ONTARIO MARKETS.

Pointers—

Sugar firm, said to be going higher. Flavored teas advancing. Good demand for prunes. Butter firmer, eggs easier. Cheese higher.

Toronto, March 7, 1907.

Business is improving, though it hasn't got the Spring hump on by any means. The advance in sugar stimulated some buying, but a good many merchants had been holding back expecting a further decline and the country generally was pretty bare. The opinion now prevails that the price is scraping on the bottom and that the retailers who stock pretty heavily when they think sugar is at its lowest should get into the market right away. There is good enquiry for all kinds of canned goods, but the active business in that line is still a little way ahead. Prunes are going well and as prices have not been advanced in keeping with coast prices, quotations are very reasonable. Teas continue very firm and now it is the

turn of the flavory teas to advance. Collections are not yet satisfactory, though no one is complaining loudly.

TEA.—The advance in London has now shifted to the flavory sorts, but prices in the lower grades are firm. Exports from Northern India to Great Britain last year increased from 155,463,000 lbs. in 1905 to 169,557,000 lbs. and to other countries from 43,365,000 lbs. to 53,224,000 lbs. The quantity sent direct to markets outside the United Kingdom increased 22 per cent. and the quantity sent from London to outside markets 84 per cent.

COFFEE.—There is no change locally in quotations and no movements in the market abroad to affect prices. Willett & Gray thus explain the valorization movement:

"The consumption of coffee is very regular and undergoes a steady increase but, on the other hand the production is very irregular, and it is therefore a reasonable provision to try to equalize supplies. The Santos crop 1905-1906 was 7,000,000 bags, in 1906-1907 possibly double (14,000,000 bags), while according to the most reliable information obtainable, the Santos crop in 1907-1908 will be only 5,000,000 bags. In view of this, the San Paulo Government is directing its best efforts towards a more equable marketing of

ance and handling can be secured in the ordinary way. As a consequence, it is likely that the Government will hold and control a very large proportion of the surplus stocks of coffee in consuming markets, thereby concentrating the supplies in few hands."

SUGAR.—While prices are unchanged the feeling in regard to future prices is very firm in sympathy with the trend of things in New York. Some jobbers are going so far as to advise their customers that this is the time to buy, on the assumption that the staple will go no lower. Cuban raws advanced 3c. the first three days this week. Willett & Gray, reviewing the changed tone at the end of last week, said:

"Last week we said that the tide of decline was turning and that improvement would proceed until the parity of beet sugar is reached for centrifugals. Last week this parity was 49c. per 100 pounds, and is reduced to 46c. on prompt and 40c. March sugars this week.

"The low basis appears to have been turned at 2 1-32c. c. & f. of 96 degrees test, without touching the 2c. per lb. point, at which buyers aimed for a long time, and inasmuch as support has come to the market through large purchases by refiners as well as speculators, it is evident that the upward turn has set in for good.

"Beet sugar continues to act firmly and independent of Cuba, and whenever a change is made it shows an advancing tendency. The present week shows 3d. advance per cwt. in beet sugar (.01c. per lb.) and centrifugals show .04c. per lb. advance.

"The quantity of sugar placed with buyers during the week amounts to about 100,000 bags for nearby and prompt shipments, 250,000 bags for March and 150,000 bags for April shipments. Prices for early arrivals and for spot centrifugals close at 2 3/8c. c. & f. for Cubas, equal to 3.42c. per lb. landed for 96 degrees test, against 3.38 cents per lb. last week.

"Cuba receipts continue at the highest points, say 65,000 tons for the week. Receipts in the U. S. also are large, say 63,640 tons.

"News from Brazil and Pernambuco is that an abnormal demand has developed south, principally for white sorts, which has caused a rapid advance in values in those sections.

"It has been asked why, with such a great difference between the price of Cuba sugar and the price of beet sugar, does not the Cuba sugar go to Europe instead of coming here? As a matter of fact some 150,000 bags of Cuba centrifugals have been bought in Cuba by Europeans, but it cannot yet be stated that the sugar will be sent to Europe. There is apparently 46c. to 40c. per 100 lbs. difference in parity value between Cuba and Europe, but this is only apparent and not real as, if the sugar is sent to the U. S. there is 34c. per 100 lbs. reciprocity advantage, which is lost to the planter if sent elsewhere, in addition to expense of 7c. per 100 lbs. extra freight on shipment to Europe.

"Inasmuch as all centrifugals from all other countries than Cuba have to be sold on equivalent of Cuba basis, there is no advantage gained by Europe buying from Cuba that is not already possessed by buying from other countries such sugars as they actually consume,

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 7, 1907.

BUTTER—Steady under good demand. Stocks rapidly decreasing.

CHEESE—No change in situation.

EGGS—Prices rule unchanged.

PROVISIONS—Market featureless.

supplies, so that when production in a season is much in excess of consumption, prices should not go down so low as to be far below the cost of production, and then to be followed by a year of much smaller crops where production is greatly inferior to consumption, when the opposite extreme swing of prices might take place. The San Paulo Government considers that if market values for coffee remain more stable it will be to the advantage of the planters and general trade conditions as well. The Federal Law, passed by Brazil, legalizing valorization, decrees that the national credit may be invoked to the extent of £15,000,000 to help the agriculture of the country, such as coffee and sugar, and rubber also, by means of guaranteeing State loans. But the law especially stipulates that no advances are to be made at home in Brazil on merchandise or otherwise, whether to planter, dealer or commission merchant.

"The non-existence of warehouses in the interior for the proper control and protection of the merchandise or provision for reimbursement, insurance and so forth naturally preclude the making of loans out there, and the law provides that the advances on the merchandise shall be made only in consuming countries, where proper stores, insur-

THE MARKETS—ONTARIO

The Canadian Grocer

but there may be a decided advantage buying Cuba sugars and not shipping them to Europe, but holding them in Cuba or the U. S. until the parity of beet and cane comes together. Cuba sugars, in other words, have become a much better source of speculation at the moment than are beet sugars, if the Cuba sugars are held for final shipment the U. S."

Raw lumps, in 90-lb. boxes	5 05	4 95
in 100-lb.	4 85	4 75
St. Lawrence granulated, barrels	4 40	4 30
Redpath's granulated	4 40	4 30
Acadia granulated	4 40	4 30
Berlin granulated	4 40	4 30
P.Locant	4 40	4 30
Bright coffee	4 25	4 15
Bright yellow	4 25	4 15
No. 3 yellow	4 25	4 15
No. 2	4 10	4 00
No. 1	4 00	3 90
Granulated and yellow, 100-lb. bags 5c. less than bbls.	4 00	3 90

MOLASSES AND SYRUPS.—Prices are steady with fair enquiry.

Syrups—		
Dark	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl, per lb.	0 02	0 03
" " bbls	0 03	0 04
" " kegs	0 04	0 05
" " 3 gal. pails, each	1 4	1 00
" " 2 gal.	1 5	1 00
" " 2-lb. tins (in 2 doz. case) per case	2 40	2 40
" " 5-lb. " (in 1 " " " " " " " "	2 3	2 3
" " 10-lb. " (in 1 " " " " " " " "	2 25	2 25
Molasses—		
New Orleans, medium	0 30	0 35
" " bbls.	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial	0 87	0 85
1-gal. cans	0 95	0 95
5-gal. cans, per gal.	1 00	1 00
Barrels, per gal.	0 75	0 75

DRIED FRUITS.—Demand is moderate at unchanged prices. There is good buying of prunes. This market is pretty well supplied and there is no tendency to lift prices to the praity of present prices at the coast. Evaporated apples continue scarce and 10c. about represents the market.

Prunes—Santa Clara—		
Per lb.		Per lb.
100-12 s	0 04	
99-100s, 50-lb boxes 0 15	0 05	60-70s, 50-lb boxes
80-90s	0 06	50-60s
70-80s	0 06	40-50s 25-lb "
	0 07	30-40s
	0 10	0 10
Note—25 lb. boxes 4c. higher than 50 lb.		
Candied and Drained Peels—		
Lemon	0 11	0 11
Orange	0 11	0 12
Apricots, per lb.	0 25	0 26
Peaches	0 18	0 20
Figs—		
Element, per lb.	0 18	0 15
Tapioca	0 03	0 04
Bag Figs	0 04	0 05
Currants—		
Fine Filiatras	0 08	Vostizas
Patras	0 18	0 09
Uncleaned, 4c. less		
Raisins—		
Sultana	0 12	0 15
" Fancy		
" Extra fancy		
Valencia, selected	0 09	0 09
Seeded, 1-lb packets, fancy	0 11	0 11
" 16 oz. packets, choice	0 10	0 11
" 12 oz.	0 09	0 09
Dates—		
Halloween	0 05	Fards choicest
Saire	0 04	choice
Domestic evaporated apples	0 10	0 11

NUTS.—Trade is not active. Prices are steady.

Almonds, Tarragona, per lb.	0 15
" Formizetta	0 13
" shelled Valencia	0 3
Walnuts, Grenoble	0 12
" Bordeaux	0 10
" shelled	0 27
Filberts, per lb.	0 11
Pecans, per lb.	0 17
Brazils, per lb.	0 20
(The following quotations on pecans are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08
A 1's, bannet & d'suns	0 09
Japanese Jumb's	0 09
Virginia	0 11

SPICES.—Prices are steady.

Peppers, blk	0 16	0 20
white	0 25	0 30
Ginger	0 18	0 35
Cassia	0 25	0 35
Nutmeg	0 45	0 75

Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Maoc	0 15	0 20
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA.—Prices are firm.

	Per lb.
Rice, stand. B.	0 03
Rangoon	0 03
Patna	0 05
Japan	0 06
Java	0 06
Sago	0 07
Carolina rice	0 07
Tapioca, medium pearl	0 07
" double goat	0 07

BEANS.—Prices are unchanged.

Beans, hand picked, per bush	1 50
" prime, No. 1	1 40
" Lima, per lb.	0 06

SEEDS.—Prices are unchanged. The crop movement will be over in a couple of weeks.

Alsike Clover—	
Fa. cy lots, per bush	6 75
No. 1	6 00
No. 2	5 75
No. 3	4 35

Red Clover—

Fancy	8 25
No. 1	7 00
No. 2	6 35

Samples containing a large percentage of buck-horn, atch fly, etc., are at a big discount.

Timothy—

Machine thr. shed	1 65
Flail thr. shed, night wheel	2 35

Lots containing seeds bring from 1 1/2c to 2 1/4c a lb.

HIDES, WOOL AND RAW FURS.—Sheep skins are advanced to \$1.35 to \$1.50.

Hides, inspected, cows and steers, No. 1	0 1
" No. 2	0 09
Country hides, fat, per lb., cured	0 0
" green	0 08
Calf skins, No. 1, city	0 13
" No. 1, country	0 12
Sheep skins	1 35
Horse hides, No. 1	3 50
Rendered tallow, per lb.	0 08
Pulled wools, super, per lb.	0 25
" extra	0 27
Wool, unwashed fleeces	0 15
" washed fleeces	0 24

	No. 1, Prime
Raccoon	1 50
Mink, dark	5 00
" pale	2 50
Fox, red	3 00
" cross	2 00
Lynx	5 00
Bear, black	1 00
" cubs and yearlings	5 00
Wolf, timber	3 25
" prairie	1 25
Weasel, white	0 10
Badger	1 75
Fisher, dark	6 00
Skunk, No. 1	1 00
Marten	3 50
Munkrat, fall	0 17
" winter	0 25
" western	0 12

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March 7, 1907.)

Except for an advance of 10c. per cwt. in refined sugar for Manitoba points there are no changes of importance to note this week. The advance in sugar applies to Manitoba only, the price in the other western provinces remaining unchanged. Business continues very active, and with normal weather conditions there is less delay than formerly in the delivery of freight.

CANNED GOODS — No change in price since the revision noted two weeks ago. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz.	1 25	1 27
gallons, per doz.	3 47	3 45
Cherries—		
2's, red pitted, per doz. case	2 4	2 39
Currants—		
2's, red, heavy syrup, per doz.	1 96	1 91
2's black	2 06	2 04
Gooseberries—		
2's, heavy syrup	2 31	2 29
Lawtonberries—		
2's heavy syrup	1 94	1 91
Peaches—		
2's yellow flats	2 07	2 04
3's	3 12	3 06
Pears—		
2's, F.B.	1 81	1 79
3's	2 39	2 37
2's Bartlett's	1 96	1 94
3's	2 59	2 57
2's Globe, light syrup	1 51	1 49
Plums—		
2's Damson, 1 s.	1 31	1 31
2's Lombard, 1 s.	1 39	1 37
2's Greengage, 1 s.	1 4	1 41
2's Egg, heavy syrup	1 86	1 84
Raspberries—		
2's red, light syrup	1 69	1 66
2's black, heavy syrup	1 91	1 89

VEGETABLES.

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

MEATS.

Pork and beans 1's, per doz.	1 25
" 2's	1 90
" 3's	2 60
Clark's 1 lb. plain, per case	2 25
" 2 "	1 80
" 3 "	2 25
" 1 " tomato sauce, per case	2 25
" 2 "	2 25
" 3 "	2 25
" 1 " Chili	2 25
" 2 "	1 90
" 3 "	2 25
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey	3 30
" chicken, per doz	3 30
" turkey	3 30
" duck	3 30
Corned beef	2 60
" Man. Can. Co. 2's per doz.	2 50
" 1 s	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" 1 s	1 35
" (Clark's), 1's, per doz	1 55
" 2's	2 65
Potted meats, 1's, per doz.	0 55
Veal loaf 1/2 lb., per doz.	1 25
" 1 lb.	2 50
Ham loaf 1/2 lb.	1 25
" 1 lb.	2 50
Chicken loaf 1/2 lb.	1 85
" 1 lb.	3 50
Luncheon 1's	3 00
Sliced smoked beef 1-lb. tins, per doz.	1 80
" 1-lb. tins	3 10
" 1-lb. glass	3 35
Chipped " 1-lb. tins	1 45
" 1-lb. tins	2 50
" 1-lb. glass	3 05
Sliced bacon, 1-lb. tins	3 10
" 1-lb. glass	3 25
Corned beef 1-lb. tins, per doz.	1 50
" 2-lb.	2 65

FISH.

Salmon, Fraser River sookeye, per case	7 25
" Skeena River	7 10
" River's Inlet	8 85
" Red Spring	6 30
" humpback	4 00
" cohoes	5 75
Lobsters (new), 1-lb. flats, per case	16 50
" 1-lb. tails, per case	10 50
" 1-lb. tails, per ase.	15 00
" flats, per case	15 50

SUGAR — The price has been advanced 10 cents in Manitoba, and quotations now are:

The Canadian Grocer

Montreal granulated, in bbls.....	5 00
" " " " in sacks.....	4 95
" yellow, in bbls.....	4 80
" " " " in sacks.....	4 55
Wallaceburg, in bbls.....	4 90
" " " " in sacks.....	4 85
Berlin, granulated in bbls.....	4 80
" " " " in sacks.....	4 85
Icing sugar in bbls.....	5 60
" " " " in boxes.....	5 80
" " " " in small quantities.....	6 27
Powdered sugar, in bbls.....	5 40
" " " " in boxes.....	5 60
" " " " in small quantities.....	5 65
Lump, hard, in bbls.....	5 70
" " " " in 1-bbls.....	5 70
" " " " in 100-lb cases.....	5 70
Raw sugar.....	4 40

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.....	2 25
" " " " 5-lb tins, per 1 ".....	2 70
" " " " 10-lb tins, per 1 ".....	2 65
" " " " 20-lb tins, per 1 ".....	2 61
" " " " barrel, per lb.....	0 03 1/2
" " " " Sugar syrup, per lb.....	0 03 1/2
Beaver Brand, 2-lb tins, per 2 doz. case.....	3 10
" " " " 5-lb tins, per 1 ".....	3 60
" " " " 10-lb tins, per 1 ".....	3 30
" " " " 20-lb tins, per 1 ".....	3 21
" " " " barrel, per lb.....	0 40
Barbadoes molasses in 1-bbls, per gal.....	0 40
New Orleans molasses in 1-bbls, per lb.....	0 03 1/2
Porto Rico molasses in 1-bbls, per lb.....	0 04 1/2
Blackstrap, in bbls., per gal.....	0 31
" " " " 5 gal. bbls., each.....	2 25

COFFEE—Since the decline in Rios noted in last issue there have been no new features of interest. We quote:

Whole green Rio, per lb.....	0 10
" roasted " per lb.....	0 12 1/2
Ground roasted Rio.....	0 13 1/2
Standard Java in 25-lb. tins, per lb.....	0 33
Old Government Java in 25 lb. tins, per lb.....	0 32
" Mocha.....	0 32
Imperial Java, in 25 lb. tins, per lb.....	0 28
Pure mocha.....	0 25
" Maracaibo.....	0 19
Choice Rio.....	0 17
Pure ".....	0 16 1/2
Seal Brand (O & S) in 2-lb tins, per lb.....	0 32
" " " " 1-lb.....	0 33
Local Blends:—	
Mocha, and Java, in 2-lb. tins, per lb.....	0 23
" " " " 1-lb.....	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.....	0 09 1/2
" " " " 25 ".....	0 08 1/2
" " " " 12 oz pkgs., per doz.....	1 65

