

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. XXII.

MONTREAL, TORONTO, WINNIPEG, APRIL 3, 1908.

NO. 14.



Here Soon—Spring and a general cleaning up all round. Grocers will be asked for the **Best Laundry Blue.**

## It is Keen's Oxford Blue

Every jobber in Canada sells it.  
Ask for Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul Street, Agents for the Dominion, MONTREAL



It requires little talk on the grocers' part to sell

## "Crown" Brand Table Syrup (Made from Corn)

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

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

It is particularly a seasonable line now. It is put up in sizes to suit every class of buyers.

Order a trial case from your jobber. They all keep it.

## EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

THE CANADIAN GROCER

# UPTON'S

Pure

## Orange Marmalade

is guaranteed absolutely pure by the oldest established maker of Orange Marmalade in Canada.



# UPTON'S

## JAMES, JULLIEN & CO.

### ORANGE MARMALADE

have an enormous and ever increasing stock of all the best quality goods of an export character.

## The Soap That Saves

The 67 per cent. of pure oil in each cake of "Shell Brand" Castile Soap prevents the usual amount of shrinkage prevalent in ordinary Castile Soap. It also prevents complaint from customers that "it is not an economical soap to buy." And it shows the dealer a good profit. Then, too, as a toilet soap it is about as fine an article as one could wish. Made by Couret Freres of Marseilles, France.

### "Shell" Brand Castile Soap



## Pickles of High Quality

Fine vegetables and absolutely pure Malt Vinegar combined with extraordinary care and expert watchfulness have won for "Hannah's Excelsior" Pickles an enviable position among lovers of sound piquant pickles. Produced in Glasgow, Scotland, and put up in all sizes desired. "Excelsior" is a name to conjure with when pickle buying.

### Hannah's "Excelsior" Pickles

ARTHUR P. TIPPET & CO., Agents  
8 Place Royale, MONTREAL 84 Victoria Street, TORONTO



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

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**F. J. FOLEY & CO.**  
Manufacturers' and General Commission Agents for  
**ALBERTA and SASKATCHEWAN**  
Agencies Solicited  
Office and Warehouse—  
LARUE-PICARD BLOCK, EDMONTON, ALTA.

**HALIFAX, N.S.**

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

**HAMILTON.**

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

**MONTREAL**

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

**FOR SALE**  
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.  
**J. T. ADAMSON & CO.**  
Customs Brokers and Warehousemen  
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TEL. MAIN 778 BOND 38

**MEGS**  
NUTMECS AT FIRST-HAND. To wholesale only  
**G. H. BINKS & CO., MONTREAL**

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

**J. WALTER SNOWDON**  
MANUFACTURERS' AGENT AND BROKER  
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.  
Address  
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**BUNNELL & LINDSAY**  
MOOSE JAW  
(The largest city in Saskatchewan)  
General Forwarding and Storage Agents.  
Large track warehouse accommodation.  
Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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MOOSE JAW, SASK.  
Manufacturers' Agents and Commission Merchants  
Wholesale Fruits and Produce  
Large Track Warehouse Accommodation  
Correspondence Solicited

**THE MOOSE JAW FRUIT AND PRODUCE CO.**  
J. J. McLean - - - Prop.  
Manufacturer's Agents and Wholesale Commission Merchants  
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Office, Fairford St. and Third Ave.  
Tel. 359 Box 793 MOOSE JAW, SASK

**NEWFOUNDLAND**

**T. A. MACNAB & CO.**  
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

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**G. C. WARREN**  
Box 1036, - REGINA  
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

**TORONTO.**

**PRUNES**  
"Carnation" Brand  
Santa Claras  
NOW IN STORE  
**Anderson, Powis & Co.**  
Agents  
15 Wellington Street East, Toronto

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

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

**EVAPORATED APPLES**  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

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

(Continued on page 4.)

We have—an especially interesting selling proposition on  
**“GOLD MEDAL” CATSUP**

Actually the finest  
imported Catsup  
on the market.

Now is the time to buy—as  
Now is the time it sells—

You can build a good trade and incidentally a good reputation

selling **“Silver Net” Sardines**

FANCY NORWEGIAN FISH IN THE FINEST OLIVE OIL      SMALL FISH  
DELICIOUSLY SMOKED

**EBY-BLAIN,**  
LIMITED

**WHOLESALE GROCERS**  
**TORONTO**

**Popular and Profitable**

The tea for you to handle is the tea which proves  
entirely satisfactory to your customer. That tea is

**Blue Ribbon Tea**

Retail price is from twenty-five cents to a dollar  
a package, yielding you from twenty to thirty-four  
per cent. of easily earned profit.

**THE BLUE RIBBON TEA CO.**  
Montreal      and      Toronto



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CHEESE CO.

Limited

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and Wholesale

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age 4.)

Manufacturers' Agents—Continued.

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

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

**THOS. B. GREENING & CO.**  
TORONTO  
Consignees direct from primary markets, and  
distributors of  
**GREEN COFFEE**  
Our samples will invariably indicate current  
market value.

**M. B. STEELE**  
Wholesale Commission Merchant  
and Broker  
**WINNIPEG, MAN.**  
Correspondence Solicited Highest References

**F. G. EVANS & CO.**  
Grocery Brokers and  
Commission Merchants  
139 Water St., - Vancouver, B.C.  
Correspondence Solicited.

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

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

**S. C. RICHARDS**  
Wholesale Commission Merchant  
and Broker  
34 Arthur St., WINNIPEG, Man.  
Correspondence Solicited

**GROCERY BROKERS**  
WINNIPEG, MAN.  
**CARMAN-ESCOTT CO., Est. 1887**  
Office and Warehouse: 141 Bannatyne Ave.  
Correspondence Solicited.

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

**Are  
Your  
Goods  
on  
The  
Market?**

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

...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  
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been steadily extended, and it furnishes information concerning mercantile persons throughout the  
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Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing  
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ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
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THOS. B. GREENING, Gen. Man. Western Canada, Toronto.

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

**BASKETS**

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

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

**The Oakville Basket Co.,  
OAKVILLE, ONT.**

**EXPORT TRADE DEPARTMENT.**

Firms Abroad Open for Canadian Business.

**DAVID SCOTT & CO.**

Established 1878. 10 North John St.  
LIVERPOOL, ENGLAND.  
Splendid connections and references. Try us with a ship-  
ment of **CANNED GOODS.**  
T. A.—Scottish, Liverpool.

**JAMES MARSHALL**

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

**TEA;**

**Its History and Mystery**

BY

**JOSEPH M. WALSH**

*A Great Tea Expert*

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

**CONTENTS**

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

Mailed to any address on receipt of

**Price \$2.00 Postpaid**

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**TECHNICAL BOOK DEPARTMENT**

**The Maclean Publishing Co.,**

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

THE CANADIAN GROCER

London, Ont., March 17th, 1908

Messrs. The Canadian Cannery, Limited  
Hamilton, Ont.

Dear Sirs:—

With regard to your letter from Mr. Malcolmson which appeared in the "Canadian Grocer" of March 13th, 1908, we may say that we have been selling Hygeian Canned Beets right along to our customers.

Hygeian Beets are the kind we have been trying to get for several years, and we have no hesitancy in pronouncing them the finest canned Beets we have ever sold. They are equally as nice as new beets at this season, and much more satisfactory.

Your Canned Peaches, Raspberries, Strawberries and Red Cherries, of this brand are the finest canned fruits we have ever sold either in glass or tins, and are equal in every respect to the choicest home made canned fruits.

We remain,

Yours respectfully,

(Sgd.) T. A. ROWAT & COMPANY

# Hundreds of Successful Grocers

throughout this broad Dominion are witnesses that Old Homestead Brand of Canned Fruits and Vegetables is the leading brand in the trade. They will tell you that Old Homestead Brand didn't get there by accident or mere talk. It took perfect purity and the acme of excellence in flavor to make Old Homestead Brand the most popular brand—the brand always in demand. Now we have got to the top we intend to stay there, and stay there by keeping Old Homestead quality at the high pitch of excellence which first gained for it the approbation of economical housekeepers and the praise of shrewd grocers. You will make no mistake if you **specify**

## Old Homestead Brand

when ordering from your jobber

The **Old Homestead Canning Co.**  
Picton, Ontario

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## Do You Buy Tea On "I-Hope-It-Will-Sell" Plan?

Suppose someone does offer you a tea at a low price.

Do you believe it is economical to try and introduce an unknown and possibly very inferior brand of tea and run the risk of losing some of your best customers?

Do you think you are making money by selling poor tea even if it is cheap?

There is as much difference in the "selling power" of tea as there is in the salesmen themselves.

After all the sales test is the surest test. "SALADA" has for sixteen years enjoyed the reputation of being the surest and quickest selling tea on the Canadian market. A position won wholly and solely on merit.

# "SALADA"

Good tea like everything else costs money. We don't expect that every grocer will see the wisdom of this policy, but for those that don't an order of "SALADA" is the surest way to prove it.

### "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



## Symington's "Edinburgh" Coffee Essence

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

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

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

### Thos. Symington & Co. EDINBURGH

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

## William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas  
Coffees  
Raisins  
Currants  
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.



## National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.

R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.

J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.

H. S. Daly, Agent, St John, N. B.

J. F. Mowat & Co., Agents, Vancouver, B. C.

Canadian orders filled at our Montreal factory which will be in operation about May 1st.

## Molasses

Extra Choice Porto Rico  
Lion  
Fancy Trinidad  
Fancy Barbados  
Open Kettle Circle 6  
Open Kettle Circle 7  
No. 5 Special  
Extra Choice Porto Rico  
Beaver

## Molasses

Extra Fancy Trinidad  
Choice Barbados  
No. 7 Choice West India  
Molasses  
No. 4 Strong Bakers  
No. 1 Golden Cane  
Syrup  
No. 2 Golden Cane  
Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

### Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

### Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

### Agents

C. E. Paradis.	Quebec.	William Forbes.	Ottawa.
C. DeCarteret.	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Green'ng.	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver,

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

## Genuine Merit



and good value are the reasons why all women prefer to buy

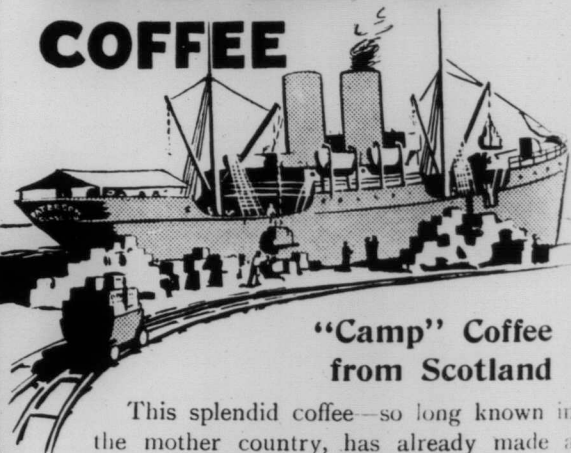
## Paterson's Worcester Sauce

All Grocers should sell it—if they don't they miss sales.

ROSE & LAFLAMME  
Agents, Montreal and Toronto

# 'CAMP'

## COFFEE



### "Camp" Coffee from Scotland

This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

MANUFACTURED BY—

R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW

AGENTS — ROSE & LAFLAMME, MONTREAL

# BIG PRIZE COMPETITION

\$5,000.00

No. 3

\$5,000.00

## FREE!

To Users of

ECLIPSE SOAP,  
TAYLOR'S SOAP POWDER  
GOLD SOAP and  
TAYLOR'S QUICK CLEANER

The great success of our previous prize competitions has induced us to again offer a list of valuable prizes absolutely free to those persons sending in the largest quantity of wrappers off Eclipse Soap or Gold Soap, or the largest quantity of coupons enclosed in every package of Taylor's Soap Powder or Taylor's Quick Cleaner.

### LIST OF PRIZES

1st Prize for Alberta	- - - - -	\$25.00	cash.
1st " " British Columbia	- - - - -	25.00	"
1st " " Manitoba	- - - - -	25.00	"
1st " " New Brunswick	- - - - -	25.00	"
1st " " Nova Scotia	- - - - -	25.00	"
1st " " Ontario	- - - - -	25.00	"
2nd " " Ontario	- - - - -	15.00	"
3rd " " Ontario	- - - - -	10.00	"
1st " " Prince Edward Island	- - - - -	25.00	"
1st " " Quebec	- - - - -	25.00	"
2nd " " Quebec	- - - - -	15.00	"
3rd " " Quebec	- - - - -	10.00	"
1st " " Saskatchewan	- - - - -	25.00	"

A prize of \$25.00 cash free to the person who sends us the largest number of wrappers or coupons residing in each Province in Canada. The rest of the competition is open to anyone in Canada.

50 prizes of ladies' or gentlemen's 14k. gold filled watches, fine jewelled movement, guaranteed.

50 prizes of ladies' or gentlemen's silver watches, accurate time-keeper, guaranteed.

10 prizes of \$5.00 cash each.

100 prizes of handsome pieces silver plate.

5,000 prizes consisting of silverware, cutlery, perfume, books, games, jewellery, ornaments, pictures and other handsome prizes.

Mail your wrappers to John Taylor & Co., Competition, 531 Front St. E. Toronto

This No. 3 Prize Competition ends November 2nd, 1908

If not in stock order now

Eclipse  
Soap



Taylor's  
Soap Powder



Gold  
Soap



Taylor's  
Quick Cleaner



# LEA'S

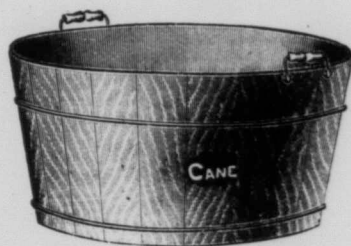
The Pickle with the Home-made Flavor

Till you have tried  
our Bulk Mustard  
you will never  
know what the  
sale of Mustard  
Pickles really can  
amount to.

The **Lea Pickling & Preserving Co.**

Limited

SIMCOE, - ONTARIO



USE . . . .

# WIRE-HOOP WOODEN PAILS AND TUBS

THEY ARE THE BEST CONTAINERS FOR

LARD

JAMS

CANDY

COCOANUT

SUGARS

STOCK FOOD

SPICES

PASTE

PICKLES

TOBACCO, Etc.

They are **sanitary**, as they are not affected by moisture, and the **sweet, clean wood** keeps the **contents** in **perfect condition**. They are also **superior** for **water pails and wash tubs**. Made with **electrically welded steel wire hoops, sunk in grooves, which cannot come off**.

WRITE FOR PRICES ON CANE'S NEWMARKET MAKE

**United Factories Limited, Head Office, Toronto**



# "SHIRRIFF'S" JELLY POWDERS

are the choice of the merchant who values his name for reliability.  
Customers who once use these insist upon having them always.  
Special attention to Western Trade.

Manufactured by

IMPERIAL EXTRACT CO., TORONTO, - CANADA



## WAGSTAFFE'S

Fine Old English

### Pure Orange Marmalade

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

## Wagstaffe Limited

57 Vine Street . . . Hamilton

PURE FRUIT PRESERVERS



IT IS A GOOD TIME right  
now to test the qualities of

## Naphtho Soap

We claim its superiority to all  
others.

*BECAUSE* It is the most ef-  
fective while the most harmless  
to the fabric.

*BECAUSE* It has the most  
lasting and durable quality.

*BECAUSE* It is a pure and  
satisfactory detergent of the  
highest quality at the lowest  
price.

## The Welcome Soap Co.

Limited

St John, - N.B.

# JAPAN TEAS

TO WHOLESALE TRADE :

WE ARE CLOSING OUT THE REMAINING FEW LINES SPOT TEAS OF  
EXCELLENT VALUE. IF YOU ARE OPEN NOW IS YOUR OPPORTUNITY.

S. T. NISHIMURA & CO., Sole Agents,

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept.

55 St. Francois Xavier Street, Montreal

Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

# WANT ANYTHING

## If You

- Want to Buy a Business
- Want to Sell a Business
- Want a Situation
- Want a Clerk
- Want Store Fixtures
- Want to Sell Store Fixtures
- Want to Sell any Article

**1**

CENT  
A  
WORD

**1**

CENT  
A  
WORD

Grocer Small Ads.  
will satisfy your  
wants. They give  
results.

# USE WANT ADS

THE CANADIAN GROCER

# APPLE BUTTER

We have a very fine line in 28 lb. pails. Price right.

## Thomas Kinnear & Co.

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

### CURRANTS

**" SOMERSET "**  
**BRAND**

**Finest Quality**

**Thos. Bell, Sons & Co.**  
**MONTREAL**

Representing

**D. S. Parthenopulo,**  
**PATRAS**

**Thos. Bell, Sons & Co.**  
**MONTREAL**

Grocers generally in all parts of Canada know about

### Our Matches

"Laurier" and "Togo" brands have made a reputation for themselves that has led to good business for those who have handled them.

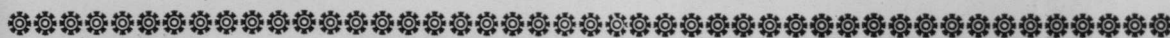
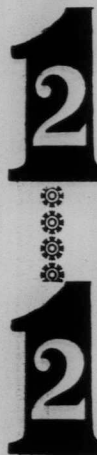
Are you one of those ?

If not order a trial lot.  
We save you money on freight charges.

**The Improved Match Co.**

Head Office:  
**BOARD OF TRADE,**  
**MONTREAL.**

*Limited*  
Factory:  
**DRUMMONDVILLE,**  
**P.Q.**



### The Most Convincing Argument

that you handle really high-class goods would be the fact that you handled

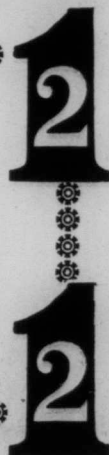
## 2 in 1 SHOE POLISH

unquestionably the finest and best selling Shoe Polish.