PICKLES—As noted last week all local brands of pickles have been advanced, and quotations are now as follows:

Sour—	
1 gal. pail.....	70
3 " ".....	1 81
5 " ".....	2 75
Crocks.....	65
Bottles, 18 oz., per doz.....	2 00
" " " " 20 ".....	2 25
Chow—	
1 gal. pail.....	75
3 " ".....	1 95
5 " ".....	3 01
Crocks.....	70
Bottles, 18 oz., per doz.....	2 00
" " " " 20 ".....	2 25
Sweet—	
1 gal. pails.....	80
3 " ".....	2 15
5 " ".....	3 25
Crocks.....	75
Bottles, 18 oz., per doz.....	2 25
" " " " 20 ".....	2 50
Onion—	
1 gal. pails.....	90
3 " ".....	2 40
5 " ".....	3 75
Crocks.....	85
Bottles, 18 oz., per doz.....	2 50
" " " " 20 ".....	2 75

FOREIGN DRIED FRUITS—Still quoted as follows:

Sultana raisins, bulk, per lb.....	0 13 1/2
" cleaned.....	0 15 1/2
" 1 lb pkgs.....	2 60
Table raisins, Connoisseur clusters, per case.....	3 40
" extra dessert.....	4 00
" Royal Buckingham.....	5 25
" Imperial Russian.....	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).....	3 35
" " " " Connoisseur clusters, boxes (5 1/2 lbs).....	0 80
Valencia raisins, f. o. s.....	1 75
" " " " selected.....	1 85
" " " " layers.....	2 10
Trenor's Valencia raisins, f. o. s, per case.....	2 70
" " " " selects.....	2 85
" " " " layers.....	2 95
California raisins, muscatels, 2 crown, per lb.....	0 09 1/2
" " " " ".....	0 09 1/2
" " " " ".....	0 09
" " " " choice seeded in 1-lb. packages.....	0 10 1/2
" " " " fancy seeded in 1-lb. packages.....	0 10 1/2

THE MARKETS

" " " " choice seeded in 1-lb. packages.....	0 12 1/2
" " " " fancy seeded, 1-lb. packages, per package.....	0 13
Prunes 100-120 per lb.....	0 4 1/2
" " 90-100 ".....	0 05 1/2
" " 8-90 ".....	0 05 1/2
" " 70-80 ".....	0 09 1/2
" " 60-70 ".....	0 06 1/2
" " 50-60 ".....	0 0 1/2
" " 40-50 ".....	0 0 1/2
Currants, uncleaned, 10 lb pack, per lb.....	0 07 1/2
" " dry cleaned, Filiztras, per lb.....	0 07 1/2
" " wet cleaned, per lb.....	0 07 1/2
" " Filiztras in 1-lb pkg. dry cleaned, per lb.....	0 08 1/2
" " Vostizzas, uncleaned.....	0 08 1/2
Hallowee dates, new per lb.....	0 16
" " in packages, per lb.....	0 07 1/2
Figs, cooking in 10-pk. ts, per lb.....	0 0 1/2
" " in sacks.....	0 10
" " table, 1 crown.....	0 11
" " " " 3 ".....	0 11
" " " " 5 ".....	0 11
" " " " glove boxes, per box.....	0 09 1/2
" " " " square boxes (2 oz) per box.....	0 08 1/2
" " " " 1 lb baskets, per basket.....	0 15
Figs, cooking in tins and sacks.....	0 05 1/2
" " boxes.....	0 05 1/2
Apricots, choice, in 25-lb. boxes, per lb.....	0 22 1/2
Apricots, standard in 25-lb. boxes, per lb.....	0 22
Peaches, choice, per lb.....	0 17
Peaches.....	0 16 1/2
Pears, choice (halves), per lb.....	0 14 1/2
" " standard.....	0 11
Plums, choice (dark pitted) per lb.....	0 14 1/2
Nectarines, choice.....	0 16

EVAPORATED APPLES—Held very firmly at 10 1/2c. An early advance is expected.

CANDIED PEELS.—Firm at recent advance.

Lemon, per lb..... 0 13 1/2

Orange "..... 0 13 1/2

Citron "..... 0 24

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

Ontario honey, 5-lb. tins per case.....	8 75
" " 10-lb.....	8 65
California honey 1-lb. glass jars, 2-doz. case.....	4 80
" " 5-lb. glass jars, 1-doz. case.....	8 40
" " 10-lb. " 1-doz.....	10 10
" " 60-lb. " per lb.....	0 11

RICE, TAPIOCA AND SAGO—Quoted as follows since the recent reduction in Japan rice:

Japan rice, per lb., cwt. lots.....	0 04 1/2
" " 50-lb. lots.....	0 05
Rangoon rice, per lb.....	0 04
Patna.....	0 04 1/2
Tapioca, per cwt.....	7 50
Sago, per lb.....	0 04 1/2

NUTS—

Almonds, per lb.....	0 16
" (shelled), per lb.....	0 23
" " in small lots, per lb.....	0 11 1/2
Filberts.....	0 11 1/2
Peanuts.....	0 13
Jumbos.....	0 15 1/2
Walnuts, new, Grenoble, per lb.....	0 1
" " Maribols, per lb.....	0 1
" " shelled, ".....	0 30
Pecans, per lb.....	0 15
Shelled walnuts, January delivery.....	0 25
Brazils, per lb.....	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 8 1/2 lb sacks, per sack.....	1 25
" " 40 ".....	0 85
" " 20 ".....	0 39
" " 8 ".....	2 50
Granulated oatmeal, per sack.....	2 50
Standard, per sack.....	2 35
Cornmeal.....	1 60

SPICES—

GROUND SPICES.	
pepper, black, in 10 lb boxes, per lb.....	0 18
" white, " 5 ".....	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.....	0 20
Cloves, in 5 lb. boxes, per lb.....	0 22
Cassia.....	0 12
Allspice.....	5 11
Ginger, in 10-lb. boxes, per lb.....	0 13
Mixed spice, in 6-lb. boxes, per lb.....	0 20
Mace, in 5-lb. boxes, per lb.....	0 70

BUCKWHEAT—Quoted as before at \$1.70 per half sack.

JAPAN TEA IN DEMAND.

Big James John Pickup took The Grocer office in Toronto by storm last week. This 200 lbs. of English bone, sinew and muscle represents the active agency in Western Ontario and New York State for Shaw T. Nishimura Japan Central Tea Traders' Association, Montreal. James says this particular Anglo-Jap. alliance works freely

and profitable well. He has been thoroughly over the ground in Western Ontario and finds that the trade who imported direct from Japan last year very pleased with their profitable experience and anxious to place orders for the ensuing season. Those who imported had an advantage of at least two cents per pound over spot buyers. One customer increased his order 100 per cent. and this is typical of many others.

With Ceylon greens high and comparatively scarce, a good season for Japan seems assured. As to spot trade there is a strong inquiry for a good tea at 16c. (for 25c. retail) but such teas are exceedingly scarce. James John says with nearly six months to go before new teas of this class arrive it would seem to be good policy for the trade to "pick up" the good values now offering around 18c., and he reports good sales in "picking up" orders at these prices. Mr. Pickup is of the opinion that a determined effort should be made by the retail trade to advance the popular 25c. quality to 30c. at once as the market thoroughly justifies such a course, besides times are prosperous and it is easier to do so now than in dull times.

Mr. Pickup is calling upon the trade in the western peninsula this week, after which he will visit the trade in Buffalo and other New York State centres.

GETTING LABORERS.

The Kentville, N.S., Board of Trade undertook to relieve the agricultural labor problem in the Annapolis Valley. They called a meeting of the farmer folk to meet Adit. Jennings of the Salvation Army, who is related to the immigration work. There were a hundred applications for help and a good class of settler was promised them.

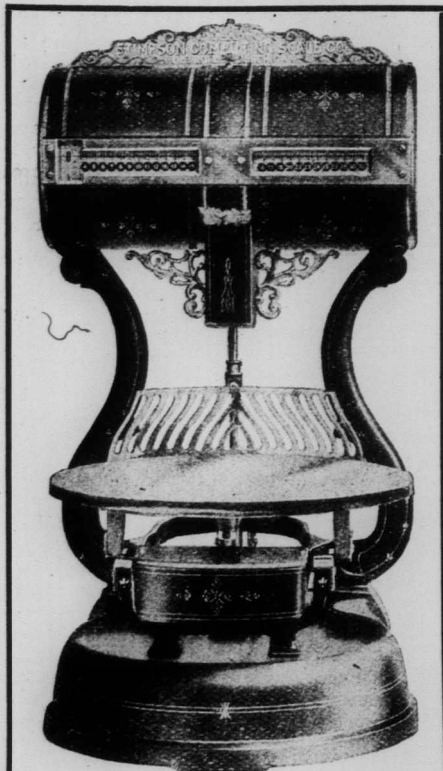
GROCCERS' MONTHLY MEETING.

Little was done at the monthly meeting of the Montreal Retail Grocers' Association Thursday night of last week except to discuss the selling price of gin and beer.

Attendance was large, there being more members present than at any meeting since the elections. It is a good thing to see the grocers displaying such interest in their association, and it is to be hoped that they will turn out in such numbers at future meetings. All manifested great interest in the proceedings and took part, many of them, in the discussions of the evening. It is a good thing for all the retail grocers to be present on these occasions, but still a better idea for all, or as many as possible, to express their own views on subjects under discussion, as in this way each secured the benefit of the other's experience.

It was brought to the attention of the grocers that many in the trade were selling beer and gin at lower prices than the majority of grocers, and it was decided that a uniform price should be adopted, doing away with all price cutting.

The license question again came in for some talk. President Lanier reported having gone down to Quebec with a delegation to interview the Government regarding the liquor license. The gas question was brought up and some of the members spoke on the matter.



AUTOMATIC SCALES FOR BUTCHERS AND GROCERS

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

Ask us about it.

Stimpson Computing Scale Co.

34 Arthur St. Cor. Notre Dame Ave.,

WINNIPEG

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

Expert Bookkeeping

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

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

It Pays the Grocer a Living Profit

Gold Standard
BAKING POWDER
"GUARANTEED-THE-BEST"

The BEST materials—The BEST formulae—and—naturally—The BEST BAKING POWDER. Write for our special offer of one case free.

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

BOY WANTED

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



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

Write at once to

THE MACLEAN PUBLISHING CO.
10 Front St. E., TORONTO

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



Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

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

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

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

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

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

FOR SALE.

FOR SALE—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and straw-holder, extra bottles and glass-washer and all fittings; 2 years in use; cost \$414.00, will sell for \$200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

FOR SALE—Cash register, grocer's computing scale, butcher's computing scale, under half price. Apply S. C. Marson, 478 Temple Bldg., Montreal.

RETAIL GROCERY BUSINESS FOR SALE—Excellent store; Splendid locality St. Antoine St. West; Will sell in lump or separate. Apply 525 St. Antoine Street, Montreal.

SITUATION VACANT.

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

BUSINESS CHANCES

FOR SALE—Grocery business; oldest stand in a thriving country town and railway centre on St. Lawrence; good summer trade. Address Box 135, CANADIAN GROCER.

WANTED—Grocery business with annual turnover of at least fifteen thousand. Write giving full particulars to Box 140, CANADIAN GROCER.

TRAVELLER WANTED

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

AGENCY WANTED.

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

FOR SALE

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

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

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

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

DAIRYING ON THE INCREASE IN THE GARDEN OF THE GULF

Halifax, N.S. March 2, 07.

The Dairymen's Association of Prince Edward Island held their annual convention at Charlottetown last week. President Simpson occupied the chair and there was a large attendance of members. The association held three sessions. The address by the secretary, John Anderson, was most encouraging and strongly emphasized the value and importance of this vital industry of the province.

The following interesting statement, which he submitted, assists in supporting his contention:

Last year there were manufactured from 22,299,012 lbs. of milk 2,110,456 lbs. cheese; in 1905, 17,035,417 lbs. of milk yielded 1,641,780 lbs. cheese, an increase in milk supply for cheese of 5,263,595 lbs.; an increase of cheese itself of 468,976 lbs.

The gross value of the cheese for 1906 was \$257,370,013, and for 1905, \$177,291,09; an increase of \$80,079.04. The net value to patrons was \$205,662.78 in 1906, and \$137,396.92 in 1905; an increase of \$68,295.85.

In butter the showing was not quite so good.

In 1906, 9,675,718 lbs. milk gave 418,350 lbs. butter; in 1905, 11,116,303 lbs. milk gave 481,609 lbs. butter. The gross value of butter for 1906 was \$98,412.21, and for 1905 \$104,633,240, a decrease of \$6,621.03. The net value to patrons for 1906 was \$73,905.36, and for 1905 was \$78,464.87, a decrease of \$4,559.01.

Taking butter and cheese together, there has been a net increase in the total milk supply of 3,822,683 lbs.; in the gross value of the output a net increase of \$73,458.01; and in the net value to patrons a net increase of \$63,633.62.

Mr. Anderson said that the system of instruction and inspection had been as complete a success as could be expected, considering that the inspection of factories scattered over three counties was in the hands of one man.

Mr. Anderson also referred to the visit last August of Prof. J. A. Ruddick, Dominion Dairy Commissioner, who reported: "That at present the outlook was not very hopeful of farmers keeping up the winter production of milk." Mr. Ruddick had pronounced the quality of the cheese, from an examination of lots in Charlottetown, as first class, and had advised that every effort be directed towards improving the quality of milk. He had promised assistance to that end. This promise was being fulfilled by the series of meetings now being held.

Forty-seven factories, two skimming stations and one branch cheese factory were in operation the past year, the same as in 1905. Last year five students attended the Dairy School at Sussex, N.B., their travelling fares having been paid to and from the school by Professor Ruddick, who makes the same

offer for next year. The school opened this week.

Mr. Anderson said that the difficulties of winter dairying could be overcome were the hand operators to give general satisfaction and the cream gathering plan adopted.

Lack of funds prevented offering prizes for production of milk, but applications were sent out to patrons asking for the number of cows milked, the quantity of milk per acre for the five months of the season. The returns received prove that dairy production can be largely increased from year to year, and that a man may make a fortune in dairying in Prince Edward Island.

President Arthur Simpson in his address said that the tide had been turned, and the prospects were encouraging. "As we have got on the march of improvement," he said, "let us continue to improve. To this end the supply of milk must be kept up throughout the year, and our dairy herds should be improved." He trusted that dairy testing associations would be established next year.

He commended the excellent results of engaging Mr. Morrow as Dairy Inspector. There had been a decided improvement in the quality of cheese as a consequence. Inspection had to be kept up, so that the high quality of cheese might be maintained.

F. T. Morrow, the inspector, reported that the high quality of the cheese shipped to the Old Country, in view of the very hot summer, was due to the extra effort and the great care of the makers. The result showed what could be done under normal conditions. Renewed interest in the industry by the milk producers could be confidently looked for. There was still room for improvement in a number of details, but the burning question was how to produce the greatest quantity of milk at the least possible cost, getting away from the old system of increasing the supply by increasing the number of cows.

During the sessions some splendid addresses were given, notably by Walter Simson on the "Pressing needs of the Dairying Industry;" by Walter Lea, of Victoria, the Holstein breeder, whose remarks were highly spoken of, and by J. P. Edwards, of North Wiltshire, who told how he had brought up his herd to 17 head, each of which netted him an average yearly profit of \$58. The most creditable part of this achievement is that all his cattle were procured on the island. A number of the members of the Legislature were present, and speeches were made by Hon. F. J. Haszard, Hon. Wm. Mc Nutt, and Messrs. Agnew and WeInnis.

T. Wilson, formerly with H. P. Eckardt & Co., Toronto, has joined the staff of P. S. Doyle, in Montreal.

EASTER TRADE

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

Smoked Hams
Breakfast Bacon
Skinned Backs

Made from Selected Young Pea Fed Hogs

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

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

CHEESE

Demand continues good, prices are very firm, stocks are being rapidly reduced. We could today sell our stock for export at list prices, but are going to hold them for our Canadian trade. We have finest July, August and September cheese, both large and twins.

F. W. FEARMAN CO.,
 HAMILTON LIMITED



CORONA

Kettle Rendered Leaf Lard

in

1 POUND BLOCKS

50 pounds in box)

"The Cook's delight — and the Epicure satisfied with its use"

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

SEND FOR TRIAL ORDER

Most Grocers

in Canada are convinced that our provisions practically stand in a class by themselves. Heed the demand of the people, if you're looking for results, and push the Ryan



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

That's the only sure plan of adding to your reputation while boosting your bank account. Can you afford to ignore the popular demand for the famous Ryan Brand of provisions?



The WM. RYAN CO., Limited

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

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Cheese men are now experiencing a quiet period, a period which comes every year, sometimes late, and again, early. During last week there was very little done in cheese circles. Exporters received advices from England and replied to letters, but outside of this there was practically no business done in the way of buying or selling. As stated last week, stocks held are too slight to make a market, and as soon as the small holdings are disposed of interest in cheese will be centred entirely upon the new make.

On some small lots, taken from remaining stocks, 14c. was made. This figure was a long time in coming, but arrived at last. It was excellent stock that sold at this price, and was certainly worth it, when one considers the high buying price and the carrying charges. Houses dealing locally have been doing a nice little trade at very satisfactory prices. There is quite a good demand for cheese, although the article is not in more demand than usual. Sales of small lots have been made at 14½c. and even more than this, while the market is strong and likely to be higher before new cheese is offered. Some shipments have been made to outside points, in different parts of Canada, and good figures were realized upon these lots.

In England last week there was a decline, but latest advices report a fairly firm market. High prices, according to some writers in England, are resulting in a falling off in demand. It is thought, however, that 70s. will be made before the season closes. Stocks held in the Old Country are not heavy and public demand is sure to become strong again, considering the strong part cheese plays in the diet of Old Country people, especially since the canned meat exposure.

Butter is quite interesting, considerably more so than cheese. A strong market rules, and prices are climbing day by day. Since last week figures have reached a much higher level than has been witnessed for a long time.

Receipts are by no means large. Really choice creamery is in great demand and all that is held is easily saleable at profitable prices. Few dealers have sufficient to meet all their wants and anybody having anything in this line could make money with the market in its present state. Some firms are receiving a few lots of large rolls, but the majority of houses are not obtaining much in this line. Those who usually have plenty of rolls write that owing to continued strong demand for this variety they are either very short or completely cleaned out. Rolls are firm and higher.

Much interest is displayed in the imported creamery; that is the creamery butter which was early in the season sold to English firms and which is now being returned to Canada for sale. The market in England is in such a state that holders of this creamery are shipping to Canada large quantities. Fresh grass Australian butter obtains the

preference over Canadian held stock, and holders of the latter are compelled to do something. Prices here are much better than those ruling in the Old Country, but even at the good figures in Canada, English houses are losing

as much as 2c., 3c., and 4c. a pound. However, if they were to keep the goods in England they would lose more than this, and consequently they are forced to make the best of a bad job. Local dealers to whom the butter is either sold or consigned are making good money on the goods.

PROVISION SITUATION

From the standpoint of the packer the situation is very unsatisfactory, export market lower and price of hogs holding steady. From the standpoint of the farmer things are easy; \$6.65 f.o.b., while not as much as he would like, is a good deal more than a handsome profit. This price is the same as last week and the week before, but the packers are bent on getting it down; in fact they assert they must pay less for hogs or go out of business. The trouble is with the Old Country market. It is in bad shape. "Our London agent tells us," said the manager of one of the big factories to The Canadian Grocer, "that if there wasn't a box of Canadian bacon on the market there would be enough Irish and Danish to go round."

"They don't seem to have a consumptive demand over there," continued the manager. "Canadian shipments are small, 10,000 to 20,000 hogs a week, and yet they don't seem to be able to make headway with it."

The average price of Canadian on the English market last week was about 55s., and the cost on the present basis of live hogs was 60s. Danish was selling at less than the cost of Canadian. This does not mean that the Danish packers were losing money. The price of hogs in Denmark is lower than in Canada and yet it costs more to feed a hog for market in Denmark than in Canada. The Danish farmer has to import a large part of his feed from Am-

erica in the shape of corn. Corn alone, or any single grain, will make soft pork, but for mixing with other grains it is a capital food. The Canadian packers assert confidently that at the present prices of grain the farmer is making a good profit on his hogs at 5c. At 6½c. the Ontario farmer who has hogs is simply getting rich.

The packers say the price of hogs must come down and that if it doesn't there isn't any possibility of their continuing in business. As the matter stands now it's just a question with each exporting packer how long he can keep on losing money.

In Chicago the market is speculative, but the New York Journal of Commerce says of last week's movements: "The falling off in receipts has been attributed to a shortage in cars, rather than to a belief that there will be any permanent interruption in the late increased movement, with ordinary transportation facilities, as increased weight of hogs for some time past indicates that they have been held back until matured and are no longer capable of being much improved in weight by further feeding." The scarcity of hogs in the west, and the consequent high prices, has been an argument for keeping up prices here. The increased movement is significant. Prices on the domestic market are unchanged but a pronounced forward movement is anticipated in the near future.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—All lines are moving out quite freely. Demand for lard is good, both for pure and compound. Hams and bacon are in fair request also. Prices show no change since last week.

Lard, pure tierces	0 11½	0 12½
" " 56-lb. tubs	0 12½	0 12½
" " 20-lb. pails, wood	0 12½	0 12½
" " cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12½
" " 5-lb.	0 12½	0 12½
" " 3-lb.	0 09½	0 10
Lard, compound tierces, per lb.	0 10	0 11
" " tubs	0 10	0 11
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails, tin	1 95	2 00
" " cases, 1-lb. tins, 60 lbs. in case	0 10½	0 11
" " 5-lb.	0 10½	0 11
" " 3-lb.	0 10½	0 11
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	23 00	23 50
American short cut clear	23 00	24 50
American fat back	24 55	24 75
Breakfast bacon, per lb.	0 15½	0 16½
Hams	0 13	0 16½
Extra plate beef, per bbl.	12 50	13 00

BUTTER—Butter is firm and prices are higher all round. Receipts are light and holdings are not more than sufficient to take care of local trade, there being little on hand which could be shipped to country points. Creamery is in very light supply, while other varieties are hardly more plentiful. New milk butter is beginning to arrive.

Choicest creamery, salt, 56 lb. boxes	0 26	0 27
" " pound prints	0 26	0 28
Medium creamery	0 22	0 23½
Western dairy	0 23	0 24
Large roll	0 23	0 24½
Dairy tubs	0 20	0 21

CHEESE—Cheese is slightly higher this week. Stocks are dwindling week by week.

Ontarios, September make	0 14½	0 15½
" " late make	0 15	

EGGS—There has been a big slump in the price of eggs since last report.

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

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

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

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

The "Just-As-Good" Habit

The Grocer is compelled to say "it's just as good" if he succeeds in inducing a customer to take other than

Clark's Pork and Beans in Chili Sauce

That phrase "just as good" is a dangerous one for a Grocer to get into the habit of using. To acquire the reputation of being a "just-as-good" Grocer is the best thing in the world—for your competitor.

At the time of last writing eggs were selling at 30c. to 32c., but since then prices have dropped to 27c. and 28c. The reason is the importation of American eggs, which can be brought into Canada, duty, railways charges, etc., considered, and offered at a lower figure than Canadian new laid. Receipts have been large since the American goods have been arriving and still lower prices are anticipated.

HONEY — Little is being done in honey. Stocks held are poor in quality. Prices are without change.

White clover comb honey	0 13	0 1 1/2
White clover, extracted tins	0 0 1/2	0 10
Buckwheat	0 0 3	0 0 9

TORONTO.

PROVISIONS—Prices are very firm, but practically unchanged. The low price for large hams is up to 14 1/2c., and some houses will take nothing less than the top quotation for lard.

Long clear bacon, per lb.	0 11 1/2	0 11 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 11	0 11 1/2
Small hams per lb.	0 15 1/2	0 16
Medium hams, per lb.	0 14 1/2	0 15
Large hams per lb.	0 14	0 15
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, plain, per lb.	0 16	0 16 1/2
" pea meal.	0 17	0 18
Heavy mess pork, per bbl.	22 50	24 00
Short cut, per bbl.	0 2	0 12 1/2
Lard, tie cts, per lb.	0 12 1/2	0 12 1/2
" tubs	0 12 1/2	0 12 1/2
" pails	0 1 1/2	0 1 1/2
" compounds, per lb.	0 1 1/2	0 1 1/2
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	8 50	9 50
" front quarters	5 00	6 00
" choice carcasses	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10

Lamb	0 11 1/2	0 13 1/2
Hogs, street lots	9 00	9 50
Ves	0 09	0 11 1/2

BUTTER — The situation is mostly unchanged except in regard to choice dairy prints. These are a cent higher and choice rolls are firmer. As many cows are now coming in, the quantity of milk is increasing and it is not expected the market will go higher.

Creamery prints	0 8	0 29
" solids, fresh	0 25	0 26
Dairy prints, choice	0 25	0 2 1/2
" ordinary	0 20	0 21
" rolls, large choice	0 22	0 24
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS—The market is on the downward trend. Curiously, some may think, Chicago rules this market for the moment. On Tuesday prices in Chicago were quoted at 17 1/2c., which means 23c. laid down here. Commission men here were selling Canadian stock at 26c. to 28c. The Canadian eggs are fine stock and worth the difference. Another factor working towards a lower market is that some commission houses are short of stored eggs to fill their contracts with the bakers, and they naturally want to get the price down. As a matter of fact bakers are the principal buyers at present.

Eggs (strictly new laid)	0 26	0 28
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CHEESE—The local market is higher.

Cheese, large	0 14 1/2	14 1/2
" twins	0 14 1/2	14 1/2

Honey, strained, 69 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 13
" in the comb, per doz.	2 00
Buckwheat honey, per lb.	0 5
" in comb, per doz	0 50

POULTRY—Supplies are light and demand is not heavy. Live chickens and dressed ducks are a little higher.

Live Weight.	
Old fowl	0 10
Ducks	0 15
Young chickens	0 12
Dressed weight.	
Old fowl	0 09
Ducks	0 12
Young chickens	0 12
Geese	0 10
Turkeys	0 14

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

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

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

H. R. Gray, office manager for Gunn, Langlois Co., Montreal, is in Toronto for a few days.

PERSONALS

W. C. Latimer, general merchant, Beaverton, was a buyer in Toronto last week.

C. E. Colson, Montreal, has just returned from a business trip to the Northwest.

George Goheen of Peterborough, is taking a forced holiday from business on account of a sprained ankle. Mr. Goheen is progressing rapidly and hopes soon to be about again.

F. H. Coombes has been appointed city traveler for Armour's Ltd., Toronto. Mr. Coombes is a graduate in arts of Trinity and has been for some years engaged with the McDonald Mfg. Co.

Mr. Chamoudon, representing Violet Frere, Thuir, France, who spent eight months in Canada in the interests of his firm, the proprietors of Byrrh Wine, has left for his native land. During his stay in Canada Mr. Chamoudon made his headquarters at the offices of the Canadian agents, Hudon, Hebert & Co.

C. H. Colson, of C. E. Colson & Son, Montreal, is in Toronto looking after Spring orders for Crosse & Blackwell's. Mr. Coulson is on his way east from the Northwest, having visited all the large business centres as far as Edmonton and Calgary. Despite the hard Winter experienced Mr. Colson did not find that it affected his business as orders were plentiful and large, in fact, increasing every way. This western trip is becoming the more satisfactory and larger in volume with every year.

POTATO SITUATION IN NEW BRUNSWICK.

(By The Canadian Grocer's special correspondent.)

New Brunswick is rapidly becoming an important factor in the potato trade of Canada. The farmers in "the province by the sea" are awakening to a realization that there is money in this line of work and as a result the output of the tubers is growing larger each year. Large storehouses have been built in various sections of the province, principally in Carleton, York, Westmorland, Victoria and Madawaska counties and thousands of bushels are stored away in the Fall for shipment during the Winter months to Upper Canada and the West Indies.

The trade with the West Indies is comparatively recent and has been promoted largely on account of the dissatisfaction which has been experienced by nearly all the shippers in sending their product to the Canadian West.

Complain of Unfair Treatment.

The New Brunswick shippers complain of the manner of treatment they have been receiving at the hands of the commission merchants in the West, who almost invariably report shortages in the shipments sent them. The shippers contend that while it might be possible for them to make mistakes occasionally they could not do so on every shipment. They state that every barrel of potatoes is weighed before being placed in a car and every team load leaving a potato warehouse is checked when it

leaves that place and also on the barrels being placed in the car. They claim therefore that it is almost impossible for them to make mistakes as to the quantity put in a car, yet there is invariably a claim for shortage by the merchant receiving the shipment. The N.B. shippers are therefore inclined to give up trying to promote this trade with the markets of the West until some satisfactory arrangement is made.

Have Their Own Agents.

It is now under advisement by some of the larger shippers to place local men in the West to look after the business and to cut out the present method of consigning the shipments to brokers and commission men on whom they cannot rely for fair play.

It is on this account, no doubt, that the shippers have been looking toward the West Indies for a market and the business in that direction is greatly increasing. The direct fortnightly steamship service furnished by Marsh & Marsh from St. John to the West Indies and the steamers from Halifax,

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

have been taking thousands of bushels each trip. One firm alone, O. M. McLanson & Co., of Shediac, have shipped over 15,000 barrels to the West Indies during the present season. Dr. James White of this firm, visited the West Indies last Fall and made arrangements to place large quantities of potatoes there. R. C. Tait and C. A. Dickie, of Shediac, are also heavy exporters from that section of the province to the West Indies.

Present Situation.

At the present time the quantity of potatoes on hand in New Brunswick is very limited, owing to large shipments to the West Indies and Western Canada, while the very severe winter has destroyed a great many in the cellars and warehouses. All along the line of the I.C.R. from St. John county to Westmorland county the market is bare and stocks in Carleton, Victoria and Madawaska counties have been so depleted that the shippers are asking as high as \$1.40 per barrel placed in the car at point of shipment.

As soon as the ice breaks up and trade with Prince Edward Island is resumed it is expected that prices will be easier as large quantities of potatoes are held there and may be expected to be shipped as soon as the transportation facilities will allow.

WESTERN MILLING MERGER

At a meeting held in Winnipeg last week the consolidation into one big company of some 17 different flour mills in the west was practically decided upon. The new company is to be known as the Consolidated Flour Mills Co., and as it will probably include several other mills it will be a very strong concern. Letters patent are being applied for under the laws of Manitoba and the capitalization will be \$2,000,000. The capacity of the new company will be about 3,000 barrels per day.

The milling companies affected are:

- James Innes Milling Co., Hartney, and Carberry, Man.
- Basler & Neelands, Hamiola, Man.
- Pocock & Sons, Emerson, Man.
- Lamont & McCalum, Melita, Man.
- Smith & Hunter, Carnduff, Sask.
- Arrow Milling Co., Birtle, Man.
- Echo Milling Co., Gladstone, Man.
- Schwalm & Fair, Glenboro, Man.
- James Saunders, Whitewood, Man.
- Manitoba Milling Co., Whitewood, Man.

- A. H. Snelgrove, Carman, Man.
- W. H. Clendenning, Carman, Man.
- McCracken Milling Co., Saltcoats, Sask.

- G. M. Brightwell, Griswold, Man.
- T. Bullock & Son, Crystal City, Man.
- Dauphin Milling Co., Dauphin, Man.
- Watson & Co., Arden, Man.

A provincial board of directors was elected as follows: Chairman, Jas. Innes, Hartney; secretary, G. R. Wilson, Arden; directors: V. Schwalm, Glenboro; Peter Broadfoot, Gladstone; S. Code, Dauphin; J. E. Parrot, Saltcoats; J. H. Davidson, Neepawa; T. Bullock, Crystal City, and C. C. Smith, Carnduff.

RHUBARB PRICES TO BE DOUBLED

A meeting of the Toronto branch of the Ontario Vegetable Growers' Association was held at the Albion Hotel last Saturday, in consequence of which some big rises in prices on garden vegetables may be looked for in the near future.

Rhubarb will be sent up to double its present value, and the thrifty housewife who unsuspectingly proffers the modest dime with the expectation of receiving her usual dozen will receive instead a severe shock and some valuable information on the change in the market. In table carrots, celery and other garden truck, there will probably be some advance very shortly. The reasons given for the raise are scarcity of help, advance in the price of labor, and the increased cost of living.

NEW CANNING FACTORY.

The Pelham Fruit & Canning Factory Co. has been organized to erect a \$10,000 plant at Ridgeville. The factory, which will be in operation in the summer, will meet a demand often made by fruit and vegetable growers.

GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., March 4, 1907.

The only change that has taken place during the past week in the local wholesale markets is in the price of sugar, which has advanced ten cents a hundred all round. Molasses is somewhat easier. Several shipments of West India molasses have arrived during the past two weeks. The importations are nearly all "fancy" quality, very little "choice" being ordered. All kinds of fresh fish are very scarce and high, and finnan haddies are not to be had at any price. Butter and eggs continue firm, with scarcely any change in the quotations.

Potatoes are advancing and stocks are reported very limited all over the province.