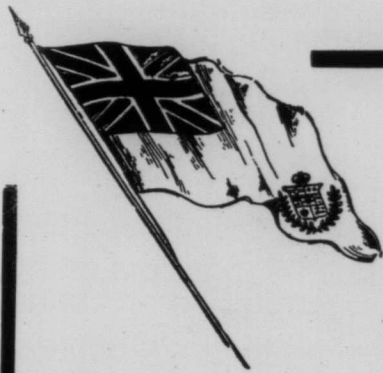
**The F. F. Dalley Company, Limited**

Hamilton, Canada.

Buffalo, U.S.A.







## EMPIRE BRAND

### TEA SALES

Our Tea Sales are very large. We offer our EMPIRE Tea to retail at 25, 30, 40, 50 and 75c. Our EMPIRE Tea at 25c. is extra value.

If you are not handling it, it would pay you to send for a sample package and correspond with us. We would be glad to hear from you.

**L. S. & B. Syrup, Maple and Corn Syrup.**  
Be sure and see our travellers.

**4** free  
'Phones  
—use them

## LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON,

ONTARIO



Business is gaining momentum daily and

## STERLING BRAND PICKLES

are in larger demand than ever before. The reason is plain: Grocers all over the Dominion are finding an increasing call for all goods bearing the brand Sterling—whether pickles, relishes, jellies, marmalades and what not.

Keep stocked up in all Sterling goods, ordering from your jobber, or direct from the factory.

**The T. A. LYTLE CO.**

Sterling Road, Toronto. Limited  
(North of Dundas Bridges) Phone Park 376



Build for  
Future Sales

If an article is not really good no amount of advertising will sell it. That

## Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

**J. L. MATHIEU CO.**

Proprietors SHERBROOKE, P.Q.  
L. Chaput, Fils & Cie, Wholesale Depot,  
Montreal



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THE CANADIAN GROCER

E. NICHOLSON  
 CODES  
 A.B.C. 4<sup>th</sup> & 5<sup>th</sup> EDITION  
 WESTERN UNION  
 ARMSBYS 1901

D. H. BAIN  
 CABLE ADDRESS  
 NICHOLSON WINNIPEG,  
 CALGARY,  
 EDMONTON

BANNATYNE AVE. EAST  
 TRANSFER TRACK

EDMONTON BRANCH: NICHOLSON & BAIN  
 CALGARY BRANCH: NICHOLSON & BAIN

*Winnipeg, Man.*

# About One Million People

are in the territory covered by our selling organization. We are in close and constant touch with the grocery trade of Western Canada, and from our warehouses, handle a greater volume of business than any other house in the trade.

We sell on commission, and we would like a few more accounts of concerns who would appreciate and support vigorous and intelligent representation.

**We should like to correspond with you.  
 You have goods we should like to sell.  
 We have facilities that would be invaluable to you.  
 Can we not get together ?**

# NICHOLSON & BAIN

Established 1882

CALGARY

WINNIPEG

EDMONTON

# TO THE TRADE:

Have you not discovered that there are really  
**NO TEAS AS CHEAP**

as

# CEYLON TEA?

In

**THE TURN OVER**

lies

**THE REAL PROFIT**

Your money will earn very much more, by the end  
of the year, if you

**STOCK GOOD TEA**

Because your money will turn many times more  
than if you stock Tea the chief recommendation  
for which is to be found in the difference  
between its buying and selling prices.

THE CANADIAN GROCER

# Diamond Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for "DIAMOND E" Blend Coffee this brand has long since been tested by the public, and the verdict has been "Perfect."

THIS MAKES IT A SAFE PROPOSITION

## S. H. EWING & SONS, MONTREAL

### Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

### Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.  
Commercial Classification and Description.  
Adulteration and Detection.  
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING  
COMPANY

Technical Book Department  
10 Front St. East, - TORONTO

### THICK, SWOLLEN GLANDS

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

**ABSORBINE**

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

ABSORBINE, JR., for mankind, \$1.00, delivered. Cures Gout, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by  
W. S. YOUNG, P.O.F., 204 Monmouth St., Springfield, Mass.  
Canadian Agents: LYMAN BORS & CO., Montreal.



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

There has been a demand for  
sometime for a Jelly Powder to  
retail at five cents. Here it is

## WHITE CROSS JELLY POWDER

**5** cents  
a  
package

each package makes a pint of  
excellent jelly — pure and  
wholesome, fifteen flavors to  
choose from, five cents each,  
with a good profit to the dealer.

*Have some*

**THE ROBERT GREIG CO.,**  
TORONTO LIMITED

### A Quick Turnover=

such an essential to the success of a  
grocery store—is assured to the gro-  
cer who stocks our

## PURE FRUIT JAMS CIDER VINEGAR and TOMATO CATSUP

(Made from whole Tomatoes.)

These goods are perfectly pure, and  
so satisfactory that they invariably  
bring in repeat orders.

*Price List on Request.*

**The Belleville Fruit and  
Vinegar Co., Limited**  
BELLEVILLE, - ONTARIO

## NOW IS WHEN!



Are you asking yourself how  
soon you should stock Maple  
Syrup and Maple Sugar for  
Spring trade? **NOW** is the  
time and

**"Pride of Canada"**

the brand. **IT PAYS** to stock  
the genuine article, which is  
guaranteed by

**The Maple Tree Producers'  
Association, Ltd.,**

Waterloo, - Quebec

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SEND AT ONCE.

PUBLISHING  
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- TORONTO

EN GLANDS



r mankind, \$1.00, de-  
nors, Varicose Veins,  
free. Made only by  
with St. Springfield, Mass.  
ONS & Co., Montreal.

Advertisers kindly  
n the advertise-

The splendid values we are offering in

# PRUNES

in sizes from 30/40's to 90/100's should appeal to any grocer.

Also exceptional quality in Evaporated Peaches, boxes 25 and 50 lbs.

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## W. H. GILLARD & CO.

*Wholesale Grocers*

HAMILTON

*Branch House—Sault Ste. Marie*

*As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark*

# Redpath

*and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.*

*Manufactured by*

THE  
CANADA SUGAR REFINING CO.

LIMITED

*Montreal*

# QUAKER SALMON

TRADE-MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

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

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

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

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

## Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET

# Balmoral

scotch

# MARMALADE

ABSOLUTELY PURE  
THE BEST THAT  
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO  
**J.W. WINDSOR**  
MONTREAL

SOLE AGENTS FOR CANADA

THE CANADIAN GROCER

# LIPTON

## THE TEA KING OF AMERICA

HAS NOT WITHDRAWN THE

### 25c. Grade

We can still supply you—the same quality at the same price, with the same profit for you as for years past

# LIPTON'S TEA

Packed Only in an Air-tight Tin.

## Thomas J. Lipton

75 Front St. East,

TORONTO, CANADA



# THE A1 SAUCE

*A Fine Tonic and Digestive.  
An Excellent Relish For  
"FISH, FLESH or FOWL."*

*Simply A 1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.*

*For particulars and prices write our Agent*

**H. HUBBARD,** 27 Common St.,  
MONTREAL.

**BRAND & CO.,** Purveyors to H.M. the King, Mayfair Works, Vauxhall,  
LONDON - ENG.

LIMITED

THE CANADIAN GROCER

CANNED

# PINEAPPLE

Best Pack

Attractive Prices

**THE DAVIDSON & HAY, LIMITED**

Wholesale Grocers, TORONTO



TO SETTLE DOUBT

Drop a postal to our Canadian agents (mentioned below) for free full-sized tasting bottle of H. P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

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

**Midland Vinegar Co., Birmingham & London, Eng.**

**TODHUNTER'S**

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

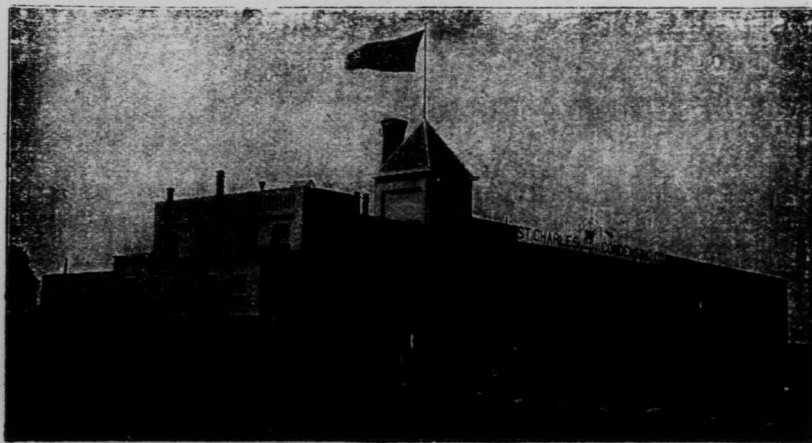
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**EXCELSIOR**

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

**COFFEE**

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO



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.**



**A greater trade than ever**

The orders from Canadian Grocers for

**ROWAT'S OLIVES**

are increasing every year and this season's trade is so large as to establish their popularity more firmly than ever.

Place your orders with your jobbers now.

**A. G. Snowdon,**  
325 Coristine Building,  
MONTREAL

Agent for  
Ontario  
and Quebec



**Another Limerick Contest**

FOR **St. George's Baking Powder**



**\$500  
in  
Cash  
Prizes**

Our first Limerick contest was a grand success. Thousands competed, and grocers who handled St. George's made a tidy profit on the increased sales. We have launched another—with \$500 in prizes—to run until May 30th. This means two months of big advertising and a greatly increased demand for St. George's Baking Powder.

It certainly will be good business policy to stock goods that everybody will be asking for.

Stock St. George's—let your customers know you have it—and see how fast it goes.

**Do  
YOU  
Sell  
It?**

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

# Our Gazelle Brand Japan Teas

require no extensive nor persistent advertising. Every cent you pay for them goes into Quality, and Quality sells our Japan Teas.

Pick out any line that may suit your trade, and see if you don't get repeat orders from your customers.

<b>H.H.M.</b> Half Chests,	80 lbs.	22
Caddies,	40 lbs.	23
Half Caddies,	20 lbs.	25

<b>Diamond F.C.</b>		
Half Chests,	80 lbs.	24
Caddies,	40 lbs.	25
Half Caddies,	20 lbs.	27½
Matts 4/10 lb. Caddies		29
Matts 8/5 lb. Caddies		30

<b>Diamond P.P.</b>		
Half Chests	80 lbs.	26
Caddies	40 lbs.	27

<b>C.P.H.</b>		
Half Chests,	80 lbs.	30

<b>Diamond H.</b>		
Half Chests,	80 lbs.	35
Half Caddies,	20 lbs.	37½
Matts 4/10 lb. Caddies		40
Matts 8/5 lb. Caddies		42½

Lots of 5 half chests or more, or the equivalent, **freight prepaid** to any Railway Stations in Quebec and Ontario east of Sarnia and Sudbury.

**TERMS—3% 30 days or Net 4 months.**

## HUDON, HEBERT & CO.

LIMITED

### MONTREAL

The most liberally managed firm in Canada.

**DO YOU KNOW THAT  
1 POUND OF RED ROSE  
TEA WHICH RETAILS AT  
40 CENTS WILL MAKE  
200 CUPS OF TEA?**

If the people who use 25 and 30c. teas knew this, don't you think many of them would use the 40c. Red Rose instead?

Tell them about it! Let me help you. Send me your address and I will send you some printed slips, giving this and other interesting facts, for distribution among your customers.

Put more energy into the selling of really good tea and you will be surprised at the results.

**T. H. ESTABROOKS**

Branches { **TORONTO**  
**WINNIPEG**

**St. John, N. B.**

**HOLBROOK'S Worcestershire SAUCE**

A bare statement in an advertisement is not convincing unless it can be justified by experience in handling the article advertised. We could take up a good deal of your time in making true statements in praise of this Sauce, but instead we merely ask you to test it for yourself. Your decision will be that it is a Sauce which on first trial must secure permanent users. Its particular and pleasing flavor, free from excessive heat, suggests the blending of many choice ingredients and so tickles the palate that its use becomes essential. This has been the experience in the Old Country where its popularity is ever increasing. The next question which interests you is PROFIT, this will be found to be much better than that obtained on most advertised proprietary lines but an enquiry to

Canadian Manager,  
H. Gilbert Nobbs

**HOLBROOK'S LIMITED**  
25 Front St., East  
**TORONTO**

Will bring you full  
particulars.

If  
it  
is  
Toilet

# SOAP

We have the largest variety of the most satisfactory kind, from standpoint of quality and profit.

**SAVONS FRANCOIS (C. Pagnuelo, Manager)**

Factory: 1053 Notre Dame St.

MONTREAL

Offices: 225 Coristine Building

## E.D.S. Brand Jams and Jellies



**Lead in Profit because they Lead in Purity**

The grocer who ties up his capital with impure goods will be a long time reaching success—if he ever gets there at all. Government analysis has proven that E.D.S. Brand Jams and Jellies are the purest in Canada.

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

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

"What is Sauce for the Goose"

Molasses in Tins

Yes, Sir, you can buy SAUCE made in Canada from an English Formula.

Write for prices

Try a sample

**Worcestershire Sauce**

Equal to any Sauce made in England and will cost you less money. Write

John Casson Co., Front St. East, Toronto

Finest Tomato Catsup

"Is Sauce for the Gander"

### The Need Supplied

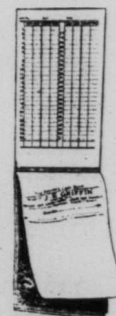
Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates. The

### "Duplex" Counter Check Book

is just that kind of book. It is made in various sizes too. You will find the book of much service to you.

Write and secure sample, free.

**The Carter-Crume Company Limited,**  
Toronto and Montreal



# JELL-O The Dainty Dessert

## REDUCED IN PRICE

### Now Retails for 10 Cents a Package

### PAYS GROCERS 33 1/3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavors.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case	\$1.80	Retails 10c. per pkg.
JELL-O, Ice Cream Powder, 2 Doz. case	2.50	Retails 15c. per pkg.

**THE GENESEE PURE FOOD CO., Bridgeburg, Ont.**

## It's the Standard

### and hence the saying "As Pure As Windsor Salt"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that much sought for pinnacle that entitles the makers to justly claim it "best."

☞ To-day it is the Standard Salt from which comparisons are made when some one is trying to sell an inferior product—something "just as good." The purity, whiteness, dryness, and free-running qualities of Windsor Salt are almost proverbial. "It's the Standard"—isn't that enough?

*CANADIAN SALT CO., LIMITED*

*Windsor, Ont.*

**QUAKER  
CANNED  
GOODS**

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

# Tartan

SIGN OF PURITY

## BRAND

ORDER NOW.

### TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

### TARTAN Maple Syrup all sizes

### TARTAN New Pack Glass Lobsters

#### SPECIALS

in FILLS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

## BALFOUR, SMYE & CO., Wholesale Grocers, Hamilton

Stock "the Best."

# KIT COFFEE



**BEST in Quality  
SMARTEST in Finish  
KEENEST in Price**

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

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 262 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton  
Winnipeg, Mason & Hickey 108 Princess Street.

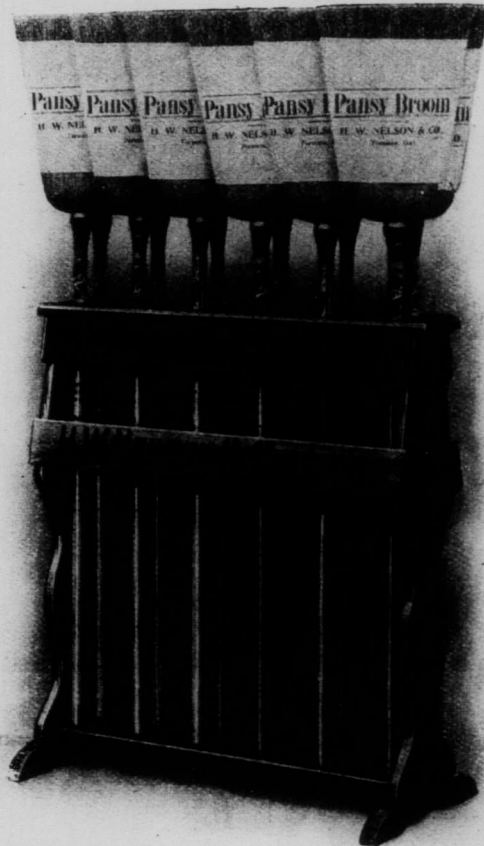
## First Car of New Maple Syrup and Sugar arrived to-day

WARREN BROS. & CO., LTD.,  
Wholesale Grocers, 35 and 37  
Front St. E., Toronto, have re-  
ceived a car of Maple Syrup and  
Sugar refined from this year's run  
of sap direct from Canada's great-  
est sugar-bush, the Province of  
Quebec. It is being sold under  
the "Pioneer" Brand and is  
guaranteed to give satisfac-  
tion. The car was forwarded by

THE IMPERIAL SYRUP CO.

ESTABLISHED 1840

We would like to give you one of these broom display racks.



Send us your order for 10 dozen brooms, including not less than two dozen "Pansy" and we will send one of the above illustrated broom display stands FREE.

The balance of the order may be made up from any of our other lines, we have exceptionally good values to retail at 35 and 30 cents, and don't overlook the fact that our 25 cent special is the best value offered anywhere—but the main idea is to get you handling

# "PANSY" BROOMS

after that we are content to let quality talk.

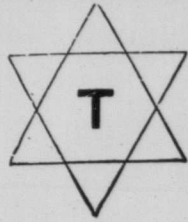
## H. W. Nelson & Co., Limited

Office and Warehouse:  
92 Adelaide St. W.

Toronto, Ont.

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





## Sugar Bush Maple Syrup

Our rapidly increasing sale of this popular brand is the best testimony of its merit.

Supplied in Pint, Quart, 1/2 gallon, Gallon and 5 Gallon tins.

Freight prepaid on 5 case lots South and East of North Bay. Order now through our travellers, by mail, or by wire at our expense.

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

## Extra Special!



We are in a position to make immediate shipments of Canned Goods in nearly all lines, but can give no guarantee that this will continue. Stocks are getting low in many cases, including

- Strawberries
- Raspberries
- Plums
- Pears
- Cherries
- Peaches

and the sooner your order reaches us the better. We're in excellent shape with corn, tomatoes and pumpkin on account of a very much larger output. In addition we have a number of successful side lines that need to be reckoned with in reaching after the best trade.

*The*  
**Essex Canning and Preserving Co.**  
Limited

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

# "The Hard Luck Seed"

A Story for Grocers of Modern Business Methods—How a Grocer's Good Wife Picked Out the Flaws in Her Husband's Methods and Put New Life in the Business.

"John," said Clarke's pretty wife, after breakfast one morning, "I shall want some money to-day. I must get ready for the visit promised mother, you know."

John looked worried. Things were going badly at the grocery on the corner, and he needed every cent he had to meet bills with. He wanted his wife to make the visit, but did not see how he could spare the cash at that time.

"Can't you postpone the visit?" he asked.

"Oh, John!" gasped wifey.

"I've got a lot of bills to meet, and every dollar looks like a cart-wheel to me now. If you could only wait a few weeks."

Wifey wrinkled her pretty brows. This visit to mother had already been twice postponed in the interest of unpaid bills. If John had been working for someone else for \$12 a week, she thought, she would have had better clothing and more money to use for herself.

"It won't cost so very much," she said.

"At least \$50, I presume?" asked John.

"Oh, a little more than that, dear, for I haven't had any new clothes lately, and you don't want me to go to the old home looking shabby, do you? Besides, the carfare there and back is about \$30."

Clarke sank dejectedly into a chair. "You must have the money, I suppose," he said, "but I shall have to stand off some of the bills, or get more money at some bank. I don't know what's got into everything. I haven't got half the trade I had a year ago, and it seems that I've got all the bad pay people in town, at that. I'm surely up against a streak of hard luck."

"What seems to be the trouble with your trade?" asked wifey.

"Oh, I don't know. People who used to do business with me now go to Barr's. I've tried to find out what's wrong, but I can't."

Wifey looked out of the window and beat time on the carpet with one slippered foot. Her father had been a grocer, and she had worked in his store for a year or two before her marriage with Clarke. Her father had made money, and she thought that her husband ought to do equally well, as he was a friendly sort of a man and had a fine business location.

"I've had to cut down on clerk expenses," continued John, "until it is hard work getting anything done. I've only one clerk left, and it looks as if I wouldn't need him much longer. I'm all to the bad."

"I'll put off the visit, dear," said wifey, "and help you out at the store. Perhaps I can learn where the trouble is. You know I was star clerk at father's."

"Indeed you won't come to the store" said John. "Nice thing that would be!

What would all your society people say? Not for mine, dear!"

"I have not any society people, John," said wifey. "I haven't the clothing to go out much, and people stay away after two or three calls. I've been thinking since we've been talking that I may have lost some of your trade by not returning calls. Anyway, before I come down to clerk for you I'm going to fix up in my nicest and pay every call I owe. Now, don't say a word. I'm going to help you out at the store, you despondent old dear!"

And wifey made her calls as per agreement and then went to the store in a gingham apron and waited on customers, keeping her eyes open every minute for the cause of the poverty of the concern. A few scenes, sketched from the next few days, will describe what she found:

"I want these goods sent up before 10 o'clock," said a stylishly dressed woman, the very first morning after the new clerk appeared. "I'm going away at 10 sharp, and the vegetables will freeze if left outside, while the dogs and cats will get at the meat."

"Very well," said John, "I'll have them up there long before that."

Wifey noticed that it was five minutes to 10 when the delivery boy started off with the order. When he came back he said he had left the goods without knocking on the door to see if the people were at home—just left them on the back porch.

That night, just before closing time, a red-headed man burst into the store with a bushel basket swung across his paunch. He was perspiring from the unwonted exertion of carrying the load the basket held, and his eyes flashed angrily.

"Here's your stuff," he said, putting contents of the basket on the floor. "You were told not to leave it at all if you couldn't get it to the house before 10 o'clock. You left it after my wife had gone away. The vegetables are frozen and the dogs have been at the meat. Here's what's left of the order. Give me my money."

John was about to put up an argument, but wifey stopped him with a look, paid over the money, and walked doorward with the customer, now showing signs of repenting his rough conduct.

"I know how it is," she said. "Women can't stay at home all day waiting for slow delivery boys. I'm sorry, but the mischief has been done."

"See here," said the red-headed man, "I guess I was a little bit ugly over the matter, and I'm sure leaving the store a loser, so here's the money. Duplicate that order and send it up in the morning."

The next day a couple of girls, members of two fine families, whose trade was worth a lot to any dealer, came in and ordered sugar for some special purpose of their own.

"We must have cane sugar," they insisted, "and have it on time. We're going to have a party to-night, and we have got to make a lot of fudge and sweets. You'll break our hearts if you disappoint us."

"All right," said John, smilingly, "you shall have the best there is, and have it on time. Don't worry over it."

As soon as the girls went out John started to put up the sugar. He threw the scoop into the barrel and frowned.

"It's always the way," he said. "I haven't a pound of cane sugar in the store. Sold the last I had yesterday, and was going to order more by phone this morning. Just my luck! Now, I haven't time to send for more, and this must go up—this old beet stuff. Perhaps they won't know the difference."

Wifey saw that John had not yet learned his lesson and said nothing. The next morning two very angry girls entered the store.

"You spoiled our whole party," one of them said to John, "by substituting beet sugar for cane. Everything was ruined with that old blue stuff. You may just send your bill and we'll find another place to trade."

Wifey didn't feel like trying to square this just then. She knew that when the grocer spoils a party by inattention to business the girls who are the promoters are not the ones to argue with. She squared with the fathers later on, however.

John entered the store one morning in a rage. He found the furnace fire out and some of the potatoes frozen. He was at fault, for it was one of his duties to see that the furnace was all right before leaving for the night. While he was mourning over the frost-bitten vegetables a boy came rushing in.

"Send us some potatoes that are fit to eat!" he shouted. "Dad bought some of Howe, and they're no good. Send 'em over in time for dinner."

John measured out a bushel of the frost-touched tubers and sent them over about 11 o'clock. That afternoon, after some of them had been boiled for dinner, and a meal spoiled, they were returned and dumped on the floor with angry words.

"You can't work off your frozen stuff on me!" said the man.

Incidents of this character were of frequent occurrence. Goods were not sent as ordered, and they were not sent on time. John promised anything and everything in order to make a sale, and then neglected to perform his part of the bargain. He sent stale goods to men who owed big bills, saying that anything was good enough for them, forgetting that the way to lose a bill is to make the debtor angry. He did not keep his stock up, and often sent articles "just as good" as in the sugar case.

"John," said wifey, one day after a particularly exasperating incident of wrong goods sent out, "we're losing

## AN EASTER GROCERY WINDOW

A Suggestive Display of Hams and Eggs for Special Attraction During the Easter Holiday Week.

A special window for a special occasion is always a very attractive and much-talked-of feature. Easter week is already in close proximity and it is worth while thinking now about making a special effort for trade at this more or less observed holiday time.

An idea for a window is presented herewith which ought to be of some help in securing a share of the Easter business. The sketch is borrowed from a recent issue of the Grocery World, of Philadelphia.

As will be seen at once, the idea is to present a display of Easter hams and eggs in attractive arrangement.

The floor is covered with sawdust. Then a background is made with a strip of white paper 20 inches or more wide. Then around the edge of the window is placed a row of eggs end to end.

The hams are hung from the ceiling by wire, stovepipe wire will serve the pur-

a chicken coop—one may be easily knocked together or an old one used—in the back of the window, with an artificial hen inside. Then place at irregular spots on the sawdust floor several artificial chicks.

A couple of well-printed cards bearing some suggestive catch lines, in the forefront of the window will add to its effectiveness.

### MEET IN HAMILTON IN MAY.

#### Ontario Wholesale Grocers' Guild Planning Interesting Programme.

The annual meeting of the Ontario Wholesale Grocers' Guild will be held in Hamilton on Tuesday and Wednesday, May 5th and 6th.

The place of meeting was decided as the result of an invitation from the

ground every day. I wish you would make that long promised visit to mother and let me run the store. I can fix things, I think, so you can go."

"What can you do here that I can not?" demanded John.

"I can keep faith with customers," replied wifey. "I guess that will cast the hoodoo out of the store. I think that if I deliver on time, and send the goods ordered, I can change that streak of hard luck to good luck. The trouble with the store, John, is that it is not dependable. You think you have done your duty as a merchant when you take in the money. Another thing, John dear, I can keep the stock up, which you don't do. If you'll make the visit to mother, I think I can find the expense money for you!"

"So you think you've found the hard luck seed, eh?" asked John.

"I know that I have," was the reply. "You are not dependable. I, for

#### Her Husband's

sugar," they in- on time. We're to-night, and we lot of fudge and our hearts if you

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ALEX. ORSALI,

Of Hudon & Orsali, Montreal, Member of Advisory Committee, Exhibition of Groceries.

one, wouldn't wait your slow deliveries, and no woman will."

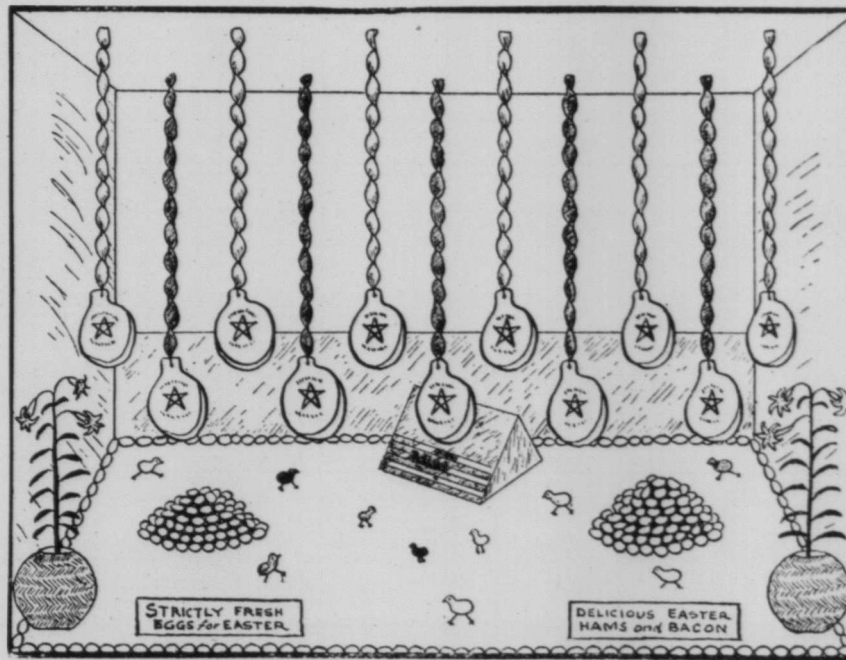
"Say," said John, with a blush—a real blush!—"why not try the new system together?"

And they did, and it won out, too! Alfred B. Tozer, in the Inland Grocer.

#### STAMPS FOR FUNERALS.

Up-to-date Chicago undertakers are now offering "trading stamps with every funeral," says the New York Herald. Brightest one in the lot will probably be the first to adopt the scheme of giving double stamps to all who order funerals before noon.

Minto Bros. report their business in Melagama tea for the past three months to be 50 per cent. above that done in the same period in 1907.



Suggestions for an Attractive Window for Easter Week.

pose, and are intended to be arranged in two rows, the rear row hanging about a foot or fifteen inches lower than the front row. Strips of crepe tissue about an inch and a half wide are twisted around the rows and fastened to show the curl. A pleasing effect may be introduced here by using different colors of tissue and working out a diagonal or square pattern in these hanging ribbons.

Of course, Easter wouldn't be Easter without eggs. Place a good-sized pile of them in either side of the window. They may be piled inside a small barrel hoop, and the sawdust heaped up a little to cover the hoop. A few colored eggs placed on the top of the piles will add to the effect.

At the front of each side of the window place an Easter lily. Then to give the window a real-life appearance, put

trade of Hamilton last year and a very pleasant and profitable gathering is expected.

While the programme has not as yet been definitely announced, it is understood that it will include several papers by members on trade subjects, and discussion on the points brought out. Among these are expected one from H. C. Beckett, of Hamilton, on "The Importance of Trade Associations and their Relations to the Government," and another from Fred. Smye, also of Hamilton, on "The Cost of Doing Business." Other subjects likely to be discussed are, "The Importance of a Better Recognition of Associated Efforts," and "The Relation of the Wholesale Grocer to the Manufacturer."

With such discussions in view, the meeting certainly promises to be most interesting.

# \*Grocery News from Coast to Coast

- Letters From Our Own Special Correspondents in the Larger Towns and Cities of Canada—New Ideas in the Trade and Business Changes Noted.

## CHATHAM.

After a long, hard fight, the local grocers have carried their point with reference to the amendment of the clause in the market by-law prohibiting them from making purchases on the city market before 10 o'clock Saturday morning. The by-law making the desired amendment passed its third reading at last week's council meeting almost without a murmur. Just before the by-law was finally passed, Ald. Westman moved that the council go back into committee to reconsider the matter, but the motion failed to find a second.

There is, as was probably inevitable, a certain amount of public objection, but this will probably wear off in the course of time, when it is found that the change is a convenience, rather than an inconvenience, to the purchasing public.

And still the Ben Brodie peddling matter will not down. Since the city's appeal in the matter was allowed and Judge Dowlin has found that the by-law can be enforced, Brodie's solicitor has intimated that if the fee is not reduced, steps will be taken by the peddling fraternity of the city to appeal to the High Court with a view to having the by-law quashed.

The maple syrup season is on. Quite a bit of the genuine product is offered for sale on the market and in the stores, the price being 35c per quart, with varying reductions for larger quantities. The harvest is reported good.

The marriage of Clarence Blackburn, formerly of McCorvie's grocery, to Miss Eric Millard, of Windsor, took place in the latter city last week.

Capt. F. B. Stevens' grain elevator on concession 14 Dover, was burned to the ground on Monday morning. It being filled, the loss will be heavy. Incendiarism is hinted.

A leading citizen passed away on Sunday in the person of Ex-Mayor S. T. Martin. Mr. Martin was in his 70th year, and filled the chief magistrate's chair in 1893. He was prominent in connection with large drainage works, whereby much marsh land in this district was redeemed to cultivation.

Samson R. Russell, who for a number of years past has conducted a grocery on Queen street, south of the G.T.R., died very suddenly on Friday morning, being found dead in bed at six o'clock.

\*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

He had been suffering from heart disease for many years. Mr. Russell, who was in his 24th year, was a very popular young man, and his death came as a shock to many friends, particularly in the local trade.

Richard Cudmore, aged 79, passed away in Detroit last week. He at one time conducted a grocery at the corner of William and Wellington streets, where Gray's factory now stands.

The latest grocer to join the ranks of the advertisers is John W. Dyer, the genial St. Clair street man. Mr. Dyer is now using a three-inch space in the local press to boom the business of the Red Star store, and is putting forth a neat and attractive announcement.

Mr. Bennett, of E. R. Snook's grocery, left on Monday for Los Angeles, Cal., where he will locate for a time. Though only thirty or thereabouts, he has seen much of the world, and while during his year's stay here made quite a hit soliciting orders.

Local grocers are complaining with regard to the new special freight tariff, which went into effect March 15—at least in so far as it deals with cartage charges. The tariff has been adopted by the C.P.R. and G.T.R., though apparently the Pere Marquette, largely an American road, is not implicated. It fixes the cartage charges at each end of the line at 2c per 100 pounds, with a minimum charge in each case of 15c. Grocers here who have to pay charges at both ends declare that the practice is unfair, and that the wholesalers should assume the cartage charges at points of shipment and deliver the goods f.o.b. cars there.

Chas. Matthews, of Woodstock, has issued a writ in the High Court against the Ridgetown Canning Co., most of the members of which are residents of London, claiming between \$300 and \$400 for services rendered to the company in obtaining applications from farmers for them, and also for other services rendered. The writ was served last week at London. This is the company in whose behalf a by-law granting certain concessions was passed last year by the Ridgetown ratepayers, though the factory never materialized.

Samuel Cox, for years a baker and butcher, at South Woodslee, and lately engaged in farming near that village, passed away recently.

Jas. Clendenning, president of the Kent Farmers' Produce Company, of Blenheim, and his assistant solicitors

for stock, report that they have met with gratifying success, upwards of \$6,000 being already subscribed.

Petrolea is the latest location for a canning factory. Henry Mann, of that town, is interested in the scheme.

W. A. Gosnell, of Ridgetown, who is giving up business, has moved his stock of crockery and groceries into another store, where it is now being auctioned off.

Brook Wigle, of Kingsville, formerly employed with Fielding & Campeau, grocers, of Windsor, passed away recently, after a three weeks' illness.

It is understood that the new cheese factory at Wyoming will commence operations about May 1st. The equipment is due to arrive this week from Aylmer, and will be installed without delay. Mr. Dell Shain has met with much success in soliciting subscriptions from farmers in the vicinity. Mr. Doan will be manager of the concern.

Reports indicate that the farmers of this vicinity will go very largely into the raising of sugar beets this year, a considerable acreage having been already signed for in Kent, Essex and Lambton.

## BELLEVILLE.

A. E. Ridley has opened up a brand new grocery business in a neat brick block on the corner of Victoria avenue and William street. The building has a fine plate glass daylight front facing Victoria avenue. The store fixtures are solid oak, installed by the Toronto Show Case Co., and compare favorably with the furnishings of the finest groceries in our large cities. The shelves and silent salesmen are tastefully stocked with the finest confectionery and groceries. There is a fine refrigerating plant in the building, and a furnace that is unlike many of those in the downtown stores, high and dry, and will be available for use whenever needed. Mr. Ridley is prepared to attend to all 'phone orders on shortest notice and will, we have no doubt, meet with success.