• • •

George E. Barbour, of the Geo. E. Barbour Co., and W. C. Cross, of Hall and Fairweather, left for Toronto on Friday evening last. They were accompanied by A. H. F. Randolph, of Fredericton, and A. I. Teed, of St. Stephen. All are delegates from the New Brunswick Grocers' Guild to the annual meeting of the Dominion Wholesale Grocers' Guild, at Toronto.

• • •

The Provincial Dairy School at Sussex, opened last week. The instructors are Messrs. Mitchell and Doigle. The butter class is not a large one this season, but more pupils are expected later from P. E. Island. Under arrangement with the New Brunswick Government, candidates from P. E. I. are instructed at the Sussex school.

• • •

As a result of the meeting held here recently at which Hon. Mr. Emmerson, Minister of Railways, was present, a commission of five citizens has been appointed to confer with Mr. Butler, Deputy Minister of Railways, as to the needs of St. John for future harbor development. The commission is as follows: Hon. William Pugsley, Premier of the province; Alderman J. B. M. Baxter, Theodore H. Estabrooke, W. H. Thorne and John E. Moore. All are very able men and are confidently expected to arrange a satisfactory solution of the present difficulties.

• • •

Manchester, Robertson, Allison, Limited, were the purchasers of the Sears' property on Prince William street, which report said was to be used by the Monarch Bank. M. R. A., Ltd., intend erecting a large brick wing on the property which, with a lot adjoining and owned by the firm, will provide for a building 400 x 50 feet, and will give them a T-shaped establishment with entrances on Prince William, King and Germain streets.

• • •

N. R. Burrows, who left the position of manager of the Union Bank of Halifax here to accept the position of assistant manager of the Royal Bank of

Canada, at Montreal, was presented with a handsome gold watch and chain by some of his St. John friends and admirers. He left for Montreal on Saturday.

Fred S. Hutchinson, traveling salesman for Ganong Bros., confectioners, of St. Stephen, has purchased the attractive cottage on Prince William St., St. Stephen, which was built last summer by G. W. Daniel, then manager of the Bank of Nova Scotia. Mr. Daniel has had to retire from business on account of his health and has removed to Toronto.

WHOLESALE GROCERS' GUILD.

(Continued from page 32.)

a good price for their catch though the catch was not so large as in previous years. He was pleased to note that the Western Canadian trade was beginning to realize the value of Atlantic fisheries. He had noticed that package fish put up in Nova Scotia was on sale in every up-to-date grocery and provision store in the West, and a still further interest is bound to develop in the Maritime fish trade on the establishment of the through direct fast freight, cold storage system on the part of the Government. Fresh fish as caught will be the rule then.

A. Miller, of Whitehead & Turner, Quebec, is looking forward to the next meeting of the Guild in the Ancient City in 1908, with pleasurable anticipation. Like all Quebecers, he thinks that there is only one really interesting city in Canada, one historical show-place. Without disparaging the advantages of Montreal as a seaport, he stoutly avers that Quebec is the one city at the head of navigation—the only city capable of docking the largest ocean going steamers afloat. Modestly enough, he was willing to concede that there would be sufficient business for Montreal and that the latter port would no doubt get its share. Strange oversight on his part.

Mr. Miller, who is one of the best and best known curlers of the Province of Quebec, left his "besom and stanes" behind.

J. F. Smyth, of J. F. Smyth & Co., Windsor, intimated to The Grocer that trade conditions were satisfactory. Business had been good. The tobacco-growers were doing well and although prices had been higher in some previous years, yet a satisfactory figure was being received by the growers.

J. J. Codville, Winnipeg, like all Westerners, though himself a Quebecer, is enthusiastic as to the future of his city. Trade during the past year was very satisfactory. In some sections the severe winter has had a quieting effect on trade, but on the whole the jobbing trade is well content with the situation. When the Guild meets in Winnipeg he promises to show the members a live and bustling town; beg pardon, city.

Between the sessions the delegates ad-

joined to the Queen's Hotel for a luncheon tendered by the local guild. Forty-five sat down to the repast, with T. Kinnear, president local guild as chairman, with President Hebert, president Dominion Guild, presiding. After the good things had been done justice to, two toasts were honored, "The King" and "Our Guests." Brief replies to the latter were made by Messrs. Hebert, Cross, Wilson, and Miller, the prevailing sentiment in each being loyalty to the guild, pride in their individual cities and provinces and appreciation of the local guild's courtesies and reception. W. C. Cross, of Hall & Fairweather, Ltd., St. John, N.B., is just as strongly convinced that it would be a crime for the Government not to make his city the national port of Canada. Mr. Cross is a good fluent and well-posted speaker and a credit to the grocery interests of the Maritime Provinces. Posted as he is on all matters of public interest, he is a strong advocate of the further development of Canada's great fisheries. He wants every Canadian to eat Canadian caught fish, and as his provinces are large buyers of western products would like to see the balance of trade more evenly adjusted—" 'Tis a consummation devoutly to be wished."

Delegates from eastern and western Canada were brought together at an informal luncheon at the King Edward Hotel on Wednesday. Among those present were President H. C. Beckett, Hamilton; A. C. Pike, Halifax, secretary Nova Scotia Guild; Chas. H. Harvey, Halifax; Arch. Miller, Quebec; J. J. Codville, Winnipeg; D. A. Morrison, Amherst; A. M. Bauld, Halifax; W. H. Seyler, Canadian Grocer; Geo. E. Barbour, St. John; W. C. Cross, St. John. Quebec for 1908. The city founded by Champlain in 1608 is going to do itself and the country honor in celebrating the tri-centenary of the intrepid French explorer, and no better place could have been selected for the meeting. By all means "En avant Quebec."

J. E. Richards, the hustling merchant of Dundalk, was in Toronto this week. J. E. said to the Grocer business was running along well and no kicks coming against trade.

D. A. Morrison, Amherst, is proud of his town and district. As a manufacturing centre Amherst was noted down by the sea and was doing a work that other maritime cities and towns should emulate. Mr. Morrison says it's the industrial hub of Nova Scotia.

NEW GROCERY FIRM IN PORT ARTHUR.

Geo. F. Fookes, for a long time in the employ of Lucas, Steele and Bristol, is to take over the grocery business of H. Chausse, of Port Arthur, who has built up one of the best trades in the town. With Mr. Fooke will be associated Mr. Colleran, who is well-known in Port Arthur as an excellent business man. The new firm will take possession about April 1st, and a big success is prophesied for them from the start.

PERSONALS.

W. S. Loggie, Chatham, N.B., was in Montreal last week.

L. E. Geoffrion, L. Chaput, Fils & Cie, Montreal, was in Ottawa on a business trip last week.

Charles Chaput, L. Chaput, Fils & Co., Montreal, is visiting Georgia and other districts in the States, accompanied by his wife.

G. A. Small, of the Canada Maple Exchange, Montreal, is in the country at present looking after his spring supply of maple syrup.

J. H. E. Davis, Canadian representative of the Force Food Co., was a visitor to the Montreal trade last week and dropped in to see The Grocer.

Jas. J. Pickup, representing Shaw T. Nishimina, Central Japan Tea Traders' Association, Montreal, was in Toronto last week calling upon the jobbing trade. Mr. Pickup paid the offices of The Grocer a friendly call. Mr. Pickup, whose territory includes part of the state of New York and Western Ontario, reports a good demand for 25c. retail Japan tea, and the trade generally are prepared to

place their import orders for the season more readily. Prospects for a good season's business are bright.

Jos. Ethier, manager for Laporte, Martin & Cie, Montreal, is on a trip to Toronto, Chicago, Milwaukee, and Minneapolis. He will visit the houses of different firms represented by Laporte, Martin & Cie, in Montreal, and will as well visit the American wholesale trade with a view to picking up ideas for the new building which is to be erected by his firm for occupancy January, 1908.

PURE FOOD SHOW—TORONTO

MARCH 18-29

HOLBROOK'S SAUCE

**IS THE PUREST OF ALL
SO WE'LL BE THERE**

Canadian Branch,
25 Front St. E., Toronto

Manager, Mr. H. Gilbert Nobbs

What Are You Thinking About?

We certainly would like to know.

There's a Grocer, not a thousand miles away, who places his orders with a Montreal House, just because his father did so away back in the early eighties.

That Montreal House is as good as gold—their reputation for Quality Goods is as firmly founded and impregnable as our own. But—we are right here in Sherbrooke and carry a full line of Staple and Fancy Groceries, Dried Fruits, Fish, etc., etc., and

Our Prices Are Montreal Prices.

We import direct from the leaders amongst English, European and American makers. We sell at List Prices and pay the freight as far as Sherbrooke.

Now, Mr. Grocer, if you are doing business in the Eastern Townships, we want to know what you are thinking about—if your trial order hasn't arrived?

We deliver the goods subject to approval and save you dollars every time on freight charges.

Can you suggest a fairer way of doing business?

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

**WHOLESALE GUILD AND THE
ILLS OF THE RETAILER.**

Reply to E. F. Mason, Peterboro.

To the Editor of the Canadian Grocer:

Your special Peterborough correspondent's report of the conditions of trade in Peterborough has a ring about it that is not true. All the ills in the retail grocery business he attributes to the Grocers' Guild. No man with a correct knowledge of the subject would make such a ridiculous statement; he should get properly posted. The Dominion Wholesale Grocers' Guild has done more to protect the interests, and improve the conditions of the retail grocery trade than the retail trade have ever done for themselves. If the so-called wholesale grocers sell hotels, boarding-houses, etc., and take the trade that legitimately belongs to the retailer, why don't the retailers get together and positively refuse to buy from such firms? They have the matter in their own hands. The views expressed in your correspondent's letter would indicate that the retail merchants of Peterborough are laboring under the delusion that the wholesale grocers are making money. Let no man get away with any such nonsense.

Margin of the Manufacturers.

The wholesalers and retailers are about on a par so far as making a profit is concerned. The trouble seems to be that a few retailers want special favors from manufacturers in the matter of prices which manufacturers cannot afford to give. The manufacturers prefer to sell goods through the wholesaler because it costs less than employing his own travelers. The margin allowed by manufacturers to wholesalers for the service they render is not sufficient, in many cases, to cover the cost of traveling expenses, let alone salaries.

The wholesalers have frequently protested to manufacturers that should not put an article on the market at \$1 per dozen to be sold retail at 10c a package, claiming that the retailer should have at least 30 per cent. margin on proprietary goods. But what is the result? The manufacturers' agent frequently induces the retail merchant to buy goods that, according to the retail prices at which such goods are to be sold, could not show more than a margin of 20 per cent. The sooner the retail trade realize that the wholesaler is ready and willing at all times to fight the battle of the retailer, the sooner will the position of both the wholesale and retail trade be improved.

Get Together.

The proper way would be to meet and discuss in a friendly way the best means of improving trade. No use being guided by a few hotheads who make ignorant and erroneous statements.

The wholesale grocers have been persecuted by the Ontario and Federal Governments pught to satisfy a popular cry against combines. The wholesale gro-

cers never had a combine to restrict trade or advance prices. The Guild, about which so much has been said, and about which such really appalling ignorance exists, is simply an association absolutely necessary to avoid disaster and confusion, and for the proper conduct of any business or line of trade. Railway companies, insurance companies, lawyers, doctors, banking institutions, postal service, telegraph and telephone, and many other businesses and professions are all protected by law. Then why, in the name of common sense, should the merchants and manufacturers of the country tear at each others throats with a view to putting each other out of business.

Education Necessary.

Such things are not necessary. Education is what we all need. A few cranks should not be permitted to destroy the business of others. There is not the honesty in business there should be, and dishonesty is frequently encouraged by retail merchants in accepting bribes and rebates from travelers, to pay which, must be taken from the honest profit of the traveler's employer, or, if he pays same out of his own pocket, the family of the traveler must suffer in consequence.

The insurance commission recommended that agents who rebate insurance premiums should be fined. They regard such practise as dishonest and unrighteous, and recommended a heavy penalty. Perhaps if the conditions of trade were as carefully investigated it would appal right thinking people to discover that honest men shun the road as a pitfall for dishonest methods. As a rule a traveler's natural inclination, and a merchant's natural inclination is to be straight and honest, but competition is so keen and our efforts so frustrated by misrepresentation and lack of knowledge of trade conditions that not much has been accomplished. The only cure is to keep at it and gradually become alive to the necessity of co-operation after which the era of prosperity will dawn upon retailer and wholesaler alike.

Yours truly,
H. C. BECKETT.

SOLD ONLY A BRANCH.

In last week's issue of the Grocer it was stated that J. A. McCrea & Son, of Guelph, had sold their stock. This was an error. They sold only the stock of a branch business which they had decided not to continue.

GROCER SANDBAGGED.

Allan G. Duncan, grocer, when on his way home from his store at John and Adelaide Sts., Toronto, early Sunday morning, with Saturday's receipts in his pocket, was sandbagged from behind and relieved of his wad, amounting to \$435. Mr. Duncan was knocked unconscious but was all right on Monday save for a headache. He has no idea who his assailants were or how many there were of them.

**BUSINESS MEN IN
PUBLIC LIFE**

No. 13

W. G. CRAIG, KINGSTON

Alderman W. G. Craig, wholesale grocer, Kingston, began his career in the grocery business at the early age of 15 by pushing a handcart for a retail store. A year later he was office boy in the wholesale grocery office of the late firm of J. Carruthers & Co. In 1873 he was a junior partner in the late firm of A. Gunn & Co., successors to J. Carruthers & Co. In 1893 he succeeded to the business of A. Gunn & Co., as W. G. Craig & Co., which firm still continues. His whole mercantile life has been spent in the present building and premises which are soon to be taken



W. G. CRAIG.

over and absorbed by the Canadian Locomotive Works, of which the Hon. Wm. Harty is president.

Mr. Craig has been an enthusiastic Sabbath School supporter during all these busy years as scholar, teacher, and superintendent, and in 1874 was elected to the eldership of St. Andrew's Presbyterian church. He became a member of the board of management the same year and has been on the board continuously ever since. He was a member of the choir forty-five years and during four of those years its conductor, in the days before the "gist of whistles" was introduced. He has represented Sydenham Ward in the city council since 1898 and his long business career makes him a valuable member when important questions arise which affect the city's interests.

He is past president of St. Andrew's Society. A Forester, an Elk, and in politics a staunch Liberal.

He is a heavily built man, but when he hears the strains of the bagpipes he can lift his feet and legs with the best of them.

He is one of Kingston's popular men.

THE CANADIAN GROCER

HERE AND THERE WITH THE TRADE.

McConnel & Son, general merchants, Watford, have sold out.

The assets of Dion & Frere, grocers of Quebec, have been sold.

John Blais, general merchant, St. Agathe, has registered.

Bean, Rowe & Lacey, grocers, Sherbrooke, have been registered.

N. Rioux & Cie., wholesale grocers, Quebec, have been registered.

Reginald Weldon, general merchant, Edgar's Mills, Ont., has sold out.

Brass & Moore, wholesale grocers of Hamilton, have dissolved partnership.

Gillis & Francis, grocers, Winnipeg, have assigned to Hardy & Buchanan.

Mauro & Grano have erected a store and started a grocery business at Port Arthur.

N. Quintal & Son, wholesale grocers, Montreal, had their stock slightly damaged by fire.

Mackie & Smith, general merchants at Battleford, have been succeeded by Mackie & Co.

The Wabigoon & Gold Rock Trading Co.'s general store has been sold to John Smith.

Sadell & Butcher, general merchants, Trout Creek, have sold out to the Trout Creek Store Co.

Z. A. Lambert & Co., Montreal, have sold their Bleury & Sherbrooke St. stock to T. Lecourt.

The Foster Co., general merchants at Richard's Landing, have advertised their business for sale.

R. S. Sargent & Co., general merchants, Hazelton, B.C., suffered loss by fire. Property was insured.

L. C. Kells & Co., general merchants, Arkona, have sold out to McKenzie & Meldrum.

V. E. Paradis has been appointed provisional guardian of the assets of Mrs. A. Bellevance, St. Moise St., Quebec, who has assigned.

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE



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

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



Unsweetened



JERSEY Sterilized CREAM

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

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

Preserved by Sterilization
PURE MILK

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

TO RETAILERS—

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

Best Goods First Glass Cooking Perfect Sterilization

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

The Manitoba Canning Co.

SELLING AGENTS: LTD.

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

CEREALS AND CONFECTIONERY

Reaction in Wheat Prices—Flour Steady and Good Business Passing — Oat Products Higher for Export but Domestic Prices Firm at Former Quotations — The Time for Confectionery.

Wheat prices have been receding naturally from their somewhat forceful upward tendency. One Northern sold Tuesday 89 to 89½c., delivered all rail anywhere in Ontario. No. 2 white and red were 71-72c. There is little activity. Ontario oats are 39-40c. f.o.b.

Stocks of grain at Fort Wiliam and Port Arthur are increasing but are a million and a half bushels less than year ago. The C.P.R. has at the head of the lakes four million bushels under contract for delivery for export. Consequently though there is some relief in the freight situation only an occasional car is getting through for delivery in Ontario and Quebec.

Flour trade is steady at even prices. The feature of the industry is the enlarged movement of flour to China via Pacific coast ports. This trade has been prophesied by dwellers west of the Rockies for some time. Whether or not this present movement is to develop into a permanent trade remains to be seen.

Confectionery.

Some grocers, a goodly number if they could be counted, have proved the benefits of devoting considerable attention to confectionery. Every grocer sells candies of the common sort, but the profit and reputation is at the other end of the line. High grade confectionery properly displayed in a handsome silent salesman improves the appearance of the finest store, and the grocer has exceptional opportunities for pushing the sale of them. Most purchasers would add the cost of a box of chocolates to their pass book when they wouldn't subtract it from their pocket-book. This is a good time of the year, just before the Easter trade, for a grocer to take up confectionery, give it a department, and make it a paying branch of his business.

MONTREAL.

FLOUR — Millers report excellent business for the season. Demand from the country keeps up very well, while city sales are satisfactory. Prices remain on the same footing as they have been for the past month or two, and are not likely to advance from indications presently observed. Since the relief in the car famine wheat has been coming from the west more freely and this has helped the situation considerably. Export trade is exceedingly bad. Large mills are making sales to the Orient, a market which has never meant much to Canada, but which is now looming up prominently as a flour buying section of the world.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 10	
Glenora.....		4 60

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

ROLLED OATS — While there is more or less business being done in the city and at country points, the trade is limited owing to the difficulty experienced in obtaining deliveries. Millers are hoping to secure some relief shortly but no betterment of present conditions appears within sight at the moment.

Fine oatmeal, bags.....	2 45
Standard oatmeal, bags.....	2 45
Granulated ".....	2 45
Gold dust cornmeal, 98 lb bags.....	1 75
Rolled oats, 90-lb. bags.....	2 15
" 80-lb. bags.....	1 90
" bbls.....	4 0
	4 85

FEED—It is quite possible that there will be an advance shortly in this line. Strong demand and great scarcity are forcing the market upwards.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

QUEBEC CITY MARKET

Flour, Grain and Produce

BEANS AND CORN a specialty. We are open for agencies connected with our lines—might consider reasonable offers in other line.

ALF. T. TANGUAY & CO.

Commission Merchants and Brokers

CORRESPONDENCE RESPECTFULLY INVITED

QUEBEC

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

PROMPT SHIPMENT

That means a good deal to the grocer on many occasions. When you order OUR BARLEY you can be certain of two things:—
RIGHT QUALITY and PROMPT SHIPMENT.

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

ROLLED OATS

FRESH—NO HULLS

BULK ONLY

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

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

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

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THE CANADIAN GROCER

Ontario bran.....	23 00	23 50
Ontario shorts.....	23 00	23 50
Manitoba shorts.....	23 00	23 50
bran.....	23 00	23 50
Mouille, milled.....	24 00	
straight grained.....	25 00	28 00
Feed flour.....	1 30	1 35

TORONTO.

FLOUR.—Millers report a steady business at unchanged prices. It is not expected the reaction in the price of wheat will affect flour prices for the present at any rate.

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

CEREALS.—A good steady demand continues for domestic trade. Export trade has fallen off. Prices are very firm and there has been an advance of 12c. in material for export. Domestic prices are unchanged.

Skilled wheat in barrels, 100 lbs.....	2 40	2 70
Rolled oats, in wood, per bbl.....	4 50	4 75
in bags, per bag 90 lbs.....	2 25	2 40
Meal, standard and granulated, per bbl.....	5 00	5 20
in bags 98 lbs.....	2 40	2 60

DRINKING MORE COCOA.

F. J. Ward of J. P. Mott & Co., Halifax, called at the Toronto office of The Grocer last week on his return from a trip through Western Ontario. Mr. Ward spoke of the continued increase in the sale of chocolate and cocoa in Canada and this in face of the fact that chocolate has advanced from 6 to 8c. per lb. This is due to the very great shortage in the crop of cocoa beans, particularly in the Trinidad cocoa. Mr. Ward left for Montreal last Wednesday.

NOTES.

J. G. Cuming, confectioner, White-wood, Man., has sold out.

J. P. Cavanagh, confectioner, Cornwall, has assigned to D. Davis.

Miss McGee's confectionery store at Moncton, N.B., was damaged by fire.

C. R. Rankin, confectioner, Stratford, was killed in the railway wreck near Guelph last week.

The Watt Milling & Feed Co., 211 Royce Ave., Toronto, has been dissolved and the business taken over by the Watt Milling & Feed Co., Limited.

Demand for middle-grade flour in the Orient continues undiminished. The Ogilvie Flour Mills on Feb. 26 closed another contract for 10,000 bags for immediate shipment from Winnipeg to China at an advanced price over their last sale.

THE DODGE CAP

A PERFECT CLOSURE.

For many years efforts have been made to invent that most needed article—a perfect closure for glass receptacles. The patent office shows no end of these attempts, but it was reserved for Wm. H. Dodge to actually accomplish the task.

While commercially engaged in fruit preserving Mr. Dodge had to avail himself of the prevailing styles of closures. From practical use, finding them all more or less objectionable, he determined to invent one for himself. Discarding the circle which the other cap inventors used as a starting point, he took the oval, cut out a crescent, swung back the overlapping arm, and — the best cap ever known was the result. As a piece of mechanical simplicity it is remarkable.

One great advantage which appeals particularly to the consumer is its easy detachment without instruments or printed directions.

By simply opening out the lug fold it slides off the receptacle and can be

SOME DAY A BAKER

may produce a better biscuit than

Perfection Cream Sodas

but that day seems pretty far away at present. The unanimous decision of popular opinion is that



is by far the best manufactured in Canada, and equal in downright goodness to any manufactured anywhere at any price.

Lasting Goodness

is the crucial test of the baker's product—especially biscuits.

PERFECTION CREAM SODAS

are just as delicious and satisfying when you serve them as on the day our inspector sanctions their packing.

Can we forward you any information?

THE Mooney Biscuit & Candy Company, LIMITED.

Stratford, - Canada

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S

Cream Soda Biscuits

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



'Tis Sixty Years Ago

COX'S GELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

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

replaced to keep out dust, etc., until contents are used.

Another advantage is its clean, neat and handsome appearance, which always remains. This does away with leaky, dirty, rusty, label smeared, sticky and unsaleable goods so often seen on grocers' shelves.

As this cap comes assembled and ready to place, the time and labor saved to the packer will count, especially in the busy season. As a process cap it is an innovation. This form with lever attachment set at half cock allows air vent while sterilizing and when sealed it stays put. It does not "blow out" in the bath. Air holes, broken or wobbly glass tops, etc., causing after-loss by spoiled goods never happen with the Dodge cap.

For sauces, catsups and beverages in bottles the Dodge process cap is of the greatest importance.

In addition to use described, the Dodge cap is adapted for nearly everything put up in either tin or glass, such as baking powder, paints, tobacco, condensed milk, etc. It is especially adapted for articles in drug and medicine lines.

The new Dodge Capping Machine in mechanical simplicity and labor saving points is a fitting mate to the Dodge cap. A girl operating it can not only seal 1,500 packages hourly, but change to various sizes in less than two minutes.

Samples of this cap will be sent on application to The Dodge Metallic Cap Co., 15 Label street, Montclair, N.J.

The Canadian patent rights are now being negotiated for and the cap will shortly be manufactured in Canada.

STOCKS OF LARD.

According to the bulletin issued by the A. K. Fairbank Co. the stocks of lard held in Europe and afloat on March 1 totalled 154,900 tierces, showing a gain of 17,100 over last month, and a depreciation of 106,000 from the European stock in hand and afloat on March 1 of last year. In March 1905, the stock was 181,000, an increase of 26,600 over 1907.

Tierces held in America are 84,813 of which Chicago claims well over half, Kansas City being the next largest holder with 15,061. The American total this month shows the substantial increase of 18,102 over last month's holdings, and a decrease of 4,977 from the stock on hand March 1, 1906.

Total tierces, European and American, are 239,713. On the first of last month they were 204,511, on March 1 1906, 255,290, on the same date of 1905 332,450, and in 1904, 239,953. Every European city, with the exception of Berlin and the French ports, shows a marked gain over last month, ranging from 500 to 3,000. American centres, with the exception of East St. Louis, New York and Milwaukee, show increases of from 37 to 10,591 over February's holdings.

WALL PAPER.

Last month wall paper manufacturers completed their orders, and are now busy on next year's new set of samples. Warehouses are filled and shipping will be general during the next few months. What will be shown next year is the question holding the attention of the trade. A still further improvement is promised in all lines. In these days of hard competition goods must possess the necessary qualities to sell on their merits; they must possess artistic value and quality to stand against, and compare favorably with, the best. The best goods sell, and the retailer will go far to find the best values. Therefore, it is incumbent upon each manufacturer to produce the best line of samples that he has ever done, for to reduce his range, or to repeat too frequently the stereotyped patterns, would mean ruin. On novelty and freshness of patterns depends the result of the season.

This sampling season will bring out some handsome effects in English designs. This means rich floral pattern of artistic qualities, open and highly colored. Ingrain has to a large extent been displaced by heavy figure and floral effects and also the landscape borders and woodland side-walls. These have taken well with the trade, and some entirely new patterns are being prepared for next season.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Good Sellers!

LUCERNA

Swiss Milk

CHOCOLATES

GOLD MEDAL

Awarded at the International Exhibition
at Milan

Grocers, Confectioners, Druggists, send for
price list and Free tasting
samples to

MacLaren Imperial Cheese Co.

TORONTO

Sole Agents in Ontario



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



Good Business

demands that all live grocers
stock

Nicholson's Mince Meat

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

We also recommend

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

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


MAKE it a point NOW
to carefully review your stock.
NOTE ANY WEAK SPOTS
and take measures to strengthen them.
Refined, Attractive Parlor Styles
are often overlooked when buying

WALL PAPERS

Write us for samples to fill any short lines. We have on hand all the big sellers for 1907, in every grade.
Be in a position to satisfy every customer. Let us help you with samples.
Try us for BURLAPS (Dyed, Sized, Oil Coated), SANITAS.
Prompt service at all times, especially during the Spring Season.

STAUNTONS LIMITED
Makers of Superior Wall Papers
TRONOTO

CANADA FLAKES



25 Cent Household Package

Each package contains a beautiful china plate or dish.
Every article in this china selection is worth at least 10c.
This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.
Try a case of Household Canada Flakes and note the result.

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?
Judged by these tests

PURITY FLOUR

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

Western Canada Flour Mills Co., LIMITED



Mills at
WINNIPEG, GODERICH and BRANDON
Toronto Office:
Long Distance Phone Main 6080
Phone in your Orders at our expense.

A WOMAN'S LOGIC

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

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

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

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

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED
BRANDON, MAN.

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

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Produced in-48g)

The Cocoa beans used in the manufacture of **Cailler's** Chocolate are selected with great care and regardless of cost, in fact expense in anything is never considered, **QUALITY** is aimed at. This is why

there CAN be nothing better than

Cailler's

William H. Dunn, - MONTREAL

394-396 St. Paul Street

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

When the Canadian housekeeper has for **over a quarter of a century** been using

MOTT'S CHOCOLATE

and always found it satisfactory is it wise for you to experiment with other lines? **NEVER!**

Ask your jobber for "**DIAMOND**" and "**ELITE**" brands.

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

"Health"

COCOA

— IS —

Absolutely Pure



HYGEIA
Trade Mark

It is the right article to stock, being

**RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT**

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

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BRANTFORD GROCERS' ASSOCIATION AT THEIR ANNUAL BANQUET

The New American Hotel at Brantford was the scene of a loud and lively gathering on Feb. 22, when the grocers and butchers of that city, together with a representative contingent from the Mountain vilage, celebrated their sixth annual banquet with all the usual honors and something over. From the tenor of the speeches and the heartiness, if not the tunefulness, of the songs, one gathered that care and worry had been left at home with unanimous consent, although in justice to the excellent dinner provided by mine host, Fraser Scott, it must be added that no one seemed to have forgotten his appetite. May we hope that every digestion was worthy of the confidence reposed in it.

When everyone had surprised themselves by their capacity for internal storage, president James Burns called upon Darwen's orchestra to open the programme. Songs by Sam Stedman and James Whittaker followed in quick succession, and though neither of these gentlemen seem to be oppressed with modesty as a general rule, they were undoubtedly embarrassed by the round of applause their efforts evoked. Bert Harvey proved as popular as ever in his songs and imitations and was encored vigorously.

The International Slaters, who know a good thing when they see it, arrived en masse in time for the speeches, having just concluded a sumptuous banquet at the Belmont.

Billy Dore was the first speaker after the opening address by president Burns. Mr. Dore said he hadn't been asked to speak and didn't want to, but he had a couple of stories and meant to tell them, with or without the acquiescence of the audience. He was let go on suspended sentence. Mr. Syme is president of the Hamilton grocers and butchers, and always says the right thing. In a neatly-worded speech he thanked the chairman for the cordial invitation extended to his fellow-citizens and himself and expressed the hope that he would some day have the honor of reciprocating their hospitality.

The rhetorical piece de resistance, however, was undoubtedly the forensic effort of secretary B. Hill, who, with a brilliancy that staggered even his most intimate enemies, drove home point after point at the end of some pungent local allusion that never failed to provoke a frenzy of appreciation. His thorough mastery of a comprehensive and expressive vocabulary, his unique powers of sarcastic invective, and the apparent ease with which he continually referred to "culinary degenerates" filled the minds of his audience with a mixture of pride and envy, while the flowery heights of rhetoric to which he soared in his peroration baffles an untrained imagination, and left his less gifted fellows on the verge of hysterical tears.

When alderman Luddaby rose everyone was ready to laugh at anything, a state of things for which the previous

speaker must be held responsible. In consequence of this his remarks on the "bond of friendship" and his regret at the absence of the ladies, were looked upon as a joke, and hilariously applauded as such. He sat down feeling misunderstood. Mr. Peebles, of Hamilton, replied briefly albeit in a somewhat mournful tone of voice, and James Whittaker responded appropriately with "The Death of Nelson," which had the effect of sobering his listeners from untamed mirth to an occasional furtive chuckle. Ald. Wood, in his reply, said that one of two things were expected of an after-dinner speaker. To say something remarkable or to be brief. To say that he did not excel in either would be unkind as well as untrue. He described a somewhat lengthy feud with his local butcher, in which the latter was eventually worsted and concluded by paying a tribute to the Grocers' and Butchers' Association. His speech was one of the longest of the evening, but none the less worth listening to on that account. This was evidenced by the hearty applause he received on resuming his seat.

It fell to the lot of Tom McPhail to furnish the last speech of the evening, and he acquitted himself wittily and well. His local puns were vociferously received, and his whole speech a happy combination of humour and good sense.

We understand that just before the singing of "God Save the King" Mr. McEvoy undertook to render a Scotch solo in the vernacular, on the condition that the other fellows would help him out. They did so, but we are glad to be able to report that Mr. McEvoy is now convalescent, and hopes soon to be about again.

TRADE NOTES.

James Rowe, general merchant, Avon, has sold out.

The assets of A. Robert & Co., St. Jerome, have been sold.

H. Jones, grocer, Swift Current, has sold out to H. Gregory.

Vincent E. Muloin, groceries and liquors, Joliette, are succeeded by C. Lajarde.

Chas. Gauthier, general merchant, Montcerf, has been succeeded by Martineau E. Poirier.

Choice skinless dressed cod in 100 lb. cases and their regular brands of boneless and prepared codfish are selling freely, say Leonard Bros.

Red Feather extracts and spices have secured a good hold with our trade, report Steele & Bristol, Hamilton. Quality of goods and style of package are winners.

Leonard Bros. report receipt of a shipment of choice Labrador sea herrings in barrels and half barrels, the quality of which are first-class, the fish being large and bright. They are offering a supply of green cod and salt haddock in barrels at low prices.



At the Buffalo Convention

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

WON IT'S GREATEST VICTORY

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

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

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

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

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

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

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

The Dodge Replacable Mustard Cap with spoon accommodation.

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

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

Samples sent upon application.

The Dodge Metallic Cap Co.,
110 Label St.,
Montclair, N.J.

FRUITS, VEGETABLES AND FISH

Car Shortage Continues in California—Markets Quiet—Fish Getting Scarcer, But Demand Unchecked—Orange Market Improving.