I. B. Harker, who has been a subscriber to The Canadian Grocer since its first issue, has just completed his annual stocktaking, and expresses himself as well satisfied with progress during the past year. He reports an ever increasing trade, and that, despite the reported hard times, he has done more business this last two months than during the same period last year.

All of the leading grocers in town are favorably impressed with the free market day in the middle of the week, as advocated by A. Wallbridge, and think that the idea cannot be too strongly placed before the city council.

\* \* \*

Business generally is moving along very smoothly, with a slight increase over the same period for last year.

\* \* \*

Butter and eggs dropped to 28c and 16c, respectively, last Saturday, eggs starting out at 23c.

\* \* \*

Maple syrup has not started to come in yet, and there is likely to be a short crop this year, we are told.

\* \* \*

Price-cutting in flour has been satisfactorily regulated. A short time ago some of the merchants were selling flour at a loss as high as 10 per cent.

\* \* \*

There are rumors of more new grocery businesses being launched here in the future, and we think it wise for the prospective grocers to consider the prospects before overloading the boat. It is not by any means a sinecure to get a new business started. Increased rents, clerks' salaries, cash registers, new scales, increased competition, all tend to make it just a little difficult to do business, in fact, it is getting to be more of a fine art every day to conduct a really successful grocery business.

### EDMONTON.

The chief question that is agitating the producers, consumers and the middlemen in Edmonton at present is that of a suitable market in which trading may be carried on. The farmer and market gardener and the citizen, are all anxious that suitable market accommodations should be provided. The grocer and general storekeepers are not so anxious, as a small proportion of their trade would be thus taken away. The effect is not, however, of sufficient importance to cause any open opposition to the movement.

"Edmonton," said a prominent gentleman recently to a Canadian Grocer representative, "is making almost phenomenal advances in many ways, but is neglecting the important feature of a market for garden produce. The soil here is admirably adapted to the growing of this produce, but there are no facilities for the producer coming in direct contact with the consumer, and thus obtaining the best price for his goods and thus there is no encouragement for him to cultivate this branch of farming operations."

These are but the sentiments of a large number of the residents of Edmonton and vicinity, and efforts are being made to induce the council to take steps to have a suitable market building erected.

\* \* \*

Arrangements are being made to open a new wholesale house in Edmonton shortly. The new firm is the G. F. & J. Galt Co., wholesale tea merchants, of Winnipeg, Calgary and Vancouver. Offices and warehouse space have been

secured in the Morris block, next to the A. McDonald Co.'s block. William McNab, a resident of Edmonton for the past three years, has been appointed manager of the local branch of the company. It is expected that the new firm will commence business in Edmonton about May 1st.

### GUELPH.

The regular meeting of the Retail Merchants' Association was held on Thursday night. A deputation from the Clerks' Association presented a petition for the regular Thursday half-holiday this year and were again turned down. The grocers favored the holiday, but the jewelers and gents' furnishing stores claimed to have had a hard year and the majority decided unfavorably. It was decided to give the clerks one whole day during the summer to hold their annual picnic. The high price of electric lights here and the appointing of a bad account collector, with an office to which each Monday morning the members could send in their lists and have them collected, was some of the business transacted.

\* \* \*

The Clerks' Association is not satisfied with the decision over the half-holiday, claiming that it was not put to a vote; and also that their petition was signed by a majority of the business men of the city. But right there is where the shoe pinches. The merchants don't all belong to the association, and, therefore, have no vote. Would it not be a good idea for both bodies to get these merchants to join the association? The clerks also claim that if the holiday is not granted this year it is gone for good and that the one day is not at all satisfactory.

\* \* \*

It has been suggested by one grocer that if there is going to be a western Ontario grocers' picnic that that one day this year might come in all right.

\* \* \*

Business in the grocery stores was a little flat again last week on account of the bad state of the roads in this section. Good butter is reported very scarce, although it will only be temporary. The farmers are still using runners, while the snow is practically all gone in the city.

\* \* \*

Those seedless grape fruit and lemons are all right and good sellers.

\* \* \*

One dry goods store here gave each purchaser three roses on Saturday night and did a good business.

\* \* \*

There is some talk of a commission house being started here by local parties, and no doubt there is a lot of business to be picked up in that line in Guelph.

### KINGSTON.

Trade is a little on the flat side. The islanders are cut off again from us, as the ice is too weak to risk good horses and people.

\* \* \*

Colleges will soon close, which means smaller orders from the restaurants and boarding houses. The Y.W.C.A. have

opened up a large boarding house and it is filling up rapidly with good people.

\* \* \*

The egg market has flopped and the product of the busy hen is now 15c to 17c a dozen. The butter market is stiff yet. Creamery is retailing for 35c and dairy at 28c to 30c.

\* \* \*

The grocers here are putting up sugar now at, granulated, 6c lb., or 18 lbs. for \$1; yellow, 5c lb. or 21 lbs. for \$1.

\* \* \*

James McCulla, proprietor of the Belfast grocery, met with a small but painful accident in cutting (no, not prices) but bologna, last week. The customer drew his attention by saying, "I don't think you will have enough." He looked up, still working the toothless buzz saw, and said, "Oh, yes, I think so," and off went the top of his thumb.

\* \* \*

J. Todd, grocer, of Sheffield, Eng., arrived here with wife and child recently. He came out with the Salvation Army. He has engaged with Mr. Sears, a retired gentleman.

\* \* \*

Bob Sutherland, city traveler for Fenwick Hendry, secured the John Caruthers gold medal for this year. It has to be won two successive years to be retained. It has about twenty gold bands on a ribbon of winners in former years of men who only won one year. No one yet has been fortunate enough to get it the second year, but we think Bob will say next year, "By gosh, I have it for good."

\* \* \*

A lady demonstrator is lauding the praises of Suchard's cocoa here. She is at Gilbert's stores this week. It is a good way of introducing an article if followed up by judicious advertising; not all in magazines, but in local and trade papers.

\* \* \*

The representative of Rickett's blue and Zebra stove shine, is making a door to door sample campaign in town and expects good results.

\* \* \*

Christie's biscuits, "Ever-et?" John Everett calls on the trade twice a month now and always has snaps to offer. He still looks like a senator, and may be spared to visit us for many years to come is the wish of one hundred and thirty-nine Kingston grocers and half grocers.

\* \* \*

Before putting your sleigh away for the summer, get it overhauled and painted, and it will have lots of time to dry and will pay you. Too many get a rig painted and run it out before the paint is dry. You know the result.

\* \* \*

Good delivery horses have jumped up in price. You must now pay \$125 to \$175 or take a plug, and plug drivers and horses don't pay a dividend.

\* \* \*

J. Gilbert purchased two large Dayton computing scales from the local agent, Will Crothers, recently, and is

## THE CANADIAN GROCER

well pleased with them. He says they are beginning to pay for themselves already.

Anderson Bros., grocers, do a large fresh and smoked meat business and may eventually go in extensively and push out the groceries. There is more money in meats, they say.

Herb Dunlop, formerly head clerk with Jas. Redden & Co., has joined the staff of the new Clarified Milk Co., and will hustle for trade.

Rees Bros. brought in a car of fine navels last week, and expect their first car of bananas this week.

On April first begin low freight rates. Don't get fooled by shipping before that date.

### LONDON.

Signs are not lacking of returning confidence in the grocery trade. Retailers are buying with more freedom now that the weather is becoming more settled and the roads are improving, the result being a decided betterment of trade.

Brokers report all staples unchanged. Teas remain firm. There has been no further advance in sugar, but that commodity is now just as speculative an article as wheat. Whether the next movement will be upward or downward even the most experienced grocery men will not undertake to say.

Canned goods are slow of sale, wholesalers report. The cause is ascribed to the action of the late firm of Lind, Kerrigan & Co. in buying out the output of the London Canning Company and selling out to retailers at a figure lower than the regular wholesalers could procure the goods for. The consequence is the latter find their stocks of canned goods are diminishing very slowly. To their credit be it said, however, retailers are maintaining prices well under the circumstances.

It is not improbable that the Lind-Kerrigan business will be continued as a going concern. At all events it is expected there will be lively competition at the sale on Thursday next, bidders from outside places, including Montreal, being expected here. A well-known local broker, it is said, will endeavor to get control of the business for a syndicate, as he has every confidence that there is room for the house in London, and that with sufficient capital it could be made to pay.

For some time past between 25,000 to 30,000 head of cattle have been daily passing through this city over the Grand Trunk Railway, all bound for the European markets. The animals are being shipped at various points in the western States, and the trade has become so heavy that several special cattle trains have been put on by the company. Forty cars, with between twenty and thirty cattle in a car, make a train. In the

case of Texas steers, which have very large horns, not more than fifteen or twenty can be placed in a car. The shipments are expected to be very heavy for some weeks yet.

Frank Robinson, grocer, of South London, has returned from a holiday of several months spent at Seattle and other Pacific coast points. Mr. Robinson's many friends will be glad to know he returns much improved in health.

### HAMILTON.

Trade in grocery lines is a little bit quiet just now, the great public sticking pretty close to the stores where they get credit.

The sharp advance in sugar is not making the average housekeeper feel very pleasant and the grocer of course gets the blame, but this is now counterbalanced by the drop in eggs, which occurred when most grocers were loaded up at fairly high prices.

Almas Bros., of John St. South, have sold their fine grocery and meat business to Gilmore & Gillies. Mr. Gilmore is from the Canadian co-operative concern, where he succeeded in building up a large trade for that institution, and Mr. Gillies is from the well known Gillies business on York Street. The large connection they bring with them and the very large business of Almas Bros. combined, will soon put them on easy street.

Trade in wholesale circles is very quiet and the retailers are complaining of their selling in retail quantities. One grocer reports that he saw an invoice to a Chinaman from one of the large wholesale houses. Others say the travelers have instructions to call on all eating houses and lunch counters where there is any chance to sell—pretty small business for people who cater to good trade.

Rev. Mr. Laidman, one of the promoters and secretary-treasurer of the Canadian Co-operative Store, has resigned and has accepted the pastorate of a church in the Niagara Peninsula.

### STRATFORD.

Grocers and citizens generally are sorry to hear of the failure of the fine grocery store run by Will J. Norfolk. His store was known as "The Clean Grocery," and everything was kept in a spic and span condition. The sale of the assets of the estate took place last week. The sale was a most satisfactory one and was largely attended. Buyers were present from London, Toronto, Port Hope and other distant places. The goods and chattels were disposed of to Walsh Bros., of this city, at 53½¢ on the dollar, and J. Foster, of Cleveland, bought the book debts at 32½¢ on the dollar.

Several important subjects were discussed at a general meeting of the local branch of the Retail Merchants' Association held last week in Societies' hall.

It was agreed that the association make application to the proper postal

authorities to have the afternoon mail, which is at present delivered in the retail section at 3 p.m., delivered after 5 p.m. The merchants are not satisfied with the 3 p.m. delivery as they are unable to get their afternoon mail delivered to them until the following morning.

The association will also apply to the Postmaster-General to have the present postage rate of two cents on drop city letters reduced to one cent.

It was agreed that the Bad Pay list should be revised and that the same be properly printed, a copy of the list to be furnished to every retail merchant in the city.

Considerable discussion took place as to the passing of the Industrial and Co-operative Societies' Bill and the amendment to the Criminal Code. In regard to the Criminal Code the retailers, concluded that they should be allowed to meet together for their own reasonable protection, the same as other companies and associations were allowed to do.

### MONTREAL.

At a meeting of the Retail Grocers' Association, held Thursday, March 26, the report of the delegation which was sent to Quebec, to interview the Premier regarding the maintenance of the liquor license on the same basis as was allowed them last year, namely, a reduction of 50 per cent. off the increase, was read and declared favorable, the Premier having promised that the advance would not be put into effect for this year at least.

A delegation was appointed to go to Quebec and support the Montreal city council in their request to be empowered to raise the peddlers' license to \$200. This question has been occupying the attention of the retailers for some time past, as this class of dealers are injurious to the retail grocer, their small expenses and low rate of license enabling them to cut prices on their various lines of fruits and vegetables to such an extent as to make competition prohibitive on the part of the retail grocer.

George Graham and some of the other progressive grocers of the city are delivering their groceries in rather neat folding wooden boxes, which are manufactured by the Hubbard Folding Grocery Delivery Box people, of Minneapolis. The boxes are very useful and have many features to commend them to the retailer for delivery purposes. Kenneth H. Munro is looking after the line in Canada.

### VANCOUVER.

It is doubtful if ever eggs were so plentiful on the coast before. In Vancouver, the consumer is getting the best for 30c, while in Seattle the price is 25c, with a probable drop to 20c. That is something unheard of. Last week when 35c had been dropped down to, it was thought that would be rock bottom for the price fluctuates between that and 70c. Those private consumers who get their eggs brought in by the egg and chicken dealers on the outskirts of the city are told that it is not profitable to deliver them at less than

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eggs were so re. In Van- tting the best the price is to 20c. That Last week l down to, it be rock bot- ates between te consumers it in by the on the out- that it is not at less than

35c, though three-dozen lots are sold for 90c. The weather has been very favor- able and eggs have flooded the market from all over. Feed, however, is not reduced, which makes it hard for the man who keeps chickens. But the con- sumer welcomes the low price, and for once one can get eggs without feeling that a luxury is being purchased.

During the week a number of excellent No. 1 B.C. apples have been brought out. These must have been kept back to allow disposal of No. 2 and No. 3 grades, for a short time ago the No. 1 could not be had. Now that the lower grades have been worked off, the better ones are coming along. Prices, \$2.25 and \$2.50 per box.

Another fruit feature is that in the price of oranges. They have gone up a little, but still they are about 75c a case less than they were a year ago, with quality this year A1. The fruit is large and sweet and very juicy.

Flour milling is steadily coming to the front on the coast, the trade with the Orient bringing good business. Here, however, there is strong competition with mills on the other side of the line. Last fall they expected an active move- ment, and large quantities were ground. This did not come up to expectations, and since then Washington mills have been almost at a standstill. The sur- plus has been worked off now, and a de- cided improvement is reported in the situation. Small but plentiful orders are coming from the Orient, principally from North China ports.

Following the report that very few salmon canneries will be operated on the Canadian side of the line comes the news that only nine of the canneries on Puget Sound will be run, and Chinese labor contracts are being made on the basis of half a pack. Contracts are not being made with the trap owners for supply, most of the latter preferring to take their chances on the open market. It is expected that this will be one of the lightest seasons on record.

The Dominion Government is to make another experiment in planting lobsters on the British Columbia coast, and 2,000 or 3,000 will be brought out next month and put in Cooper Cove, at Sooke, near Victoria, on Vancouver Island. Readers of The Grocer will re- member the previous experiments which have been made along this line, but the lobsters have disappeared. Whether they can have fallen a prey to devil fish or other marauders of the deep, it is not definitely known. One was caught near Salt Spring Island some months ago, which showed that it had both lived considerable time and traveled. It was in good condition.

Reports from Nanaimo yesterday were that the herring were spawning in great- er numbers than ever, and that the catch should be a good one during the season. In this connection, the Provin-

cial Government is being asked to con- sider a proposal to aid in bringing out from Scotland two hundred fishermen, three fish smokers and five coopers, the offer being submitted by Murdo Mac- lean, Stornoway. The Government is asked to pay the fare of \$80 in each case and guarantee employment for six months. In return, the money will be refunded out of the first earnings. The matter has been referred to G. Star- rett, manager of the New England Fish Company, of this city, with a request for a report as to the advisability of assisting in the immigration project.

Copas & Young, who recently bought out Fell's grocery, at Victoria, had a fire last Monday night. Most of the damage was done by water. Very for- tunately, the insurance was fixed only last Saturday morning.

At the annual meeting of the Chill- wack Creamery Association last week it was reported that the average price of butter was 29.5c, as compared with 23.7c in 1906, which gives over \$16,000 more money to be divided among the patrons. The cost of manufacture was a trifle higher, being 4.4c, as against 3.9c in 1906. The matter of installing a cold storage plant was left with the di- rectors. The officers elected were: Pre- sident, F. C. Kickbush, (re-elected); vice-president, W. H. Hawkshaw; sec- retary-treasurer, W. L. Macken; directors, Messrs. Barrow, C. Vickerson, Willis Holden and J. S. Mercer.

With construction going ahead on the G.T.P. in the north, the purchase of supplies should bring some good busi- ness to coast merchants. It was stipu- lated by the Provincial Government in the agreement with the Grand Trunk Pacific that supplies should be bought in the province, and steamship com- panies are anticipating a brisk trade. Work will be in full swing in a month or two. It has been found that the coasting laws of Canada will permit an American boat to carry freight from an American port to a Canadian port, al- though it cannot do it between two Canadian ports. On the other hand, Canadian boats are handicapped in that they cannot do likewise. The point is that some fear that supplies, which may have to be purchased in the east, may be brought over the Great Northern and shipped north from Seattle, instead of having this business kept in Canada, and shipped through Vancouver. Every once in a while it is found that the coasting laws are defective in some point or other. The Vancouver Board of Trade has taken the matter up.

Both dealer and consumer are await- ing with interest the opening of the new public market in Vancouver. This will not be for a month or two yet, but the buildings are well under way, and ar- rangements are already being made to give a direct boat service between this city and the producing districts on the Fraser River, above New Westminster. At the last market in New Westminster, prices were fairly low, compared with

what they are in Vancouver, and if they are the same in the new market, the attendance should be large. The fear has been expressed that this will de- velop into a wholesale buying emporium, but whether this will be the case or not, there is this point, that the con- sumer cannot always afford to buy, say meat, in the quantities offered by the farmer. The experience of eastern mar- kets is quoted, but the weather here is not like what it is in the East. But restaurants, which can afford to put in facilities to handle stocks, ought to be large buyers and the price of the aver- age meal, which is now fairly high, might be reduced. With it all, however, the whole thing is somewhat of a venture, and the outcome is awaited with in- terest.

### WOODSTOCK.

A movement is on foot in this city to form a co-operative society for the pur- pose of building a large departmental store and a committee is busy with the preliminaries. Whether or not the mat- ter will be carried to a successful end is a question which will be determined by just in what light the laboring class of the citizens will view it. The recent hard times have put many mechanics and laborers behind, and some are in debt with their dealers.

This fact alone, should these people cast their lot with the co-operative so- ciety, would cause the dealers to become wrathful. The result would be that the dealers would close down on their erst- while customers, their credit would be killed and division court suits might re- sult.

Co-operative societies in England have been very successful. A local con- tractor who visited the British Isles this winter went over many of the stores conducted by such societies, and found them highly successful. He, of course, has dispensed this information among his fellows, and thus not a little impetus was added to the movement.

Burglars entered the general store of Wm. Kirkpatrick, of Burgessville, a few miles from here, a few nights ago. They broke open the till, but the proprietor was lucky enough to have removed the contents of that receptacle the night be- fore. Nothing valuable was taken, but the thieves helped themselves to some crackers and cheese.

There was a busy market Saturday. Eggs sold at 15c, 16c and 17c per dozen. Butter brought 30c per pound. Large quantities of maple syrup sold readily at a dollar per gallon.

A well-known wholesale and retail grocer says that April, generally the smallest month of the year, gives prom- ise of being a very good business month this year.

**THE CANADIAN GROCER**

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**JOHN BAYNE MACLEAN** President

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**WEATHER CONDITIONS AND OUTLOOK.**

The month of March took its departure in a very lamblike manner, after its strenuous introduction four weeks ago, and indications early in the week pointed to the realization of a really early spring. The last couple of days, have, however, deferred slightly any calculations in this direction. Ontario and Quebec suffered on Wednesday and Thursday from exceedingly cold and violent winds, and the West, at last reports, was in the grip of the worst blizzard of the season, which struck North Saskatchewan on Tuesday and became general on Wednesday. This storm was even heavy enough to block traffic on the railway lines.

These conditions, while seemingly a detriment to the early opening of seeding, are really a benefit. Southern reports tell of a warm wave which is taking out the last touches of frost in the Middle States, and is likely to strike Canada shortly. Reports from the West also say that while this late storm will delay seeding operations for a few days, the snow was really needed to get a good deal of the land into satisfactory shape.

The frosty nights and warmer days of the past week have been welcomed very heartily by the maple syrup makers. These conditions have made the sap run merrily and prospects seem very favorable for a good crop this season.

**BUYING CANADIAN BEANS.**

The Ontario bean markets are considerably firmer this week and from rather a peculiar cause. It is stated that American markets are found to be very short this season and jobbers across the line are sending the buyers into Ontario for supplies. Just how great this demand is may be learned from the fact that these American buyers, at some points in the western part of the province, are said to be willing to pay from five to ten cents more than is offered by Canadian dealers. Some buying was done for United States firms a few weeks ago, but the demand then was not so strong, and while the local market was firmed up at that time it did not reach the point it has assumed under the present conditions.

**THE SEASON'S ICE HARVEST.**

Rather alarming reports have been circulated lately as to a great shortage in this winter's cut of ice and consequent high prices during the summer. Careful enquiry among the dealers does not bear out these statements to the full.

The only shortage is in what dealers call the "reserve supply," meaning by this the storage ice held in Toronto, and available in case of emergency. This supply is only about three-fourths what it usually is, due to the stormy and inclement weather this winter blocking the railways and thus interfering with ice shipments. The general cut is fully up to the average. Available supplies stored at upper lake points are quite sufficient for the demands of the trade.

Despite the fact that expenses have been greater in this winter's ice yield, there is little fear of any advance in prices, and last year's schedule will, in all probability, prevail. Ice is not a thing of necessity and its sale is, therefore very sensitive to any advance in prices. Large consumptive buyers, however, will be unable to obtain any cut rates as formerly.

**ASSOCIATION WINS ITS POINT.**

The London Retail Grocers' Association furnishes a remarkably good example of what may be accomplished by a well-managed organization, and a case in point touched in the following extract from a letter from our correspondent in that city shows how far-reaching its influence is and to what extent the members benefit:

"Outside biscuit manufacturers who have been selling direct to restaurant-keepers and others, have been brought to time by the Retail Grocers' Association. According to instructions, the treasurer wrote the offending parties recently, explaining the position of affairs and setting forth the consequences of their continuing to do business in the

way complained of. A reply has been received from each of them, promising to offend no more."

This is only one grievance that the London association has been able to remedy. And their association grows in strength as they accomplish this good work.

The same grievances exist in almost every town in Canada, and they will continue to exist until some steps similar to this are taken to remedy them. Why not organize a Grocers' Association in your town and get conditions in the trade on a more satisfactory basis?

**LIGHT SALMON PACK PROBABLE.**

From reports coming from the salmon canneries of the coast it appears that the coming season's pack will be exceedingly short and may possibly be one of the lightest on record.

Owing to scarcity of fish in some of the rivers it is said that only nine canneries will be operated on Puget Sound, and very few of the Canadian factories are preparing for a season's work. Other facts which points to the conclusion noted above is that the Chinese labor contracts have been made on a basis of half pack and that the trap owners have signed practically no contracts, evidently preferring to take their chances on an open market.

**AN ATTRACTIVE NEW FEATURE.**

The Grocer, always on the lookout for attractive features, has secured the publication rights in Canada for a new story, "Men Who Sell Things," by Walter Moody, which will be run as a serial as a regular weekly feature, and will continue for several months. The story, which is an exposition of the practical and amusing sides of salesmanship, is remarkably well written and will be interesting, not only to the traveler and salesman, but also to the store manager. A special offer is being made to non-subscribers in connection with the publication of this story, which is noted more fully on another page of this issue.

**THE WESTERN WHEAT FOR 1908.**

From our Special Winnipeg Correspondent.

Anxious inquiries come from all over the East and South, and the burden of their cry is, "What is the outlook for the wheat crop of 1908?" That is a hard question to ask with the prairie covered with snow, which has fallen in the last two weeks and the thermometer roaming at zero, more or less. Not being a prophet or the seventh son of a seventh son, I do not know, I cannot tell. It may help some of the anxious ones, however, if they have an idea of what the prospects are for the wheat



## THE SITUATION IN THE WEST

The Outlook at the End of the Month—A Small Real Estate Boom—Conditions in the Building Trade—Grain Exchange to Buy Building—The Wheat and Cattle Markets.

The Western Viewpoint by our Special Winnipeg Correspondent.

going in under favorable conditions. Personally, I consider the prospects at the present time better, in many respects, than for ten years. The West is peculiar and what would be ruin down East is what we want here. Last summer was wet and cold, followed by a fine dry fall. There was an enormous amount of fall ploughing done, and the new breaking had the benefit, for six weeks, of bright days and hard frosts at night, before it got any snow blanket at all. The snowfall in the early part of the winter was light all over the country, so that although the winter has not been a severe one the frost has had a chance to penetrate the ground to a good depth. During the last month there has been a good snowfall, which has extended pretty well all over the West, and is sufficient, even if no more should come, to moisten the surface of the seed bed when it melts, and leave the ground in that delightful mellow, friable condition which is so hard to describe and so easy for the experienced wheat man to detect. If there are no high winds and hard frosts in May the indications are that there is moisture enough to carry the new crop well into June without any heavy rainfall. This to Western farmers is the ideal condition.

Therefore, at the present time, there is known to be a wide area prepared for wheat, probably taking the three Provinces as a whole, 25 per cent more than in 1907. The outlook for the moment is for an excellent seedbed in which the plants will get a good start, and, lastly, through the distribution of seed grain by the Government it is probable that never in the whole history of the Canadian West has so much choice seed been sown in any year as will be put in the ground in 1908. With anything like ordinary conditions throughout the year the West stands to reap one of the best crops in its history. Of course, all this is very much in the air, but as far as the season has gone the conditions are good. They are normal, particularly so, and to the farmer there is more comfort in normal conditions, even if they may not be the rosier, than in anything abnormal, no matter how ever apparently favorable it may be.

As has been said, the area prepared for wheat is large and it may be further increased from the fact that the price of good seed oats is very high, 85c and 90c per bushel, the prices of wheat are relatively cheaper and this may lead to part of the oat land being devoted to wheat.

Movement of real estate and building are the two things that are uppermost in the general conversation of commercial circles this week. The announcements in regard to the splendid union depot of the G.T.P. and C.N.R. have given an impetus to all matters in connection with building and the sale of land.

With a frontage on Main Street of 350 feet and a cupola rising 100 feet in air, the "Fort Garry Station" will be a landmark and at the same time will be a fitting successor to "Fort Garry" the walls of which surrounded all the land on which it is to be erected. The building will have a depth running eastward to the Red River of 140 feet, and when completed will be the finest railway station in the Dominion of Canada.

The municipalities of Springfield and St. Boniface have quite a tiny boom on in lots and blocks near to the land on which the G.T.P. will erect its shops. The exact location of the land has not yet been announced, so that this lends a spice of uncertainty to the buying.

Sales of small lots have been quite numerous during the past week and loan companies and land companies both report a great increase in the inquiry for farm lands as batches of settlers continue to arrive daily. There is not the mad rush of the past few years but to those who consider the question carefully, looking well to the future of the immigrants and the power of the country to assimilate them in the matters of providing transportation for their produce and supplying them with coal and other things, the stream is quite large enough and it certainly is more select in quality.

In regard to building, Winnipeg is the only criterion available just now and here it may be said that twenty-two building permits have been issued during the past week for buildings aggregating \$65,000. This would indicate that outside of the big railway station the buildings this season are likely to be small, many of them being residences of the middle-class type.

There is no doubt that any lowering in the price of building material would at once be reflected in the increased number of building permits issued, but just at present there is no very great prospect of such a lowering of prices taking place. The money stringency of the past winter will without doubt be reflected in the building trade to a very considerable extent though the natural growth of the city will force the erection of more houses. Many leases are renewed from March to May and a careful inquiry has elicited the fact that there has been a very general reduction of rents, both in business and house property. None of the reductions are sweeping, but they are sufficient to show

that the days of the landlord as "cock of the walk" in Winnipeg are numbered, and this in itself will give a great impetus to business in other lines, for the money taken from rent will assuredly go into other comforts for the family. A lowering of rents will, however, tend to lessen the number of houses built by individuals for their own use.

Another step has been taken in the affairs of the Grain Exchange. At the informal meeting, following exchange meeting, which was fully dealt with in a special article last week, a committee was appointed to inquire into the possibilities of issuing preferred stock to men who having an equity in the new building were willing to put up \$500 each towards buying it in. The plan had been to issue preferred stock, 10 per cent. guaranteed, to these men and then go to the banks with that preferred stock and raise the money to purchase the building. At a meeting held Friday afternoon, the 28th, the committee reported that they could not issue preferred stock as in doing so they would affect their right of letters patent. The forming of this company is going on and though it is a disappointment that preferred stock cannot be issued, common stock will be issued and the company will go to the banks with that. It is expected that it will take a little longer to get the money, that is all. The press are most rigorously excluded from these meetings but the above came from a reliable source and is rather more than approximately correct.

The wheat market has been a very dull one since Wednesday. Up to that date there was a very good inquiry for No. 1 and 2 feed for export and a quiet but manifest eagerness on the part of millers to secure contract grades. There is still some business in low grades for export but the improvement in conditions of the winter wheat crop in America has had a tendency to slacken inquiry and prices, while the continued heavy shipments from Argentine is another bear factor. It is worthy of remark, however, that Argentine has already shipped over half of her available surplus, even putting it at the rather high figure of 120,000,000 bushels, so that shipments are not likely to increase from that quarter and it is still three months to July.

Western receipts are very small and there is but one opinion and that is that the wheat is remarkably well cleared up in the country. General trade is being held back for the nonce by the little turn of cold weather, but the thermometer is rising and with it the volume of trade.

Some curious conditions prevail just now as to the produce market. Last

fall hay was known to be scarce, as owing to the heavy and continued rains many of the native hay meadows had been under water all season.

The man with a good supply of hay put up was regarded as having sure money in sight. The extremely mild winter, however, has lessened the demand to a most wonderful degree. In the first place farmers did not commence to feed heavily until after Christmas and the prospects are that they will not need to feed much after the first of May, while last year they fed from the beginning of November until the end of May. The result is that hay that was expected to realize \$10 per ton in March and April is offering to-day in car lots at \$6 and \$8.

Butter is another anomaly. Butter was dear all winter, the winter was mild and farmers went in for dairy butter making more extensively than they have done for many years, with the result that though prices were high there was more fresh dairy butter offered on the local market than for many years. This has seriously affected the large central creameries that operate during the winter and they report it much more difficult than usual to secure cream and just at the opening of spring instead of creamery butter going down, it is going up, and to-day, (Saturday, March 28) is selling at 37½.

It might be asked if the farmers have made the butter why does it not answer as well as the creamery. Though the farmers have made more than usual the stocks held are more closely cleaned up than is common, the people who usually buy packed butter at this season are buying fresh dairy, while the people who normally at this season would buy fresh dairy have to fall back on creamery, with a smaller make to fall back on.

\* \* \*

On the other hand, eggs are almost a drug on the market. It is a long time since Winnipeg was able to buy strictly new laid eggs retail for 25c. a dozen weeks before Easter, yet such is the case this year. The mild weather and the need of money have directed more care to the poultry, with a most surprising increase in the supplies.

Another line in which the supplies bear a direct relation to the mild winter, is that of hogs. The receipts are increasing, which is not usual so early in the year, and the hogs are also of good quality.

\* \* \*

All the news from the ranges indicates that the cattle have come through the winter in magnificent shape and that very considerable numbers will be ready for shipment very early in June, indeed should the warm weather come early in May there will be quite a shipment before the end of the month. Some range steers are coming in every week in small bunches and they are in prime condition, six weeks on fresh grass would make them fat as butter. The flesh now is firm and a better foundation could not be asked for finishing. The demand is good, and the outlook for well finished stuff is excellent. Choice export steers bring 4c. point of shipment and there have been a few extra fine bunches that have brought 4½c. Buyers are not too anxious to shout about what they are willing to pay, but a visit to the Winnipeg yards shows how keen is the competition for

really good stuff. On the other hand, there is a lot of awfully bad stuff coming in, that is being shipped in as fat cattle. As one larger dealer wrathfully remarked, "They have rounded up all the dairy grandmothers, put them in the barn and fed them hay and a little meal for a few weeks and just as the old ladies are beginning to warm up and feel good they ship them in and call them stall-fed stock. It is simply going to break the market, even for tops, if we get much more of this stuff."  
—H.

#### HINTS ON OUTSIDE DISPLAY.

##### A Practical Grocer Gives His Ideas Regarding This Department.

Do outside displays pay a grocer? From our own experience, in spite of so much talk of germs and microbes, etc., it does pay. We know it from actual experience and now that the fine weather is about here and until the fall after the fruit season, a grocer can make good wages for himself from a display in front of his store alone. It is all very well for those large stores with lots of room inside to display their goods, to shout microbes, etc., but where are those large stores that have so much room for display purposes inside? They are in the minority around here. Very few have room enough to display their ordinary stock, let alone anything special. It is not necessary to put your whole stock outside, but it is necessary to work a little harder and get it out in good time in the mornings also.

I have heard it suggested not to let the same man put out the display and have to bring it in as those who bring it in at nights sometimes weary of well doing. A couple of tables about 6 feet long and 1½ feet wide, nicely dressed with seasonable goods, will not only pay for themselves, but attract the attention of people who pass your door several times a day who never come inside.

Don't block your window displays. We have so many lines of canned goods, package cereals, soaps, etc., that make great displays and will not be affected by microbes nor deteriorate in value if properly looked after in front of your store any more than hidden away where no one except yourself knows they are in stock. A good large two-sided blackboard, with leaders and prices quoted is also a good paying investment. Do not be afraid to misspell or make an error on the blackboard as people have been known to come in and leave an order just to get a chance to tell you of your mistake. Change it often and keep the people interested. Put price tickets on all your lines. Not cut prices by any means, but just regular prices. Change the color and style of your tickets also, occasionally. Give it a trial and you will soon know whether it pays you or not.

#### IMPORTS OF PORK FROM U. S.

##### Amount and Value of Fresh Meats Brought in Given Out in Commons.

The deputation of farmers which recently waited on the Government at Ottawa asking for an increase in the duty

on American pork products, has evidently stimulated a desire for information on the part of some of the members. On Thursday, March 26th, questions were asked in the House of Commons, the replies to which should be of interest to the trade in Canada generally.

A. A. McLean asked: "How much mess pork, ham and bacon, giving the quantity and value of each, was imported into Canada from the United States during the months of November and December, 1907, and January and February, 1908?"

Hon. William Paterson, Minister of Customs, gave in reply: "Pork barrelled in brine, 3,046,869 pounds; value, \$244,528. Bacon, hams, shoulders and sides, 2,112,457 pounds; value, \$232,808."

Mr. Sproule asked: (1) "How much fresh pork has been imported for home consumption into Canada since December 1, 1907, up to March 1, 1908?" (2) "What amount of cured or salted pork has been imported for same period?" (3) "What amount of all other kinds of fresh meats was imported during the same period?"

Hon. Wm. Paterson gave as reply:—"Pork barrelled in brine, 2,059,448 lbs.; value \$166,109; bacon, hams, shoulders and sides, 1,515,289 lbs., value \$154,622; mutton and lamb, fresh, 545,113 lbs., value \$39,025; fresh pork, 21,818 lbs., value \$1,934; other meats, fresh, 53,857 lbs., value \$6,282."