The fruit market is quiet on the whole, though some interesting developments may be looked for with the advent of more favorable conditions in the weather. The orange market is worth watching, as there is certain to be a great improvement before long. Just now prices are 15c. lower than they were last year. There was a rumor that Spain could not deliver the supply which had been anticipated, but later advices have dispelled this, and there now seems no doubt that the stock shipped will be up to the average, both in quantity and quality. The car shortage in California remains unremedied, and the situation is rapidly assuming a very serious tone. The reduction of the fruit rate in southern California will probably affect western cities. New pulp boxes wrapped with iron are being introduced among California and Mexican shippers.

There is little news in the vegetable market, the few changes which have occurred being insignificant. \$1 is being asked for potatoes in New Brunswick, and this is expected to send prices up to some extent in Toronto and Montreal. Shippers in New Brunswick prefer Montreal as an objective point rather than Toronto, but the advent of warmer weather will have the effect of loosening things up all round.

The extraordinary demand for fish continues unabated, and will probably not let up till the end of Lent. Finnan haddie are scarcer than ever, and one or two other lines are beginning to show signs of exhaustion. The selling capacity of fish fluctuate considerably with the weather, and the cold spell experienced lately has sent the demand up with a bang.

MONTREAL.

GREEN FRUITS—Few price changes are noticeable, the amount of business being transacted not being sufficient to make an active market. Bananas are reported in good demand at present quotations. Supplies coming into New York are not large, and prices have been advanced. There is a probability of higher prices being asked in Montreal in the near future for this reason.

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

VEGETABLES — Continued cold weather has had the effect of keeping

prices up pretty well, but should the mild spell now being experienced continue it is likely that figures asked for many lines will be lower. Potatoes are still stiff at figures quoted. Some demand is reported for cabbage, while tomatoes are selling freely enough.

Parsley, per doz. bunches	0 75	
Sage, per doz.	0 60	
Savory, per doz	0 60	
Montreal cabbage, per doz.	0 50	0 75
American Cabbage, bbl	1 75	
Florida tomatoes, crate	4 50	
Turnips, bag	0 75	
Water cress, large bun hes, per doz	0 40	0 50
Lettuce, per doz	1 00	1 51
Boston lettuce, per doz	1 00	1 51
California celery, crate	6 50	
Radii hes, doz.	0 50	
Spinach, per bbl	4 50	
Cucumbers, per doz	1 25	3 00
Celery, per doz	0 25	0 90
Potatoes, per bag	1 00	1 10
New potatoes, lb	0 07	
" " bbl	9 50	
Jersey sweet potatoes, basket	2 50	
Spanish onions, crate	4 50	
" " 50 lb cases	0 95	
Red onions, bbl	4 00	
" " bag	1 75	
B-cets bag	1 00	1 25
Carrots, bag	0 90	1 00
Mushrooms, lb	0 90	1 00
Rhubarb, doz. bunches	0 15	
New Orleans shallots, doz.	0 75	
" " "	0 80	

FISH—With Lent well under way fish are selling in great quantities and supplies are running short. This week several lines quoted up to this time are noticeable as being missing. Fresh express haddock, codfish and boiled lobsters might be mentioned in this respect. In some instances prices are slightly lower, tomcods being \$1.90 against \$2 a week ago, but the general trend is upward, and before the Lenten season comes to a close fish will be selling at better prices than now rule.

Fresh and Frozen Fish.		
Halibut, express, per lb	0 09	0 10
Grass pike, express	0 05	0 06
Mackerel, large	0 08	0 10
Dore, " "	0 08	0 09
Small sturgeon	0 07	0 08
Flounders, per lb	0 04	0 05
B. C. salmon	0 09	0 10
Qual's salmon	0 08	0 09
Smelts	0 08	
New tomcods, bbl	1 90	
Frozen herring, large, bbls., 300 fish, per 100 fish	2 20	
" " less than bbls., per 100 fish	2 25	
Smoked and Salted—		
St. John bladders, 50 in box	0 60	
Kipped herring, half boxes	1 80	
Smoked herring, per small box	0 10	
Yarmouth bladders, box	1 20	
Prepared and dried—		
Skinless cod, 100 lb. cases	5 50	
Boneless cod, 90 lb. boxes	0 06	
Boneless fish, 20-lb. boxes, bricks	0 05	
Boneless fish, 25-lb., boxes, per lb.	0 04	
Pure boneless cod, per lb.	0 08	0 09
Dry cod in bundles	6 50	
Oysters—		
Standards, bulk, per imp. gal	1 40	
Selects, bulk, per gal	1 60	
Oyster pails, pints, per 100	1 00	
" " quarts, " "	1 25	
Pickled fish—		
No. 1 Labrador herring, per bbl	5 50	
" " per half bbl	3 25	
No. 1 N.S. herring bbls	5 00	
" " half bbls.	3 00	
No. 1 Lake Trout, 100 lb. kegs	5 00	
No. 1 Sea trout, bbls.	10 50	
No. 1 Sea trout, half bbl	5 75	
Labrador salmon in bbls.		
" " in 4 bbls.	12 00	
" " "	6 50	
Large green cod, 200 lb. bbls.	9 00	
No. 1 green cod, in bbls. of 200 lbs.	7 50	
Small	5 00	
No. 1 Haddock, bbls. 200 lbs.	6 50	

TORONTO.

FRUIT — The pineapple market is very firm, with likelihood of considerable increase in trade if the present

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Cranberries, California Celery, Tomatoes, Strawberries, New Beets, New Carrots, Head Lettuce, etc.

Have in stock both St. Nicholas and Kicker Brand Lemons.

Golden Flower, Golden Gate, Rose and Arch Brand Oranges, also Bahama Oranges, Florida and Bahama Grape Fruit.

Navel Oranges are on the advance, and we look for higher prices next week.

Lemons are also higher, and are a good purchase at to-day's prices.



**and
a practical
answer**

Our Man asked a Dealer the other day: "What do you understand by HIGH QUALITY Oranges?" He replied: "Eat one of those GOLDEN FLOWER, there, that's my answer."

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

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Leeks, per

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Rhubarb, p

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Fresh halib
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DRIE

O. E.

ESTABLIS

favorable weather continues. Navel oranges are going up, with prospects of an even higher market. Lemons are stronger. Cranberries have dropped another dollar.

Oranges, Jamaica, per bbl	4 50
" " per box	2 50
" Florida, 126-216s	2 75 3 00
" Mexican, 126s-250s	2 00 2 25
" Tangerines, half box	3 00 3 25
" Valencia, 420s and 714s	3 25 5 50
" navel, 93s, 250s	2 75 3 25
" marmalade, 160s, 200s, 210s, per box	2 25 2 50
Grape fruit, 46s, 80s, 96s	3 25 4 75
Lemons, California, boxes, 240s, 270s	2 50 3 00
" Messina, 300s-360s	4 25 5 00
Pineapples, Florida and Cuban, 30s and 24s	2 00 3 00
Apples, snows	3 25 4 25
" Spies, No. 2 and fancy	2 00 2 50
" Baldwins	2 00 2 50
" Greenings	2 00 2 50
" Kings	1 50 2 00
Bananas, per bunch	2 00 2 50
Red bananas, per bunch	2 00 2 50
Cranberries, per barrel	3 00 3 10
" " crate	0 55 0 60
Strawberries, per qt.	0 55 0 60

VEGETABLES — A few small shipments of California spinach have been received. Onions are very firm and rising steadily, as they have been for the last few weeks. Potatoes have maintained the 20c. rise which occurred last week, Delawares being quoted at \$1.20 per bag. Cabbage is very scarce, and quoted at \$40 a ton. Cucumbers show a slight rise.

Potatoes, Delawares, per bag	1 10	1 20
" Ontario	0 75	0 75
Sweet potatoes, per hamper	2 00	2 25
Onions, Spanish, per large case	3 25	3 50
" " small case	1 25	1 25
" Yellow Danvers, bags	1 40	1 40
" Canadian, per bag	2 00	2 00
Cabbage, new Canadian, per bbl	2 00	2 00
Beets, new, per doz. bunches	0 35	0 40
Carrots, Canadian, per doz. bunches	0 35	0 40
Lettuce, per doz. bunches	0 15	0 30
Lettuce, Boston, large, per doz. heads	0 15	0 30
Green onions, per doz	0 25	0 50
Radishes, Canadian round, per doz.	2 25	2 75
Cucumbers, hot house, per doz	1 00	1 00
Mushrooms, imported, 1-lb. boxes, per lb.	1 00	1 00
Beans, white, prime, bush	1 50	1 50
" " hand-picked, bush	0 04	0 06
" Lima, per lb.	0 04	0 06
Watercress, per doz. bunches	0 25	0 25
Tomatoes, Cuba, per 6 basket crate	5 00	5 00
Tomatoes, Florida, per 5-lb. basket	0 90	0 95
Peppers, per basket	0 25	0 25
Parsley, per doz	0 75	0 75
Parsley, Jumbo bunches, per doz.	0 15	0 20
Turnips, per bag	0 40	0 50
Mint, per doz	0 40	0 50
Celery, " California, per case, 6 to 8 doz.	5 75	6 00
Squash, per doz	1 00	1 25
Leeks, per doz	0 75	1 00
Pumpkins, per doz	0 75	1 00
Parsnips, per bush	0 10	0 10
Sage, savory, thyme, etc, per doz bunches	1 25	1 25
Fancy Baltimore spinach, per hamper	0 40	0 40
Oyster plant, per doz bunches	1 00	1 50
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 25	1 25
New spinach, per bushel box	1 75	1 75

FISH — The unprecedented demand still continues. Finnan haddie are away up, and scarcely to be procured at any price, principally on account of the bad weather preventing any green stock from being obtained. Some firms are offering mild cured bloaters in their place, reporting a ready sale at \$1.25 per box. Halibut is 8c. lower than last week, with a fair demand. Small pails of oysters are at \$4.20.

Fresh halibut	0 10
Haddock, fresh caught, per lb.	0 06
Fresh cod, per lb.	0 07 0 08
Fresh lobsters, boiled, per lb.	0 20 0 25

DRIED APPLES
BRIGHT, DRY STOCK
WANTED
O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

FISH FOR THE FAITHFUL

4 WEEKS YET FOR BIG FISH SELLING

FINEST QUALITY

We are carrying perhaps the largest and best assorted stock in Toronto,

PROMPT SHIPMENT

Winter Caught Frozen Trout

Winter Caught WHITEFISH (round)
" " PICKEREL (dressed)

Goldeyes

Tulbees

Frozen Lake Herring

Sea Salmon

Halibut

The Famous Long Island Native Oysters

Ocean Brand Mild Cured BLOATERS, special, \$1.25 box.

Also numerous other lines. Place your orders with us;

WHITE & CO., Limited

TORONTO and HAMILTON

ST. NICHOLAS

KICKING

B. L. O. E.

PUCK

HOME GUARD

Strawberries, Lettuce, Tomatoes, Pineapples, Radishes

and other New Fruits and Vegetables arriving several times weekly, at reasonable prices.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

If you have any good ONIONS to sell, write us.

FRESH ARRIVALS THIS WEEK

Two Cars **NAVEL ORANGES**
Extra Fancy and Extra Choice.
Car **FINEST VALENCIA ORANGES**
Regular and Large 420 size.

Car **SEVILLE (MARMALADE) ORANGES**
Car **FANCY BANANAS**
Jumbo Bunches.

Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.

HUGH WALKER & SON GUELPH, ONT.

SPECIALTIES FOR THIS WEEK

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

MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal



A Good Investment

PEANUT ROASTERS
and **CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

EASY TERMS.
Catalog Free.

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

HALIFAX QUOTATION SHORE CODFISH

February 7th

Ex Store. \$8.00 per 100 lb.

Supply Limited

SCOTIA BRAND

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

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

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

plus all the labor of preparing for table.

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

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

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH

FISH

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

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

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

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon



Secure Supplies

While Obtainable

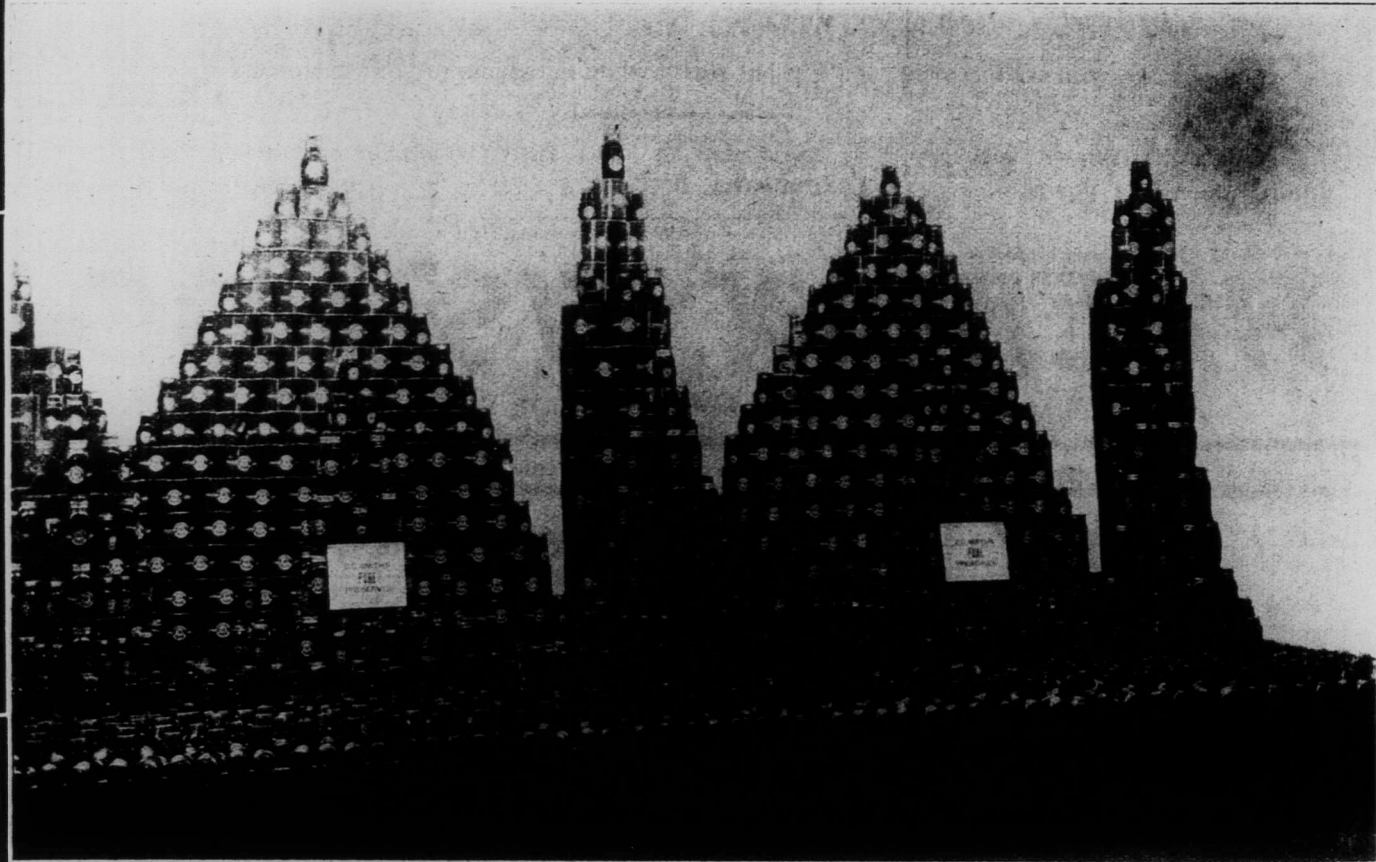
J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

E. D. SMITH'S
Jams, Jellies and Preserves
GUARANTEED PURE



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

E. D. SMITH'S
Pure Jams, Jellies and Preserves
Sold by all the Best Grocers

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

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 Because of the weeks of done to and in fa weather warm bui in which mitted th warehous toes in These we not so fo farmers. continued cessity of potatoes which wa never aris many wh have none

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POTATO SITUATION IN
THE PACIFIC PROVINCE.

(By The Canadian Grocer's Special Correspondent.)

Vancouver, B.C., Feb. 21, 1907.

Because of the comparative severity of the winter during the first three weeks of this year, much damage was done to the stock of potatoes in store and in farmers' hands. Unused to zero weather most warehousemen have no warm buildings, and many of the places in which potato stocks were stored admitted the frost. Of course many of the warehouses have their stocks of potatoes in cellar or basement storage. These were all right, but many were not so fortunate. So, too, with the farmers. None but the veritable old-timers had seen such cold weather and continued frost on the coast. The necessity of pits or cellars to protect the potatoes from even the three below zero which was the coldest recorded, had never arisen. The consequence was that many who had held their potatoes now have none or few to sell.

Shipments to Australia.

The early shipments of potatoes last fall to Australia had some effect upon the total stock, but so plentiful was the crop last year that no one anticipated a shortage. However, that is apparently the situation of the coast at the present moment. Prices have gone up fully fifty per cent. in the past week or ten days. It is stated that a dealer was out over a month ago offering the farmers and ranchers of the lower Fraser valley, \$20 a ton "on the bank," that is, delivered at the river where they could be loaded on freighting steamers.