#### PURE FOOD SHOW IN OTTAWA.

##### Grocers' Section of Retail Merchants' Association Arranging for Exhibition at Fair Time.

The grocers' section of the Retail Merchants' Association of Ottawa, are preparing for a splendid pure food show to be held in the fat stock building at the time of the annual Ottawa exhibition next fall.

At a recent meeting the matter was taken up and the organization carried forward to a large extent. F. W. Forde was appointed head of the committee to secure exhibitors, William York was given charge of exhibitors' space and A. G. Johnson is at the head of the decorating committee, which, by the way, will have considerable work to do, for it was decided to spare no expense in making the building most attractive. C. J. Provost was given charge of the financial end of the exhibition and P. Lamoureux was appointed convener of the reception committee. Other sub-committees will be elected shortly.

An advisory committee was also appointed, including E. M. Trowern and J. A. Beaudry, Dominion secretary and treasurer, respectively, of the R.M.A.; Henry Walters, president of the Ottawa association; H. A. Beckett, Hamilton, president of the Wholesale Grocers' Guild, and the wholesale merchants in Ottawa.

A plan of the building will be made at once and arrangements carried forward as rapidly as possible. It is believed that the pure food show will be one of the most attractive features of the Central Canada Fair in September.



CANNED GOODS

MONTREAL—The situation is the same as last week, there being a good demand for all lines, especially for fish and fruits.

TORONTO—Jobbers report quiet business this week with demand still fair for vegetables. Fruits are going out slowly.

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

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal.	3 30	3 27½
" preserved, gal.	4 40	3 37½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 66½
Gals., standard	5 23	5 17½
Grapes—		
2's, preserved	1 55	1 52½
Gals., standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted	8 92½	8 89½
" " not pitted	7 42½	7 39½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
2's, white, pitted	2 45	2 42½
2's, " not pitted	1 95	1 92½
Currants—		
Gals., red, solid pack	7 67½	7 64½
Gals., red, standard	5 42½	5 39½
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 93	1 90½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 24½
Gals., black, standard	5 92½	5 89½
Gals., " solid pack	8 42½	8 39½
Gooseberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 52½	2 49½
Gals., standard	6 77½	6 74½
Gals., solid pack	8 77½	8 74½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gals., pie, peeled	7 55	7 52½
Gals., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	4 50	4 47½
Gals., pie, peeled	4 55	4 52½
Gals., pie, not peeled	3 80	3 77½
2's, light syrup	1 42½	1 39½
3's, " "	1 97½	1 94½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gals., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 89½
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gals., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 12½	2 09½
Gals., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 84½
2½'s, heavy syrup	2 17½	2 14½
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's, " "	2 55	2 52½
Gals., standard	3 55	3 52½
Raspberries, Red—		
2's, L.S. (Shafferberries)	2 15	2 12½
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 81	7 77½
" solid pack	10 55	10 52½

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

VEGETABLE		
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	1 12½	1 09½
2's, whole, " "	1 02½	1 00
3's, sliced, " "	1 33	1 30
3's, whole, " "	1 24	1 21
Beans—		
2's, golden wax	0 95	0 92½
3's, " "	1 40	1 37½
Gals., " "	4 75	4 72½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 19	1 16½
Lima 2's	1 35	1 32½
Corn—		
2's, standard	1 00	0 97½
Gals., on cob	4 92½	4 89½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parasips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 41	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0 9	0 87½
" Gal.	3 05	3 02½
Spinach—		
2's, standard	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gals.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

ONTARIO MARKETS.

POINTERS—  
Sugar—Very firm.  
Maple Syrup—New stock on the market.  
Beans—Firmer.  
Eggs—Supplies plentiful.  
Collections—Fair.

Toronto, April 1, 1908.  
Business is rather dull in the wholesale markets this week, jobbers being unanimous in admitting quieter conditions. No very satisfactory reason is given for this, the poor condition of the country roads under the opening up of spring being the only reason spoken of. Spice dealers are more cheerful as the eastern confectionery business seems to have created better conditions than have existed for some time in their business.

There have been no striking changes during the week and the markets are pretty generally steady. Sugar remains at the point reached on March 21, though it is still very firm and may go up again any time. Beans are somewhat firmer and evaporated apples are a little easier, but otherwise the staple lines are unchanged. New maple syrup came on the market during the week, though in small quantities, and only a few of the jobbers have yet obtained a supply.

The financial side of the business remains on about the same basis. Collections are fair but none too easy though

somewhat more confidence seems to be displayed.

TEAS—Local business continues comparatively light at the continued high prices.

The James and Hy. Thompson Co., of London, in their latest circular, dated March 19, say:

"Very little change has taken place during the past week, although there has been a distinctly firmer tendency for all the better liquoring parcels, with an advance in price in several instances. Fair common leaf has again been keenly sought after at 6½d. per lb., while the quantity obtainable at 6½d. has been smaller owing to occasionally better quality. On the whole, therefore, what little movement has been noticeable since our last has been in favor of sellers.

"Cabled advices from India of shipments to this country during the first half of the month fully confirm our earlier estimates, and the further deficiency of 1½ millions in the total available for the U.K. brings the shortage in the landed receipts here from all India up to about 16 millions, or from Northern India alone nearly 18 millions—a falling off of over 10 per cent. The smaller exports cabled from Ceylon should also impart confidence to a market which seems likely to be by no means overburdened with tea during the next few months."

Gow, Wilson & Stanton, speaking in similar tone on same date, say:

"With a steady expansion in the demand for Indian and Ceylon teas in foreign countries, and with no material increase in the planted area, a repetition of the unsatisfactory position which ruled during 1903, 1904 and 1905, appears unlikely. Shipments from Calcutta and Chittagong during first half of March show a falling off of nearly 1½ million lbs., and from Ceylon of 1½ million lbs., so that with very little more of the present crop remaining to be shipped from India, and with rather unfavorable reports as to growth from Ceylon, arrivals are likely to be light in the immediate future."

SUGAR—At time of writing the situation remains practically the same as last week. An advance was expected at the end of last week, but as yet has not materialized. The market continues exceedingly strong, even firmer than at last reports, and it is likely another advance will occur before Saturday.

A cable received locally on Wednesday noted an advance of 10c on raws on the New Orleans markets on Tuesday. The American market is considerably above the Canadian and still advancing.

Willett & Gray say of the situation in raws:

"Another important advance in both raws and refined at home and abroad marks a notable weev in the sugar markets of the world. Centrifugals which closed last week at 4.125c per lb. duty paid 96 degrees test, now stand at 4.36 cents, the highest point yet reached of the present campaign. The corresponding sales, cost and freight, were from 2½c up to 3c per lb., and at the close sellers are withdrawn at this basis and waiting for a further advance. Buyers seem willing to rest a while at this level.

"The European markets have kept pace with our own being stimulated somewhat by purchases already made for the United States. As high as 11s

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ed per cwt. c. & f. N.Y., being reported for April-May beet shipments, equal to 4.40c per lb. for centrifugals. European beet quotations for the week rose from 11s 0 1/2d to 11s 4 1/2d, 4.40c per lb. parity, closing steady at the advance.

"The parity of beets to centrifugals is now 4c per 100 lbs. higher for beets.

"The stimulus for the somewhat remarkable advance noted is found in the conviction prevalent of an unknown shortage in the Cuba crop, which in instances is no doubt exaggerated, although sufficiently important to warrant the rise which has already taken place.

"Also, for a continued number of weeks Mr. Licht reported unfavorable weather, for work in the beet fields, which has now given place to favorable weather, but in reply to the question, 'Will sugar advance cause large increase of beet sowings?' Mr. Licht replies to us by cable, 'Not probable.'

"Without increased sowings of beets unusually high prices for sugar seem likely for a lengthened period of time.

"We give this week the final estimate of the American beet crop, amounting to a total of 440,200 tons.

"We have reduced the estimates of the crops of British West Indies and San Domingo 20 per cent., in view of unfavorable reports received from those islands."

Czarnikow, MacDougall & Co., say of the situation in part:

"Last week's rumored purchases of European beets have been confirmed and refiners have further fortified themselves against too high claims on the part of cane producers by making additional beet purchases this week, the price, it is understood, being 11s 9d c.f. for April and May shipment, equivalent say to 3c to 3.05c c.f. for Cubas, or 4.35c to 4.40c landed. It is now believed that the beet purchases so far made for United States account amount to about 90,000 tons.

"The reports from Cuba are such that we may take it that the Cuban crop will be 500,000 tons less than that of last year, which means that United States refiners will either have to draw that additional quantity from other countries or cut down their meltings, or end the year with no stocks on hand, provided always that those importing requirements are not lessened by an increase of the domestic crop of western beets and Louisiana cane."

Prices at time of writing were quoted as follows:

Paris lump, in 25-lb. boxes	6 05
Paris lumps, in 50-lb. boxes	5 85
" " " " " " " " " " " "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
Redpath's granulated	4 80
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 " "	4 60
No. 1 " "	4 50
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**SYRUPS AND MOLASSES**—Business in the regular line is rather quiet. Small stocks of maple syrup, new crop, have arrived and are quoted by a few houses at \$1.25 per gal. This is pure stock, and what has come in is of good quality. Weather conditions seem favorable for a good make of syrup this year.

**DRIED FRUITS**—Business is only fairly good, with prunes still the leading article. There is nothing new to report.

**RICE AND TAPIOCA**—The feeling is perhaps a little easier this week though

there are no noticeable changes to report. Arrivals from primary markets are keeping jobbers' stocks fairly well supplied.

Rice, stand. B.	0 03 1/2	0 03 1/2
Rangoon	0 03 1/2	0 03 1/2
Patna	0 03 1/2	0 03 1/2
Java	0 03 1/2	0 03 1/2
Sago	0 05	0 07
Seed tapioca	0 05	0 06
Tapioca, medium pearl	0 05 1/2	0 05 1/2

**SPICES**—Dealers report business as considerably brighter this week, the demand for confectionery and holiday goods adding to the regular volume.

"Cocoa is slightly easier this week, but there is nothing definite as to its future movement.

**BEANS**—The market is firmer this week, presumably on account of the presence of American buyers, who are purchasing heavily at from five to ten cents above prices regularly offered.

Beans, hand picked, per bush	1 25	1 35
" prime No. 1	1 75	1 80
" Lima, per lb.		0 07 1/2

**EVAPORATED APPLES**—The market is slightly easier though no change worth noting is apparent.

Evaporated apples	0 07 1/2	0 08
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**HIDES AND WOOL**—Business continues very quiet and quotations on skins are slightly lower this week.

Hides, inspected, cows and steers, No. 1	0 05 1/2	
" " " " " " " " " " " "	0 04 1/2	
Country hides, flat, per lb.	0 03 1/2	0 04
Calf skins	0 45	0 14
Kips	0 07	0 08
Lamb skins	0 60	0 70
Horse hides, No. 1		2 50
Rendered tallow, per lb.	0 04 1/2	0 05 1/2
Horse hair, per lb.	0 24	25

**DEPUTATION TO OPPOSE BILL.**

**Toronto Retail Merchants' Association Hold Strong Meeting and Take Steps to Defeat Measure.**

The Toronto branch of the Retail Merchants' Association held an enthusiastic meeting in Broadway Hall on Wednesday evening, April 1st, with a view to taking steps to prevent the passing in the Senate of the Co-operative Bill, which was railroaded through the House of Commons in such an unwarranted manner a couple of weeks ago.

F. C. Higgins, chairman of the Toronto branch, who was in the chair, told something of the work the association had done up to the present time, and outlined suggested work for the future.

E. M. Trowern, Dominion Secretary, who has had charge of the association's campaign against the bill, told of its history in the Legislature, how it had cropped up for three years, and had been formerly laid aside, but this year had been taken up as a Government measure, and, contrary to representations, had been railroaded through the House. Mr. Trowern told of the bill's treatment in committee, and was outspoken in denunciation of the unbusinesslike methods used in dealing with it. He characterized the bill as the greatest humbug of the 19th century, and prophesied serious results for the retailer if it became active. He condemned both parties for their action in the matter, but was enthusiastic in his praise of the Senate where the bill has been temporarily delayed. He pled with the members to act energetically to

save their businesses. Speaking of the progress of the co-operative movement in Great Britain, Mr. Trowern attributed the large number of unemployed in Toronto this winter to the passing of the retailer as a result of the spread of this movement in England and Scotland.

G. E. Gibbard, chairman of the Druggists' Section, followed Mr. Trowern, and mentioned a number of reasons why the bill should be opposed. He was suspicious of the alleged benefits of the proposed movement and saw in it a scheme to drive out the retailer for the benefit of large corporations of English capitalists. Mr. Gibbard spoke of the good work the association is doing in the matter, and suggested that a subscription be taken to defray the expenses of a deputation to be sent to Ottawa. The matter was carried through immediately, and \$126 was realized for the work.

T. Kinnear, representing the wholesale grocers of the city, spoke of the good feeling existing between the wholesale and retail trade, and said that the wholesalers were also interested in this matter, and would stand at the retailers' backs in opposing the bill.

Hugh Blain expressed himself as heartily opposing the bill, which he characterized as a piece of very unwise legislation and hoped that it would be defeated.

Finally a resolution was brought forward by Walter Mann, seconded by R. W. Doekray, and carried unanimously, to the effect that the association endorse the action of the Executive in opposing the bill in the Senate.

A deputation of twenty-four from the association went to Ottawa from Toronto on Thursday night. There they will be joined by a similar deputation from Montreal and by a monster representation from the Ottawa Association, and will see the Premier at noon to-day.

It is understood the Provincial Legislature has also taken steps to oppose the bill on the ground that it will tend to seriously injure the provincial revenues and representatives of the Provincial Government will be present to lend their influence.

**G.T.P. TO MONTREAL.**

**Premier Assures Deputation it Will Be Constructed.**

A delegation representing the Montreal Board of Trade went to Ottawa on Tuesday to present to the Premier the petition of that body praying that a branch of the Transcontinental Railway be built to Montreal.

Those forming the delegation were:—President, T. J. Drummond; 1st Vice-President, Farquhar Robertson; Secretary, Geo. Hadrill; Andrew A. Allan, A. A. Ayer, Robert Bickerdike, M.P., B. Hal Brown, Geo. Caverhill, J. S. N. Dougall, W. I. Gear, Wm. Hanson, Peter Lyall, J. P. Mullarkey, Robert Munro, Alex. Orsali, Jos. Quintal, Norman Wight.

The Premier, in replying to the delegation, admitted the advisability of the branch asked for, and finally gave assurance that the branch connection would be built as soon as was possible.



# MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication will be begun shortly in The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at \$1.00. Of course, regular subscribers get it without extra change. We would appreciate very much our readers drawing the attention of commercial travelers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and enterprising style.

*The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.*

*A salesman of experience realizes that ideas—practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.*

*Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.*

*The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.*

*A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.*

*The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.*

*What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.*

## MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin \$1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,  
Subscription Department,  
10 Front St. E., Toronto:

Please send me The Canadian Grocer regularly during time you are running "Men Who Sell Things."

Name.....

Street.....

Town.....

**WE** are making specialties of our **30** and **40c.**

# MELAGAMA TEA

See our travellers or write us about our new advertising medium for **MELAGAMA** which went into effect on April 1st. (**IT'S A WINNER**). If you are not already stocked send in at once for a sample case, 60 or 100 lbs., and avoid disappointment from rush of orders.

**WE** carry full lines of **BULK TEAS** from the various producing countries, bought at the closest discount prices. Your orders, and enquiries for samples and quotations will be cheerfully attended to.

**MINTO BROS., - - TORONTO**

**BANISH  
"BLUE MONDAY"**

**SELL  
SUNNY MONDAY**

to customers and make them **YOUR** customers.

Your stock is not complete  
without our new **LAUNDRY SOAP**

## SUNNY MONDAY

**SUNNY MONDAY** is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

**YOUR CUSTOMERS** should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY  
SAVES LABOR, TIME, CLOTHES  
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

**"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."**

## Lent is Not Yet Gone !

Eastern Township grocers desirous of securing fish of all kinds, and supplies generally to carry them through the balance of the Lenten season will get the **BEST GOODS** at the **BEST PRICE** from us. Our quotations are **MINUS THE FREIGHT.**

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



## No Danger From The Pure Food Laws

if you handle Heinz products. There are no drugs, artificial preservatives or coloring matter of any kind in any of them. That's why

# HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

are preferred by consumers and those dealers who know what is right and buy it. They meet the requirements of all Pure Food Laws and are guaranteed to suit.

You are always authorized to refund the purchase price if they fail to please your customer.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

## Agencies Wanted

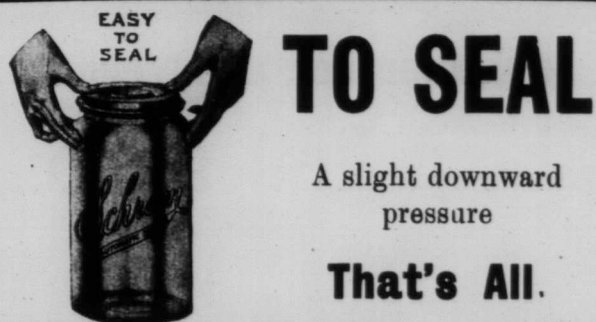
for the following lines

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

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

Apply in first instance to

Box 7, Canadian Grocer, Winnipeg, Man.



## TO SEAL

A slight downward pressure

That's All.

## SCHRAM AUTOMATIC SEALER

The Perfect Fruit Jar.

## TO OPEN

Insert blade of knife under cap, raise up

That's All.

WRITE FOR PRICES

## SCHRAM AUTOMATIC SEALER CO.

OF CANADA, LIMITED

WATERLOO, - - - - - ONT.



In Everything we Manufacture  
OUR AIM IS QUALITY.

That is why we make

## "Young-Tom"

### Washing Powder

which is "for PURIFYING and  
CLEANSING UNEXCELLED."

We make the Best High-Grade  
Toilet and Tar Soaps.

Our aim is to place the product  
of our factory in every Canadian  
home.

The  
YOUNG-THOMAS SOAP CO.,  
Limited

REGINA, CANADA

We are offering  
Splendid Value in

## ROLL BACON

A rapid seller at present time on account  
of special low price.

MILD CURED  
NEATLY ROLLED  
NICELY SMOKED

Trial order will convince superiority.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

# BUTTER

If you are a buyer of Butter,  
either Creamery or Dairy, we  
can supply your wants. Let  
us hear from you.

If you are a seller and wish to  
dispose of your surplus stock,  
we can handle all you wish to  
send us. Let us hear from  
you.

**F. W. Fearman Co.**

Limited

**Hamilton, Ont.**

## Have You Ever Tried

the effect of a really high-grade ar-  
ticle, as a stimulator for your provi-  
sion business? Just try



## HAM AND BACON

and then watch your sales increase.  
Corona Brand leads, because it is the  
purest, tenderest, best flavored ham  
and bacon on any market.

Write for Prices

**THE MONTREAL PACKING CO.**

Limited  
MONTREAL, : P. Q.

WE HAVE NO RETAIL STORES.

## A Leader For Good Profit Short Roll Bacon

Mild cured, made from carefully fed  
young hogs. The cheapest meat on  
the market to-day. This is a delicious  
dish with new laid eggs which are  
now reasonable in price. Big sales  
are yours if you push

## SHORT ROLL BACON

WRITE FOR PRICES.

**The WM. RYAN CO.**

LIMITED

70-72 Front Street East

**TORONTO, - ONT.**

# Dairy Produce and Provisions

Stocks of Cheese Are Low and Receipts Small—New Make Butter of Good Quality is on the Market—The Hog Markets Advanced.

## CHEESE AND BUTTER BULLETIN

Montreal, April 1, 1908.

That stocks of cheese held in Montreal do not total more than 25,000 boxes is the general opinion of the trade. And it is not a few large houses that hold the supply. These 25,000 boxes are scattered pretty well among the produce dealers, few houses having a respectable quantity. Some of the larger firms have been out of the market entirely for some weeks, admitting that they were cleaned out completely.

For the past month or so quotations have not fluctuated a great deal. If anything, the prices are a shade lower this week. Holders of good colored are securing a figure in the neighborhood of 13c to 13½c, while white is being placed at 12½c to 13c. It is doubtful if any firm having a supply of white on hand, however, would refuse 12½c.

Reports from the other side are to the effect that Canadian cheese is being sidetracked to a great extent by the New Zealand article. A considerable quantity of this has been arriving in England of late, and as the price has been lower than that asked for Canadian by 25c to 50c cwt., it is not surprising that many Old Country firms should find Canadian cheese rather a drag when it came to making sales. Canadian quality will be recognized in the end, however, and within the next couple of months, after the new make begins to be a strong factor in the market, our cheese will be sold just as freely as in the past in the markets of England.

Local dealers report a very fair trade. Shipments to points around Montreal, and to the west, such as they are, the latter would indicate that retailers are buying but for their immediate requirements. It is not likely that they will be interested in even fairly large purchases, as many desire to have on hand as little as possible of last season's cheese when the new make arrives on the market.

Receipts of cheese last week amounted to nil boxes, against 80 boxes previous week, and 106 boxes same week a year ago. Total receipts for the season amount to 2,053,992 boxes, against 2,349,939 boxes same period one year ago.

Greater interest is being taken in butter now that the new make has started to arrive. Truly enough, receipts so far have been very small. They have not been large enough to be a factor of importance in the market by any means. Yet the mere fact that new butter is obtainable once and in a while is in itself good news. New creamery in quantity is being looked forward to by everyone. The quality of arrivals so far has not been all that could be desired, but this will improve later on, and by 15th of this month it ought to be

around the old standard for which Canada, the Eastern Townships particularly is famous. Packages are coming forward by both express and freight.

For the new stuff which has already been placed, dealers have obtained 29½c to 30c. Some feel that the former price is a little low, but it would be difficult to get more than 30c, which is also lower than the figure given by one or two houses. A prominent butter man, speaking of arrivals of new butter, said that he found receipts fully 50 per cent. less than they were at this time last year. He admitted the earliness of the season, but thought that new creamery should be coming forward a little more freely.

Held stocks are not large. The temporary high prices which ruled a few

weeks ago, served to keep holdings from dwindling down too quickly. October creamery fetches 28c to 29c, the latter price for extra fine quality.

Some merchants are a bit chary of taking hold of held stock which has been stored ever since last fall. They are afraid to pay the price asked for fear they might be paying high figures for stock not quite up to the mark. Those who are waiting for new butter are therefore buying from hand to mouth.

Finest dairy rolls are selling from 26c to 27c, while poorer grades of dairy bring 23c to 24c.

Receipts of butter last week amounted to 167 packages, against 1,136 packages same week a year ago. Receipts of a week previous amounted to 240 packages. Total receipts to date amount to 416,260 packages, against 612,439 packages same period a year ago.

## THE PROVISION SITUATION

Toronto, April 2, 1908.

In the face of unfavorable conditions abroad the Canadian packing industry shows a somewhat firmer position this week.

The English market just at present is in rather an excited condition and is rather irregular, though it shows an advance of about three shillings on the previous week's basis.

This would seem to mean somewhat more encouragement to Canadian products, but when it is known that those indefatigable workers, the Danes, made the enormous deliveries of 52,000 last week, it will be seen that the market was exceedingly well supplied. The Danish shippers have been making records this year and when they made "killings" of 48,000 a few weeks ago, it was thought the possible aggregate had been about reached. No one seems to be aware of the possibilities of this country, however, for again last week they turned out the record shipments noted above.

American markets have advanced materially and as a consequence their shipments dropped off somewhat, the aggregate being about 13,000.

Canadian packers this week are quoting \$5.40 f.o.b. The advance is more a result of short local deliveries than of any outside demand. The bad condition of the country roads having seriously affected the quantity of receipts.

The summary of the American provision markets last week is given in Cincinnati Prices Current as follows:—

"There is shown considerable lessening in the marketing of hogs the past week, and the supply has fallen short of corresponding period last year. Total

western slaughtering, 490,000 hogs, compared with 615,000 the preceding week, and 635,000 two weeks ago. For corresponding time last year the number was 550,000, and two years ago 490,000. From March 1 the total is 2,030,000, against 1,740,000 year ago—an increase of 290,000. Prices have developed an upward movement, top figures on yesterday reaching \$5.30 per 100 pounds at Chicago, compared with \$5 a week ago; here at Cincinnati \$5.45 was reached on yesterday, against \$5.05 a week ago. The general average for prominent markets at the close is \$5.15 per 100 pounds, compared with \$4.70 a week ago; \$1.55 two weeks ago; \$6.20 a year ago; \$6.35 two years ago, \$5.25 three years ago; \$5.30 four years ago. The quality runs from fair to good, and in most instances is being well maintained.

"The speculative provision market was fairly active the past week. Early in the week a firm tone prevailed and the strength in the corn markets, with lighter receipts of hogs, and well-maintained prices induced buying. On Monday there was a decline in corn prices and provision quotations were lower. Since then more strength has been shown, and while trade was quiet, some recovery was made in values, although closing quotations for leading articles at Chicago are slightly lower than at the close of the preceding week. Export demand was fair and foreign markets held steady. Domestic markets were quiet and unchanged. The liberal stocks of speculative articles on hand had a tendency to check advances in prices. The export clearances of product were fair, but show a decrease as compared with the preceding week, while an increase is shown over the movement in the corresponding week last year."

**Dairy Butter, Eggs**

ALWAYS A BUYER AND SELLER  
WHOLESALE  
**GEO. W. PROUT, Winnipeg**

I GET HIGHEST PRICES

for  
**BUTTER; EGGS**

SELLING DIRECT TO  
CONSUMER  
Will handle your produce on commission  
— prompt returns  
Correspondence Solicited

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332 Ellice Ave., WINNIPEG, Man.

**FEATHERS** of all kinds and  
of the best quality can be had  
at reasonable prices of

**P. POULIN & CO.**  
MONTREAL  
Ask for quotations.

**SALT**

Car lots of Fine, Medium or Coarse,  
in Barrels, Sacks or Bulk.  
**TORONTO SALT WORKS**  
126 Adelaide Street E., Toronto

**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**

**BROOMS**  
**BRUSHES**  
**BASKETS**  
**BUTTER TUBS**

**WALTER WOODS & CO.**  
Hamilton and Winnipeg

**PROVISION MARKETS**

**MONTREAL.**

**PROVISIONS**—The provision market continues steady and local packers report good business doing for the Eastern trade. Owing to the summer rates of some houses going into effect business is brisker. Lard is firmer and likely to advance. Smoked meats also are very firm and scarce. One firm reports ham up 1c lb. this week.

Lard, pure tierces	0 12	0 12 1/2
" " 56-lb. tubs	0 1 1/2	0 1 1/2
" " 30-lb. pails, wood	0 12	0 12 1/2
" " cases, 10-lb. tins, 50 lbs. in case	0 12	0 13
" " 5-lb.	0 13	0 12 1/2
" " 3-lb.	0 12	0 12 1/2
Lard, compound, tierces, per lb.	0 68	0 09 1/2
" " tubs	0 08 1/2	0 09 1/2
" " 30-lb. pails, wood	0 09	0 09 1/2
" " 30-lb. pails, tin	0 09	0 09
" " cases, 10-lb. tins, 50 lbs. in case	0 08 1/2	0 10
" " 5-lb.	0 08 1/2	0 09 1/2
" " 3-lb.	0 08 1/2	0 09 1/2
Wood, net; tin packages, gross weight—		
Canadian short out mess pork	21 00	22 50
Canadian short out clear	20 50	22 00
American fat back	0 13	0 15
Breakfast bacon, per lb.	0 12 1/2	0 14 1/2
Hams	0 12 1/2	0 14 1/2
Extra plate beef, per bbl.	13 00	14 50

**BUTTER**—Prices on fall-made creamery have declined during the week, some holders being anxious to sell their stocks but the situation is firming up, as stocks of fall-made are dwindling and receipts of fresh are light, in fact, only about 33-3 to 50 per cent. as heavy as the corresponding period last year. Receipts of dairy rolls are light, owing to bad roads in the country, and prices are firm at 24 1/2c to 25c.

Creamery, fall make, boxes	0 28	0 29
Fresh Creamery	0 31	0 32
Dairy, tubs	0 23	0 24
Fresh large rolls	0 24 1/2	0 27

**EGGS**—Receipts of new laid eggs continue large, and some dealers are cutting prices to get rid of surplus stocks. Demand is strong owing to the Lenten season. Prices will likely be well maintained from now until after Easter. New laids are quoted at 17c to 18c per dozen, and pickled at 14c to 15c. Receipts of eggs last week amounted to 454 cases, as against 1,049 cases same week last year. Total receipts to date amount to 190,926 cases, against 240,774 cases same period a year ago.

New laid	0 17	0 18
Pickled	0 14	0 15

**CHEESE**—There is a good local demand and prices are steady. Export trade is quiet, there being small demand at present. Some of the cheese factories in Brockville district have been opened, but there is no new stock on the local market as yet.

Cheese, old	0 15 1/2	0 16
" " new, large	0 14	0 14 1/2
" " twins	0 14 1/2	0 15

**HONEY**—The honey market is unchanged this week. Buckwheat is still in good demand, but is very scarce. White clover and strained honey are the same as last reported.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08 1/2	0 09
Clover, strained, bulk	0 10	0 11 1/2

**TORONTO.**

**PROVISIONS**—The market remains firm. Satisfactory orders are being received. No material change is noticeable in provisions. Lard remains steady. A good demand for Canadian lard prevails in spite of the cheaper American

lines that have been arriving lately. Fresh meats are moving fairly freely.

Long clear bacon, per lb.	0 09 1/2	0 10
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Salt bacon, per lb.	0 19	0 20 1/2
Small hams, per lb.	0 15	0 14 1/2
Medium hams, per lb.	0 13	0 14
Large hams per lb.	0 12 1/2	0 13
Shoulder hams, per lb.	0 09 1/2	0 10
Backs, plain, per lb.	0 16	0 16 1/2
" " pea meal	0 16 1/2	0 17
Heavy mess pork, per bbl.	18 50	19 00
Short out, per bbl.	21 00	21 50
Lard, tierces, per lb.	0 11 1/2	0 12
" " tubs	0 11 1/2	0 12
" " compounds, per lb.	0 11 1/2	0 12
Plate beef, per 90-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	6 00
" " front quarters	4 00	5 00
" " choice carcasses	7 50	8 00
" " common	4 50	5 50
Mutton	0 07	0 08 1/2
Lamb	0 08	0 09 1/2
Hogs, street lots	7 50	8 50
Veal	0 08	0 09

**BUTTER**—An easier feeling prevails in the market. Demand is rather slow owing to the high prices. Creamery prints have declined 1c. Dairy butter is still scarce.

Creamery prints	0 30	0 32
Creamery solids	0 01	0 31
Farmers' separator butter	0 28	0 31
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" " tubs choice	0 22	0 24
" " tubs, ordinary	0 20	0 22
Baker's butter	0 21	0 22

**EGGS**—Since last week the market has been fluctuating for new laid eggs. Prices were easy, but have stiffened up this week and remain firm at last week's quotations. Receipts have not been so heavy lately. Lined eggs are off the market.

Eggs, new laid	0 17	0 18
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**CHEESE**—A fairly steady consumptive demand keeps the market in a healthy condition. Prices rule firm.

Cheese, large, prime old	0 14	0 14 1/2
" " " new	0 13	0 13 1/2
" " twins	0 14	0 14 1/2

**HONEY**—Business continues rather dull. Prices are the same.

Honey, strained, 50 lb tins	0 19	0 19
" " 10 lb tins	0 12 1/2	0 13 1/2
" " 5 lb tins	0 13	0 13
" " in the comb, per dos.	2 00	2 25
Buckwheat honey, per lb.	0 08	0 10
" " in comb, per dos	1 25	1 50

**POULTRY**—Consumptive demand is very slow. Very little fresh stuff is arriving. Prices are steady and unchanged.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

**HINTS TO BUYERS.**

Reading notices under this heading will be accepted at 10 cents per agate line.

There are many lines of goods that can be put in wooden pails to advantage, and manufacturers and packers will find it advisable to give this matter their attention as it is a well-known fact that the sweet, clean wood is the most sanitary and the most suitable for putting up anything in the line of foods and besides, the package is not cumbersome and is much preferred by the retail dealer. Pails also have an additional advantage over most other packages in the fact that their commercial value does not end as merely a package, as there are so many uses they can be put to after the contents have been removed.

Those interested in this line of goods can get full particulars by sending a card to the United Factories, Ltd., 80 York street, Toronto.

Canadian Grocer

arriving lately  
fairly freely.

.....	0 89	0 10
.....	0 14	0 15
.....	0 10	0 10
.....	0 14	0 14
.....	0 13	0 14
.....	0 12	0 13
.....	0 09	0 10
.....	0 18	0 18
.....	0 16	0 16
.....	18 50	19 00
.....	21 00	21 50
.....	0 11	0 11
.....	0 11	0 12
.....	12 50	13 00
.....	6 00	8 00
.....	4 00	5 00
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## The Customer With a Preference

is the grocer's preferred customer.  
This is simple and self-evident.

It is easier to supply one who says  
"Have you CLARK'S MEATS?"  
than one who says "What meats have  
you?" and "What's the difference  
between them?"

Customers naturally ask for CLARK'S  
MEATS as they are better known from  
coast to coast than any other.

Is your line of CLARK'S MEATS  
complete? Don't run short.

**WM. CLARK**  
Manufacturer  
MONTREAL

Prices will be cheerfully quoted

# O'MARA'S BACON

Write now for an


# Easter Price List


whether you are buying or not


WRITE NOW

**JOSEPH O'MARA**

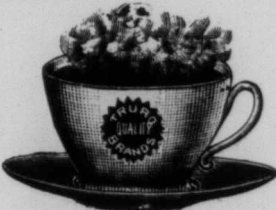
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REINDEER condensed COFFEE



Hot Water  
Only


Required  
for

A CUP OF COFFEE

A SPLENDID SELLER

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

By



Royal Warrant

To

H. M. King

Edward VII

There is only one

# BOVRIL

Bring forward your Bovril show-cards and hangers  
into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
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A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	308 Ross Avenue	WINNIPEG
A. C. URQUHART & CO.	336 Hastings Street West	VANCOUVER

and from all wholesale houses  
throughout Canada

**WANT CANADIAN CIDER,**

**Firms in Great Britain Seek Supplies from Manufacturers Here.**

The names of the firms given herewith are sent in by the Ontario Department of Agriculture with a note to the effect that these British firms are enquiring regarding Canadian cider. This appears to be an opportunity for Canadian cider manufacturers to get in touch with some export business. The firms and addresses are as follows:

Scorza & Oliveiri, 80-81 New St. Birmingham, Eng.

H. Weston, Much Marele, Dymock, Glos., Eng.

John Kimberley, Tipton, Birmingham, Eng.

Henry Kenway, Ltd., 97-100 Moore St., Birmingham, Eng.

Hardeman Sons & Thompson, Ltd., Tenbury, Worcestershire.

The Armagh Cider Co., Portadown, Ireland.

Friends of J. Walter Snowden will be pleased to learn that he is again back at his desk in his Montreal office after three weeks' illness.



**TRADE WINNERS.**

**Pop Corn Poppers, Peanut Roasters and Combination Machines.**

MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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

**BUTTERFLY BRAND**

# FUSSELL'S

**PURE**

## Cream and Milks

THE FAVOURITES ALL OVER THE WORLD.

**TEN GOLD MEDALS.**

**Keep your Labels to get a Gold Watch Free**

FUSSELL & CO., LTD., LONDON & NORWAY.