The dry season in 1906 gave a much mealier and better keeping potato on the delta lands, than is usually the case, but the frost has, by reducing the quantity, done even more than the past dry season to enhance the price of the crop. It is now difficult to get lower mainland potatoes at any price less than \$24, while Ashcrofts are very scarce and command from \$30 per ton up. The supply is all in the hands of dealers, so that there is no question of the amount of the Ashcroft potatoes to be secured.

In the Okanagan there is a fair stock yet in farmers' hands, but the continued snow and winter weather has delayed them in opening their pits. It will be another fortnight before this can be done with safety. The snow is fast leaving the valley now, but there was such a heavy fall that it will take some time for it all to go. Down the lake ports the thaw has advanced further than along the line of the railway at Vernon, Armstrong and Enderby, and it is at these latter points where the chief stocks of potatoes are held.

On the Island.

On Vancouver Island the stock of potatoes is also yet in the producers' hands to a certain extent. The entire visible supply, however, is not very much over local requirements of Victoria, Nanaimo and other consuming centres. The logging camps everywhere on the coast and in the interior, depend upon the coast for their supplies of po-

tatoes and the mining camps in the interior, saw mills camps and similar communities are also heavy consumers. Added to these factors, the Yukon district gets its entire supply, practically, from British Columbia, and the disposition of even a heavy potato crop is accounted for. The chances at any time for a large surplus for export, are not bright, while this year there is indication of shortage, much as there was last spring. Nevertheless, potato-growing is attracting much attention in the province. A sure crop, easily raised, comparatively free from pests, it is becoming a staple industry.

WASTE 6,000,000 BARRELS OF APPLES.

Alexander McNeil, chief of the fruit division of the Dominion Department of Agriculture, speaking at Ottawa before the Agriculture and Colonization Committee of Parliament on Feb. 27, said that Canadian growers were apt to govern their shipments too largely by the fruit crop reports from the other side of the Atlantic in consequence of which there had been considerable falling off in 1906 of the amounts of early apples sold to Britain by Canadians. He decried in 1906 of the amount of early apples unfit for shipment, six million barrels being thrown away annually, which would have brought large returns in the form of cider, evaporated fruit, jams or jellies. He emphasized the value of co-operation as applied to fruit-selling, and said that there were thirty-five associations in Canada now operating successfully on this plan.

SUPPLIES FOR LENT

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

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

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

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

Mail Orders Solicited.

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

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE
TELEPHONES

TAKING CHANCES

There are still a few grocers in Canada who stock cigars in a haphazard fashion. Cigar-quality they do not consider, because they do not appear to realize the immense power for good or ill cigars are in the grocery business. The almost unanimous decision of the grocers in the Dominion is that cigars make or mar a business. I know this positively because most grocers feature my

PHARAOH and PEBBLE

Cigars—cigars admitted to be quite superior to many sold at double the price. The reason for this marked superiority lies in the fact that I personally select and supervise the maturing of every leaf of tobacco used in my factory.

PHARAOH is mighty near my ideal cigar. It retails for ten cents, although most are convinced that it's easily worth fifteen.

PEBBLE is still far superior to the next best five-cent cigar.

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

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Grocers' Ally

There are twenty-nine different reasons why a Grocer should feature **T. & B.**, and thousands of grocers have discovered enough of them to carry a good stock of Canada's premier pipe tobacco all the time. It pays, and pays well, does

T. & B.

It's cool, soothing, satisfying—just the tobacco veteran smokers insist on, and even women, who object to ordinary tobaccos, praise the fragrance of **T. & B.** The shrewd grocer has discovered a staunch, steady and active ally in **T. & B.**

T. & B. Tobacco sells more than Tobacco.

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

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TRANSPORTATION IN THE WEST: NEED FOR RECIPROCAL DEMURRAGE

The Winnipeg Jobbers and Shippers Association which has recently been organized under the presidency of Mayor J. H. Ashdown, is actively interesting itself in the transportation requirements of the west. G. E. Carpenter, the manager of the freight department of the association, writes this paper as follows:

Much is being said regarding the severe conditions under which the railway companies are laboring in their endeavors to meet the transportation requirement of the public, and justly too, because one and all agree that the weather conditions west of the Great Lakes have been the worst in years. At the same time the present situation would have been much better if the railway companies had had a clean sheet to work on when the Winter commenced. On the contrary they were very far behind.

Therefore the present congested condition is due to more than the exceptional weather conditions.

If a law had been in effect last Summer providing for reciprocal demurrage it is safe to say that the railway companies would have kept abreast of the requirements of the times by obtaining the necessary locomotives and cars to move freight promptly. Then we would have had no such accumulation when Winter broke upon us.

In several of the States to the south of us reciprocal demurrage is in effect. In the State of Virginia a very fair law is in force, which, if applied here, would do much to overcome the serious delay of freight, and present car shortage.

Under the ruling of the Corporation Commission of the Virginian State Legislature, when a shipper makes verbal or written application to a railroad company for car or cars to be loaded with any kind of freight embraced in the tariff of said company, stating in said application the character of the freight, and its final destination, the railroad company shall furnish same within four days of seven o'clock a.m. the day following such application.

Or, when shipper making such application specifies a future day on which he wishes to make a shipment, giving not less than four days notice thereof, computing from seven o'clock a.m. the day following such application, the company shall furnish such car or cars on the day specified in the application.

For failure to comply with this rule, the company so offending shall forfeit and pay to the shipper applying the sum of \$1 per car per day, or fraction of a day's delay after expiration of free time, upon demand in writing, made within thirty days thereafter by the shipper.

When freight in carloads or less is tendered to a railroad company, and correct shipping instructions given, the railroad agent must immediately receive the same for shipment, and issue bills of lading therefor, and whenever such shipments have been so received by any railroad company, they must be carried forward at the rate of not less than fifty miles per day of twenty-four hours, computing from seven o'clock a.m. the day following receipt of shipment, and for failure to receive and

transport such shipments within the time prescribed, the railroad company so offending shall forfeit and pay to the shipper the sum of \$1 per car per day, or fraction thereof, on all carload freight, and one cent per hundred pounds per day on freight in less than carloads, with minimum charge of five cents for any one package, upon demand in writing by the shipper, or other party whose interest is affected by such delay; provided that in computing the time of freight in transit, there shall be allowed twenty-four hours at each point where transferring from one railroad to another, or rehandling of freight is involved.

The period during which the movement of freight is suspended on account of accident, or any cause not within the power of the railroad company to prevent, shall be added to the free time allowed in this rule, and counted as additional free time.

RULE III.

Railroad companies shall within twenty-four hours after arrival of shipments, give notice, by mail or otherwise, to consignee of the arrival of shipments, together with weight and amount of freight charges thereon, and where goods or freight in carload quantities arrive, such notice shall contain also identifying numbers, letters and initials of the car or cars, and if transferred in transit, the number and initials of the car in which originally shipped. Any railroad company failing to give such notice shall forfeit and pay to the shipper or other party whose interest is affected, the sum of \$1 per car per day, or fraction of a day's delay, on all carload shipments, and one cent per hundred pounds per day or fraction thereof, on freight in less than carloads, with minimum charge of five cents for any one package, after the expiration of the said twenty-four hours;

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

old by all the Wholesale trade

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street

Phone 1272

Branch: 179 St. Joseph St.

Phone 2097

QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE CANADIAN GROCER

provided that not more than one dollar per day be charged for any one consignment not in excess of a carload.

This rule is applicable also to steamboat and steamship lines.

**COULD WHOLESALERS' HELP
RETAILERS TO ORGANIZE?**

A Suggestion.

To the Editor of The Canadian Grocer :

As some slight agitation has been put in motion in regard to organizing the retail grocers of the province, and so far so little seems to have been accomplished, it has occurred to me that the wholesalers, with their splendid organization and equipment, might take this matter up and lend the retail men a helping hand, that is, assuming, as I believe it will, that it will accrue very largely to the benefit of the wholesalers themselves. I think if they were to put the matter squarely before their customers, stating the objects aimed at, membership fees, etc., that the response would be almost unanimous for union. The retail men would require their assistance in framing up and making suggestions to the importers and manufacturers in any event, and if the action herein suggested were taken it would certainly bring them more in unison and would no doubt bring earlier and better results. I notice in the reports published in The Grocer, of the various meetings of the state and national associations in the United States, that the wholesalers and retailers are very much in touch, and that suggestions from either party are accepted in good grace. In comparison with things here, it looks a great deal more like business. How would it do, for the retailers, who are now organized in all the principal cities and towns, to each send say two delegates to some central point like Hamilton or Toronto to meet the executive of the Wholesale Grocers' Guild, where a line of action could be discussed and arranged. As your paper no doubt reaches all the members of the Wholesale Guild, would it be asking too much to have you draw their attention to this article and ask them for an opinion on the question? Time was when a wealthy body like the Canadian Wholesale Grocers were a power with either local or Dominion Governments, but times are changed. The political parties are looking more after the aggregate number of votes that they see behind a movement, more than they ever did before, and that

is a paramount reason why the united action of both wholesalers and retailers is needed to prevent legislation pernicious to the interests of either.

BELIEVER IN ORGANIZATION.

WEST INDIES CROPS SHORT.

Advices received from Trinidad would indicate a short crop of sugar this season. At the time of writing, Feb. 20, no work toward cutting the cane had commenced, although this time was three weeks later than the usual date for starting the harvesting of the crop. The cocoa crop is also likely to be small according to the same writer. There is no probability of a June crop. Owing to blight cocoa pods dried up on the trees. News from the Barbadoes is to the effect that molasses is sure to be high in price since a short crop of sugar is almost sure to be harvested.

FORMER GROCER DIES SUDDENLY

Wm. Adamson, who 25 years ago conducted a large grocery on Yonge St., Toronto, died on the street of heart disease on Monday of last week. He was city agent for the British American Assurance Co., and was widely known and highly respected. He was one of the oldest members of the Caledonian Society, prominent in St. Andrews, an active Presbyterian and a life-long Liberal. In apparently his usual robust health, he was taken ill on a street car, fell in attempting to get off and didn't recover consciousness, dying in a minutes.

J. W. Windsor, whose advertisement appears in this issue, has secured the services of one of the best marmalade men in Great Britain and is now offering to the trade marmalades of rare quality.

A fire of unknown origin occurred in the bonded warehouse of the Horrocks cigar factory, Toronto, on Monday night. The fire was controlled by a liberal use of water and while little was burned the damage to the stock of raw leaf was serious.

**Walker
Bin
Fixtures**

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

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

**They improve the character,
quality and volume of business.**

They pay for themselves quickly in increased sales.



**Write for Illustrated Catalogue -
"Modern Grocery Fixtures."**

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

Representatives:
WINNIPEG, Man.—
STUART WATSON & CO.
REGINA, Sask.:
THE H. W. LAIRD CO., LTD.

IT'S A RACE

Nowadays between yourself and your competitors. It's up to you to do the trade. Your tobacco department can be made stronger than your neighbors if you sell

ROYAL SPORT and HOGEN-MOGEN CIGARS



These brands sell to beat the band. How about you? Are you to be a winner? We'll help you—write us.

THE SHERBROOKE CIGAR COMPANY

Sherbrooke Quebec.

Would you like to know each evening as you close your store that your accounts are up-to-date and ready to render ?

It is the proper way to keep books, and the nearest approach to a cash business to have a system such as the

Crain Monthly Account System

where accounts are always ready to render. No other labor-saving device on the market is just as good as the Crain. We manufacture this system in different sizes and styles of binding, ranging in price from \$14.25 up, with 1,000 sheets of-invoices.

If you are interested write for catalogue "G," which will give you full information.



The Rolla L. Crain Co., Limited
Ottawa, Canada

Toronto:
18 Toronto Street

Montreal:
Alliance Building, 107 St. James St.

Winnipeg:
11 Nanton Block

ELECTRIC SIGNS

advertise you night and day. Without question the cheapest and most effective method of advertising to-day

We have an excellent proposition to make in most Canadian cities for merchants to use electric signs.

Let us hear from you, and we will send you circulars.

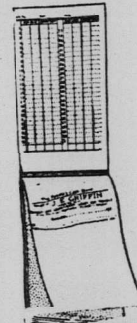
The Martel-Stewart Co., Limited
Montreal, Canada

A PAYING INVESTMENT

Look at the cut for a minute. Study it for another. That's our famous.

Duplex Counter Check Book

and hundreds of grocers declare that it easily pays 100 per cent. per annum on the investment. Does that mean anything to you?



The Carter-Crume Company, Limited
Toronto

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

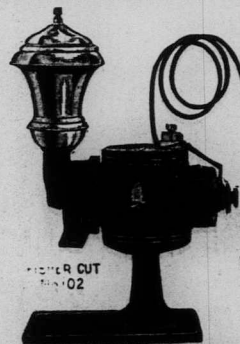
Special Prices: \$10.00, \$12.50 and \$15.00

Send for Catalogue

The Ontario Office Specialties CO.,

126 Adelaide E., TORONTO

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

What is Your Book-Keeper's Time Worth ?



Is your ledger arranged on any special system ?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it ?

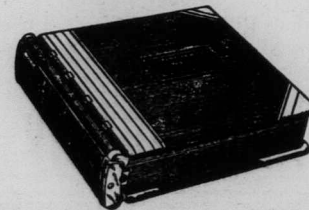
Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us to-day for full particulars.

This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.



BUSINESS SYSTEMS

LIMITED
85 SPADINA AVE.

TORONTO, CANADA

DO YOU PREFER AN

Automatic Pendulum Computing Scale



to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

\$57.⁰⁰

The "Dayton"

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills



Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

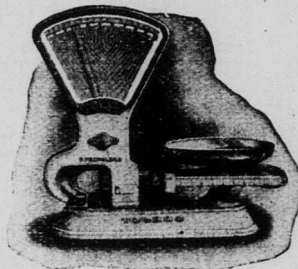
AGENTS:

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

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

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

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

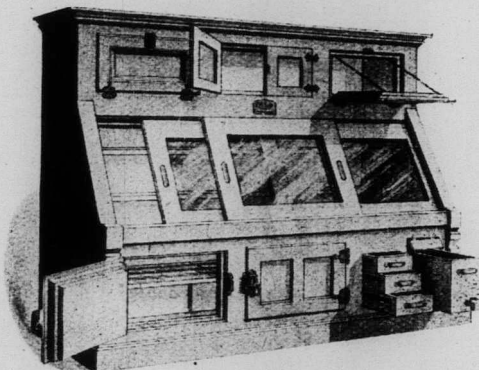
TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80).
 Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN Proprietor and Manufacturer.
MONTREAL, CANADA

Refrigerators made to order in any size and style.



Get a First-Class Waggon

You cannot afford to spend much money on advertising. It is essential that your waggon should advertise your business. It pays to invest a reasonable amount in a good waggon. Abbott's waggons please because they are durable as well as artistic. Let's send particulars.

Prompt shipment

H. G. Abbott & Co. London, Ont.



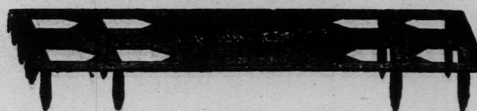
The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

Warminton's Clutch Nails

YOU KNOW THEM. IF NOT, TRY THEM



For repairing and strengthening boxes and cases. They should be in every shipping room. Let me send you a sample box of two sizes.

J. N. WARMINTON
 43 Scott St., Toronto 207 St. James St., Montreal

UPTON'S UPTON'S

New Season

Orange Marmalade

NOW READY

U
P
T
O
N's



U
P
T
O
N's

Upton's Orange Marmalade is made from the finest Seville Bitter Oranges by the oldest established Marmalade maker in Canada.

Upton has had many imitators, but none have been able to duplicate the fine appearance and appetizing flavor of **Upton's Orange Marmalade**.

Put up in many different styles of packages, and sold by every Grocer in Canada that knows his business.

Qu
Th
respons
Grocer,

Cook's Frie
Size 1, in 2
" 10, in 4
" 2, in 6
" 12, in 8
" 2, in 4
Found tins,
12-oz. tins,
5-lb. "

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

IMP

Oases.
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.

Ocean Baki
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"
Bora
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SO
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" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

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Cleveland's-
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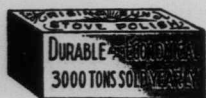
Crown Brand
1 lb. tins, 2 d
1 lb. " 3
1 lb. " 4

Keon's Oxfo
In 10-box
Reckitt's Squ
Reckitt's Squ
Gillett's Mam
Nixer's "Cer
"

It Is Rather Encouraging

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



always to be quite sure that the package you pass over the counter will please your customer. But that is the way you feel when you pass out **RISING SUN** Stove Polish in cakes, and **SUN PASTE** Stove Polish in tins. They are just right every time you sell them. Isn't that satisfaction well worth while, to say nothing of the good margin of profit these goods afford you? On every count, it pays to push them.

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

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE



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

LOWEST INSURANCE RATES

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

ly Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

BORDEN'S BRANDS



need nothing more than the goods in the tins to prove them the **most perfect** milk products made

"EAGLE" Brand
Condensed Milk

"PEERLESS" Brand
Evaporated Cream

FOR SALE IN EVERY UP-TO-DATE GROCERY IN CANADA



WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

(Unsweetened)

All
\$1.00 to \$3
5.00 book
10.00 "
15.00 "
20.00 "
25.00 "
30.00 "



The David

LAPOR
"Vita" Paste

Bottles 1-
" 2-
" 4-
" 20-
" 20-

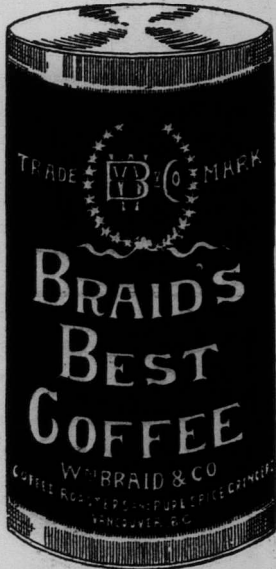
Robinson's p
"

J
sc

Fran
Orange marm
Clear jelly m
Strawberry W
Raspberry
Apricot
Black currant
Other jams...
Red currant j

Compound Fr
12-oz. glass jar
2-lb. tin, 3 do
5 and 7-lb. tin
crate...
7 and 14-lb. w
80-lb. wood pal

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



THE GROCER

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

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

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

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

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 "	5 "
10 00 "	8 "
15 00 "	10 "
20 00 "	12 "
25 00 "	15 "
30 00 "	18 "

BRUNSWICK'S EASYBRIGHT
WATER-CLEANER
CLEANER
Wholesale Agent
The Davidson & Hay, Limited, Toronto

Per doz.

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

Extract of Beef.
LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

Infants' Food.
Robinson's patent barley 1-lb. tins \$1 25
" " " 1-lb. tins 1 25
" " " groats 1-lb. tins 1 25
" " " 1-lb. tins 2 25

Jams and Jellies.
SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co. Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails	0 06½

Compound Fruit Jellies—

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

30-lb. wood pails..... 0 06½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case..... per doz. \$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 10
4-bbls.	0 10½
Tubs, 60 lbs.	0 10½
Pails	2 10
20-lb. tin pails.	2 00
Cases 3-lb.	0 11
" 5-lb.	0 10½
" 10-lb.	0 10½

Licorice.

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

Lye (Concentrated).
GILLET'S PERFUMED. Per case

1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Wetley's condensed, per gross net...\$12 00
per case of doz. net..... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins.....per doz.	\$1 40
" " " 1-lb. tins.....	2 50
" " " 1-lb. tins.....	5 00
Durham 4-lb. jar.....per jar.	0 75
" " " 1-lb. jar.....	0 25
F. D., 1-lb. tins.....per doz.	0 85
" " " 1-lb. tins.....	1 45

E. D. MARCEAU, Montreal.

"Condor" 12-lb. boxes—	
1-lb. tins.....per lb.	\$0 25
1-lb. tins.....	0 35
1-lb. tins.....	0 33½
4-lb. jars.....per jar	1 20
1-lb. jars.....	0 85
Old Crow, 12-lb. boxes—	
1-lb. tins.....per lb.	25
1-lb. tins.....	0 25
1-lb. tins.....	0 25½
4-lb. jars.....per jar	0 70
1-lb. jars.....	0 25

Olive Oil.
LAPORTE, MARTIN & CIE, LTD
Minerva Brand—

Minerva, qts. 12's	\$5 75
" " pts. 24's	6 50
" " pts. 24's	4 25

Orange Marmalade.
T. UPTON & CO.

12-oz. glass jars, 2 doz. case.....per doz.	\$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.
Worcestershire, Holbrook's, small, per doz..... \$2 15
Worcestershire, Holbrook's, large, per doz..... 3 00
Less than case lots, 10c. and 15c. doz. extra

Soda.
COW BRAND.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 4-lb. (containing 150 pkgs. per box, \$3 00).
Case of 1-lb. and 4-lb. (containing 30 1-lb. and 60 4-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 36 pkgs., per box, \$3 00.

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....	\$ 2 75
No. 2, " " 120 1-lb. ".....	2 75
No. 3, " " 30 1-lb. ".....	2 75
No. 3, " " 60 1-lb. ".....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case.....	2 85
5 cases.....	2 75

Soap and Washing Powders.
GUELPH SOAP CO.

Royal City Soap (bar)	2 50	5 case.	2 40
Peerless Soap (bar)	2 50		2 40
Standard Soap (cake)	2 40		2 30
Crystal Soap Chips, per lb. 5c.			

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BORAX SOAP

1-case 5-case 10-case
Taylor's best borax soap. \$1 00 \$3 85 \$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	\$10 20
" " black	15 30
Oricle soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

Starch
EDWARDSBURG STARCH CO., LIMITED

Laundry Starch—	per lb.
No. 1 White or blue, 4-lb. carton.	\$0 06½
No. 1 " " 2-lb. "	0 05
Canada laundry.....	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07
Silver gloss, 6-lb. tin canisters.....	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Keen silver gloss, large crystal.....	0 06
Benson's satin, 1-lb. cartons.....	0 07
No. 1 white, blue, and sage.....	0 06
Canada White Gloss, 1-lb. pkgs.....	0 05
Benson's enamel.....per box 1 25 to 2 50	
Culinary Starch—	
Benson & Co.'s Prepared Corn.....	0 07
Canada Pure Corn.....	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.
Japanese Starch. Case

1 case, 5 doz.	\$5 00
5 " " 5 "	4 85
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

"WHAT'S IN A NAME?"

Of course, "the rose by any other name would smell as sweet."
A Coffee by another name might smell as sweet as

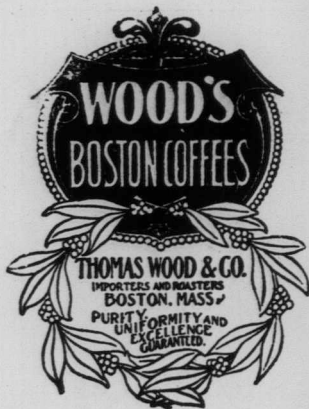
WOOD'S COFFEES

but they would not unless perfected like them.

Richest aroma means unchallenged superiority, and both are found in "WOOD'S."

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL,

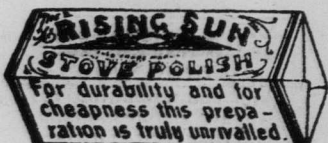


BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 04½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs. ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 30 lb.	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkgs. cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" " 3-lb. cartons, 36 lb.	0 05½
" " 200-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 8-8 family pkgs., 48 lb.	0 07½
" " 1-lb. fancy, 30 lb.	0 07½
" " large lumps, 100-lb. kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4. less 5 per cent.

J. & J. OOLMAN'S, LIMITED.	
Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	
Per lb.	
In papers of 4 to 5 lbs.	6½c
Blue, white or assorted.	
In Florina—Cardboard Boxes—	
4 lbs. net weight.	8½c
1 lb. gross weight.	8½c
1 lb. gross weight.	9c
1 lb. gross weight.	10c
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight.	9½c
Stove Polish.	



Per gross.	
Rising Sun, 5-oz. cakes, 1-gross boxes	\$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00

Syrup.	
"CROWN" BRAND PERFECTION SYRUP.	
Per case.	
Plain tins, with label—	
3 lb. tins, 2 doz. in case	1 25
5 " " " " " " " " " "	2 40
10 " " " " " " " " " "	3 35
20 " " " " " " " " " "	3 25
(10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can.	4 40
1 " " " " " " " " " "	4 90
" " " " " " " " " "	5 45
" " " " " " " " " "	5 70

LUCAS, STEELE & BRISTOL.	
Empire Maple Syrup—	
Cases 24, pts. 2 50	Cases, 24 qts. 4 89
" " 12, 1-gal 4 89	" " 6 gals. 4 50
" " 1, 5-gal 4 00	
54 lots prepared up to 40c. rate	
Empire Golden Syrup—	
Cases, 24-24, 1 95	Bbbs. per lb. 0 24
" " 12-5's, 2 40	½-bbl. " 0 03
" " 6-1's, 2 35	Kegs " 0 03½
" " 3-10's, 2 25	Pails, \$1.40 and \$1.
Usual freight allowance for factory shipments	
Empire Extracts all flavors—	
2-oz., 75c.; 8-oz., \$2.25; 16-oz., \$4.50; 32-oz., \$9.00.	
Special quantity prices—Empire jelly powder, all flavors, 90c.	

SALADA CEYLON TEA	
Teas.	
Wholesale. Retail.	
Brown Label, 1's	\$0 20 \$0 25
" " 1's and ½'s	0 21 0 26
Green Label, 1's and ½'s	0 22 0 30
Blue Label, 1's, ½'s and ¼'s	0 30 0 40
Red Label, 1's and ½'s	0 36 0 50
Gold Label, 1's	0 44 0 60

LUDELLA CEYLON TEA	
Wholesale. Retail.	
Blue Label, 1's	\$0 18½ \$0 25
Blue Label, ½'s	0 19 0 25
Orange Label, 1's and ½'s	0 21 0 30
Brown Label, 1's and ½'s	0 28 0 40
Brown Label, ½'s	0 30 0 40
Green Label, 1's and ½'s	0 35 0 50
Red Label, 1's	0 40 0 50

LAPORTE, MARTIN & CIE, LTD.	
Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.	
Per lb.	
"A" 1's and ½'s	30 45
"B" 1's and ½'s	0 19 0 25
No. 1 "C" 1's and ½'s	0 35
No. 2 " " " " " " " " " "	0 30
No. 3 " " " " " " " " " "	0 22
No. 4 " " " " " " " " " "	0 20
Japan Teas—	
Victoria, hf., 30 lbs	0 25
Pri-cess Louise, hf c. 80 lbs	0 19
Ceylon Green Teas—Japan style—	
1 ady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHEE'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " 1 lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. & ¼s.	0 28	0 40
" " 1 lbs. & ⅛s.	0 35	0 50
" " 1 lbs. & ⅜s.	0 40	0 60

KOLONA PURE CEYLON TEA, BLACK

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1-lb., " " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " " " "	0 28
Red Label, " " " "	0 35
Orange Label, " " " "	0 42
Gold Label, " " " "	0 55

RED ROSE TEA

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale	Retail
Brown Label, 1's and ½'s	0 20	0 25
Crimson " " 1's and ½'s	0 22	0 30
Green " " 1's and ½'s	0 25	0 35
Blue " " 1's, ½'s, ¼'s	0 30	0 40
Bronze " " 1's, ½'s, ¼'s	0 36	0 50
Gold " " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label, 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	0 70	1 00

RAM LAL'S PURE INDIAN TEA

Cases, each 50 1-lb.	\$0 35
" " " " " " " " " "	0 35
" " " " " " " " " "	0 35
" " " " " " " " " "	0 35
"CROWN" BRAND	
	Wholesale. Retail
Red Label, 1-lb. and ½s.	\$0 25 \$0 30
Blue Label, 1-lb. and ½s.	0 25 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, ½s.	0 30 0 35
Japan, 1s.	0 19 0 25

E. D. MAROEAU, Montreal.	
Japan Teas—	
"Ondor" I 40-lb. boxes	0 00
" " II 40-lb. boxes	0 00
" " III 80-lb. boxes	0 00
EMD AAA Japan, 40 lb "at.	0 00
" " AA " " " "	0 00
Blue Jay, basket fired Japan, 70 lbs.,	0 00
"Ondor" IV 80-lb. " " " "	0 00
" " V 80-lb. " " " "	0 00
" " XXXX 80-lb. boxes	0 00
" " XXX 80-lb. " " " "	0 00
" " XXX 80-lb. " " " "	0 00
" " XX 80-lb. " " " "	0 00
" " X 80-lb. " " " "	0 00
" " LX 60-lb. per case, lead 0 27½	0 27½
packets (25 1's and 70 ½'s)	
"Ondor" Ceylon black tea in lead packages	
Green Label, 1s, ½s and ¼s	0 27½ at 0
Grey Label, 1s, ½s and ¼s	0 30 at 0 33
60-lb. cases	0 35 at 0 38
Yellow Label, 1s and ½s	0 35 at 0 38
60-lb. cases	0 40 at 0 30
Blue Label, 1s, ½s and ¼s	0 50 at 0 34
60-lb. cases	at 0 40
White Label, 1s, ½s and ¼s	
60-lb. cases	
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s	
Empire, 4s, 6s and 12s	\$0 48
" " Amber, 6s and 12s	0 50
" " Ivy, 7s.	0 50
" " Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	
Currency, 12s. and 6s.	0 48
" " Old Fox, 12s.	0 48
" " Snowshoe, 6s.	0 51
" " Pay Roll, 7s.	0 56
" " Stag, 10s.	0 45
" " Bojs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" " Fair Play, 6s. and 12s.	0 53
" " Club, 6s. and 12s.	0 48
" " Universal, 12s.	0 47
" " Dixie, 7s.	0 58

JOS. COTE, QUEBEC.	
Cigars, per thousand.	
Cote's Fine Cheroots, 1-10	\$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20-1-40	55 00
J. C. O., Havana P. Finos, 1-20	75 00
Cut tobaccos.	
Petit Havana, 1-3, 1-13-1-6.	0 48
Quemel, 1-4, 1-2	0 65
" " 1-9	0 60
Cote's Choice Mixture, 1-lb tins	0 75
" " 1-lb	0 75
" " 1-lb	0 60

Vinegars.	
E. D. MAROEAU, Montreal. Per gal	
EMD, pure distilled, highest quality.	\$0 32
Ondor, pure distilled	0 27
Old Crow	0 27
Special prices to buyers of large quantities	0 25
White Wine, proof.	0 32
extra strength pickling	0 28
" " XXX	0 25
" " XX	0 20
" " X	0 18
Yeast.	
Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz in case	1 10

"BATGER'S" MARMALADES

4 Kinds

All of them High
Grade Goods at
Reasonable Prices.

SEVILLE ORANGE
LEMONA
PINE APPLE
LIME FRUIT

Agents:

Rose & Laflamme
Montreal - Toronto



"GOODWILLIE'S" Fruits in Glass



Always Good Sellers

Their rich, luscious flavor of the
fully ripened fruit, makes them
appreciated by everybody.

How is Your Stock?

Agents

ROSE & LAFLAMME,
MONTREAL and TORONTO



Buyers of

Our Matches

say only what is good. Those who have not
as yet placed a trial order for same don't
know how much more money they could have
made. We save you money in freight and
cost of the matches.

DROP US A POSTAL CARD
FOR PRICES, ETC.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

BUSIER THAN—

We've been for years. Factory is
going full capacity of **150,000**
cans a day. Everybody is wor-
ing over-time. Staff has been in
creased, but still we're busy.

IF

you haven't placed your order for
1907, we want to hear from you
to-day. We're not filled up yet,
but are the next thing to it.

SO DON'T DELAY

Acme Can Works

MONTREAL

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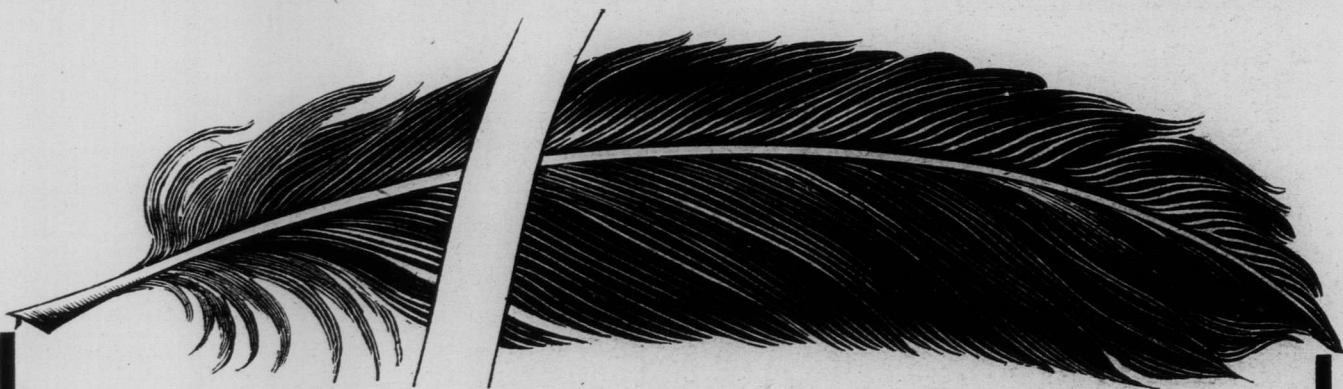
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