**ALWAYS INSIST ON FUSSELL'S.**

Prices and Particulars of the Agents	John W. Bickle & Greening, - Hamilton, Ont.
	Carman Escott & Co., - Winnipeg, Man.
	J. S. Creed, - Halifax, N.S.
	C. Fairall Fisher - Montreal
	Sol. Oppenheimer - Vancouver, B.C.

**MOTT'S DIAMOND CHOCOLATE**

CANADA: No better Country

MOTT'S: No better Chocolate

The superior quality of our

## Diamond and Elite

brands of

# Chocolate

has never changed and during the extreme advance of raw material their high standard of excellence was maintained.

It is this uniform quality that has made these brands the most regularly profitable ones for the grocer to handle—

All jobbers sell them.

## John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor Montreal	R. S. McIndoe Toronto	Jos. E. Huxley Winnipeg	Arthur Nelson Vancouver
Arthur M. Loucks Ottawa	R. G. Bedlington Calgary		

*You can make more money by handling*

# B U D A

“The Flour of Quality”

*because it is really the best value in high-grade blended flour ever offered to the trade.*

Write me to-day for prices. I may be able to offer you the sole control of Buda in your locality.

---

## J. B. HARTY

PICTOU, N.S.

# THE FLOUR AND CEREAL MARKETS

Quebec Markets Remain Firm and Fairly Active—Ontario Reports Considerable Dullness in All Lines.

Conditions are not materially changed in the Canadian flour and cereal markets since last report.

Reports from Montreal show a continuance of good demand and firm feeling, with unchanged prices in flour, cereals and feed.

Ontario markets are in less satisfactory condition. Both millers and cereal manufacturers report exceedingly dull business. There is very little demand and supplies also are light, in some cases, as a consequence of bad country roads. An easier feeling pervades the markets generally, and while prices continue on the same basis, a slump in flour is expected within a couple of days.

## MONTREAL.

**FLOUR**—The flour market is unchanged this week. There is still noticeable a firm tone, and a good local demand for all lines is reported. Prices are the same as at last report.

Winter wheat patents.....	5 50
Straight rollers.....	4 75 4 82
Extra.....	4 60 4 10
Royal Household.....	6 10
Glenora.....	5 60
Manitoba spring wheat patents.....	6 10
strong bakers.....	5 50
Five Roses.....	6 10
Harvest Queen.....	5 59

**ROLLED OATS**—There has been no change in rolled oats this week. Demand is good and the market remains firm. Prices have not changed since last week.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated.....	3 20
Golddust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	3 12 1/2
" 80-lb. bags.....	2 75 2 80
" bbls.....	6 10 6 35

**FEED**—There continues to be a firm tone in the feed market, with demand fair. Prices are the same as last week.

Ontario bran.....	23 00 24 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	24 00 27 00
bran.....	23 00 21 00
Moullie, milled.....	26 00 31 00
straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

## TORONTO.

**FLOUR**—Business is very dull this week and the markets are considerably easier in tone. While prices remain even with last week's quotations at time of writing, a slump is expected within a couple of days.

<b>Manitoba Wheat.</b>	
60 per cent. patents.....	5 50
".....	6 8 1/2
Strong bakers.....	5 30

<b>Winter Wheat.</b>	
Straight roller.....	4 90 5 10
Patents.....	5 20 5 4 1/2
Blended.....	5 25 5 30

**CEREALS**—Dealers report business as exceedingly slow this week. Demand is poor and supplies also are scarce in consequence of the bad conditions of the country roads. These conditions seem likely to continue for some weeks. Prices remain as quoted.

Rolled wheat in barrels, 100 lbs.....	2 85 3 10
Rolled oats, in wood, per bbl.....	6 55
" in bags, per bag 90 lbs.....	3 00 3 25
Oatmeal, standard and granulated, per bbl.....	6 40
" in bags, 98 lbs.....	2 90 3 25

## WANT COMMERCIAL TAX EASED.

### Montreal Board of Trade Petition Government for Reduction.

On Saturday last, March 28, a delegation from the Montreal Board of Trade waited upon Premier Gouin, in Montreal, asking that something be done to relieve the commercial corporations and insurance companies doing business in the Province of Quebec from the heavy taxation which has been imposed upon them for the past few years by the Provincial Government. The petition follows:

"The memorial of the council to the Montreal Board of Trade humbly sheweth:

"That this board has ever regarded with disfavor the taxation of commercial corporations for the reason that the board believes that such burdens have a detrimental effect upon the business of the province;

"That this board protested most earnestly by deputation against the increase of such taxation proposed by your Government in March, 1906, which increase was with some modification thereafter adopted;

"That the reason given by the Provincial Cabinet for such increase in the taxation of commercial corporations was the urgent need of the province for additional revenue, and that because the success of the efforts of the Quebec Government to secure for this province an increase of the amount of the Dominion subsidy was not then assured and therefore that such increased taxation must be imposed to provide the required additional revenue;

"That the province having succeeded in securing from the Dominion Government a large increase in the subsidy, amounting to \$600,000 per annum, your memorialists respectfully submit that the said tax on commercial corporations should be abolished or greatly reduced.

"Signed on behalf of the council of the Montreal Board of Trade,

T. J. DRUMMOND,  
President.

GEO. HADRILL,  
Secretary."

Premier Gouin assured the delegation that something would be done in the matter. He would not promise the question being considered during the present session, but they could count upon the matter being taken up and seriously considered. He reminded them that commercial corporations were not required to pay as much in Quebec as in the Province of Ontario. Nevertheless, any undue burden would not be saddled upon Quebec companies if the Government could help it. He anticipated the adoption of a policy anent taxation which would meet with the approval of the delegation.

C. H. Colson, of C. E. Colson & Son, Montreal, has returned from a trip to Toronto, Hamilton, London and other points west.

## Quick Returns

on the capital investment, is what makes a successful grocer. Consequently it is up to you to buy only those goods which you can turn over at a good profit quickly.

### Mooney's Perfection Cream Sodas

have that dainty and lasting crispness which delights the housewife. Some soda biscuits get soggy. Mooney's never do. Stock Mooney's Perfection Cream Sodas and you are sure of a quick turnover.



### The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



### COX'S INSTANT POWDERED GELATINE

A PURE POWDERED GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff

Canadian Agents:  
C.E. Colson & Son, Montreal  
D. Messon & Co., "  
A.P. Tippet & Co., "

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

**A VISION OF INTEGRITY.**

**The Value of Uprightness of Character in the Modern Business World.**

By Robt. P. Kreidler.

What seest thou? And I said, a plumb-line.—Amos, vii., 8.

In the prime of his life there was granted the prophet Amos a vision of a symbolic picture. He saw a master builder testing a wall. The wall and the builder did not attract his attention so much as the implement with which the wall was being tested. Used to determine whether the wall was true or not, it suggested a process by which the characters and lives of men were to be tested.

There is hardly a part of life without its visions, but the vision that counts is that which gives us enough of truth and righteousness to inspire our lives. There is nothing which stimulates to nobler action more than a vision of integrity. Affection, genius, intellect inspire men, for they give visions of life. But they count for nothing without integrity at the bottom. It is at the basis of life, individually and collectively. Uprightness of character will outweigh ability and a clean life over-balance brains.

There never was a time when there was greater need than at present to bring down close to the life of the average man the vision of integrity in action. The distressing discoveries that have revealed the lack of it in all walks of life have simply shown that too many of us are concerned with the husk, not the kernel. Character itself may well be regarded as a wall, for there is a kind of masonry which we must test by the plumb of integrity. Analyze character, and we find it is the one great, silent force which moves through the avenues of thought, feeling and action, until it shows others just what may be expected of us. Only one force reigns supreme in that character, and keen observers can tell at a glance what that force is. To use our analogy, there is but one style of architecture influencing our character wall; the sensual man is building on bestial lines; the miser on those of money getting; the philosopher, of wisdom; the broad-minded, spiritual man on those of integrity and uprightness. And so it goes.

There is another point in the analogy. There is a vast amount of different materials being incorporated into our buildings. Earth, lime, stone, brick, wood and iron. But each must be tested by some standard of correctness before it is permitted a place. So in life. Our character wall must not have embodied in it anything but what will stand the highest test. In our use of the mental, moral, muscular, political and religious material heaped about us we must apply the test that will best help to produce a noble result.

As we build courage comes from the prosaic fact that we can do only a little day by day. Stone upon stone, tier upon tier, is the old, old law. The form, style and expression of life being slowly turned into character, we test each day's work as we look toward a finished result. It is antiquated, but still true, that we do not become a devil or a saint in a day. We, as we grow into

something different from all others, must constantly measure ourselves by the standards our visions have granted us. It is a miserably sad thing to have the one opportunity of life come to us, an opportunity wherein we might show our integrity and our loyalty, and to awaken to the fact that slowly acts have become habits, habits character,

and we are unable to live up to the opportunity. It is a serious thing if we personally fail, but a still more serious thing if we kill consciously the visions of integrity in others. In that sense we become "homocides," for the ancient Greeks believed the word "homo" stood for the creature capable of aspiration and imagination.

CALEDONIA MILLS

**POT AND PEARL BARLEY FEED**

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

**EPPS'S GRATEFUL COMFORTING**

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**THE MOST NUTRITIOUS COCOA**

**Keep Posted on Sugar**

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

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First and sole maker in Canada of all kinds of

**MACARONI, VERMICELLI AND PASTES**

92 Beaudry Street MONTREAL

**OPEN TO BUY**

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

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

Write me.

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**SUCHARD'S COCOA**

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

FRANK L. BENEDICT & CO., Montreal Agents.

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Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

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High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

**THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL**



*Kellogg's*  
(SANITAS)

TOASTED CORN FLAKES

THIS IS THE GENUINE



The one that sells  
and don't stay  
on your shelves.

STOCK IT NOW.

If you are in  
ONTARIO, QUEBEC or the  
MARITIME PROVINCES  
Ask your jobber for the latest prices.

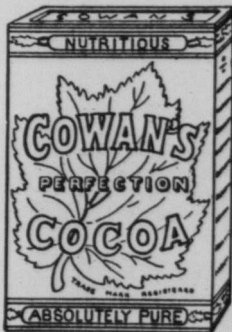
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**COWAN'S**  
**COCOA and**  
**CHOCOLATE**

is simply Perfection.  
It is absolutely pure,  
and positively delici-  
ous in flavor. No  
healthier beverage on  
earth than Cowan's  
Perfection Cocoa.



**The Cowan Co., Ltd.**

**MEURISSE**  
**Orange Chocolate Cream Bars**

Possess that piquant delicacy of flavor  
which ensures a steady sale of the line.  
Once one tastes this specialty the craving  
for more is awakened. Therefore it pays  
to handle these goods. Order from

**Chocolats Meurisse**

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

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

**MACE'S**

**Original Ice Cream Powder**

This is a line which will bring you good profit.  
Quick seller. In steady demand. Makes a Per-  
fect Ice Cream by simply adding boiling milk.  
**The Original Ice Cream Powder.** After  
first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

**A. H. MACE & CO.**

746 Notre Dame St., West, - MONTREAL



**Bakers and Confectioners**

Our new department is well stocked, Shelled  
Nuts, Egg Savers, Icing and Marshmallow  
Powders, French Fruits, Oils and Flavor-  
ings, Dry and Liquid Colorings, Dragees,  
Currants, Raisins, Dates, Almond Pastes,  
Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything  
you need.

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

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**It pays to have proper connections in**

**The West**

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

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

**Charges Reasonable**

**Satisfaction Guaranteed**

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

Storage, Warehousing and Distribut-  
ing Agents

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**WINNIPEG, MAN.**

# Hints for Grocery Salesmen

The Value of Ambition as an Aid to Progress and Success—One Traveler's Novel "Remembering" Scheme—Travelers' Convention in Calgary.

## THE VALUE OF AMBITION.

The salesman who realizes the value of ambition, and at the same time tempers his knowledge with common sense, is on the highroad to success. No man, without ambition, ever bettered himself of his own good work, but ambition must be rightly applied, its controlling forces kept within certain bounds, or else the results will be disastrous. "Keep your eyes on the stars, but do not forget you are walking on the earth," was a maxim once set forth by President Roosevelt to his people, and in it he conveyed an apt warning to those whose minds, solely centred upon a certain object, gave no heed to the danger of tripping by the way.

The ambition which makes a salesman discontented with his lot; which makes him eager to step into the shoes of the man above him before he has earned the right by hard work and diligent study; which makes him, to the point of childish petulance, eager to become master of men before he is master of himself, is the ambition which carries nothing but disaster in its train. There is no royal road to success, and the man who is so anxious to manage a store, or to possess one himself, that he cannot stop to throw his heart into the work of his employer fails at the very beginning.

## Duty Must Not Be Forgotten.

"I ought to be managing this department, instead of so-and-so, I am sure I am a better man than he," says the young salesman, and then he glares at the unfortunate customer, who, coming for a certain article, reminds him that for the time being, at any rate, he is not the manager. The purchaser is probably served in a surly manner, no attempt is made to show the best lines in the store, no attempt made to make a sale outside the article asked for, and the merchant is not only at a pecuniary loss, but in all probability a customer has been driven away from the store forever.

This ambitious young man, too, has no patience to pay attention to the humdrum work he may have in hand. How could he be expected to keep a bright polish on the stoves, or have the shelves in nice array, when he ought to be ordering stock and bossing the other employes! And then one day he is curtly told that his services are no longer needed, and he goes away reviling at the base ingratitude of the world in general and of employers in particular, only to repeat the same process again and again until his time is gone by, for nature is not lavish with her opportunities.

## Shortsightedness of Clerks.

He never realizes that it is his own fault, that he has been left behind. He reads in this paper and in that, the value of being ambitious, and he characterizes the advice as folly, because he had been ambitious, and what had been the result. A shortsighted young man

truly, but there are many more like him around us. If he could divest himself of his own self conceit; if he could understand that in looking at the stars so intently he had been tripped many times by the ground, he would see why he had failed. "Had he shown a genuine love for his work, had he done his best for his employer, whether he was in his right place or not, had he done for others what he would expect others to do for him?" Let him ask himself these questions and the conviction must come to him that he had lamentably failed from the first.

## Ambition and Application.

Ambition, rightly applied, however, is the mainspring of success. Ambition should make the young salesman keenly alive to the necessity of keeping the counters as brightly polished as human labor can make them, of having the shelves as tidy as strict attention to their order can keep them. What is worth doing, is worth doing well, and the smallest detail in store routine has its definite aim and object. It is the right ambition which makes a man anxious to do the best he can, whether he feels he is fitted for higher work or not, and to throw himself thoroughly into the task he has in hand, whether it be sweeping the floors or dressing the window. It is the right ambition which makes him give cheerful obedience and loyalty to the man above him, although he may be convinced that the relative positions ought to be reversed. His time will come all the quicker for giving this obedience and loyalty.

## Must Study to Rise.

The rightly ambitious man will make a special study of all the goods he has to sell, of what material they are made and as to how they can best be applied. By this means he can talk intelligently to the customer, probably command a sale, focus the attention of those in authority upon his work, and beyond that give himself extra qualifications for the time when his advance takes place and his ambition is being realized. This is the age of specializing, therefore a complete study should be made of the science of salesmanship. Keep the eyes open. When another salesman advances a new line of argument and it appears a sound one, treasure it up for future use; do not be too superior to learn from others; diligently study all the technical papers that can be secured, and show an employer that his advice is valued, and his success an incentive. Let the salesman remember the scriptural injunction, "do unto others as you would they should do unto you," and in following it out as between employer and employe, a great pitfall will be successfully passed.

## Be Earnest and Enthusiastic.

The sensibly ambitious man is earnest and enthusiastic. Earnest in making the best sales, earnest in making his window display better than the one before,

earnest in his loyalty to those above him, and earnest in his desire to forge ahead. He is enthusiastic over his trade, enthusiastic over the success of his employer, and enthusiastic over the fact that he is part and parcel of a great industry. The man who is ambitious is well on the road to success, but he must trudge on alone, finding out by experience and hard knocks the right turnings to take, and reaching his goal only by laborious effort cheerfully given. The man who expects to travel the same road by means of a stage coach will encounter a breakdown before he has gone half the distance.

## WRITES LETTERS TO HIMSELF.

A certain western town has an hotel clerk who is an observer of human, or, at least, commercial traveler nature. He recently remarked to a reporter that men on the road write letters to themselves before they get to the next hotel, so they will appear important when they register and ask for their mail. The clerks soon get on to them, because they see the handwriting on the register and on the mail. "But," he added, "that isn't always the reason, and I noticed it in a man whom I finally got to know very well. He wasn't the kind of a fellow who cared about appearing 'important,' so I asked him about it. The explanation was simple. His business was such that it involved an infinity of minor details. His memory was good as to these, but it was faulty as to matters not directly pertaining to his department, so when he was in another town and recalled something he had to attend to in the next town, he would write it on a slip of paper and mail it to himself. He didn't put the memorandum in his pocket for fear he would forget about putting it there. He said he had used the plan for a long time, always writing ahead if there was something in another town he wanted to remember, and said it was the best plan he had ever figured out to keep from forgetting things."

## TRAVELERS' CONVENTION AT CALGARY.

Calgary travelers are making extensive preparations for the great gathering of commercial men from all parts of the continent, which will be held in that city in June. If the plans proposed are carried out the visitors to this convention will be given the time of their lives. That the attendance will be large seems assured. Already inquiries are being received from travelers' organizations and assurances are being given that they are planning to attend in large numbers. One such organization from North Dakota proposes to bring two coach loads of travelers and their wives, and a brass band.

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY



WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD

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

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

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

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

# DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

## Twin Block Pure Maple Sugar

The Kind That Satisfies.

## Maple Cream Hearts

The People's Favorite.

## Wild Strawberry and Raspberry Jam

Pure and Delicious.

## Pickles and Ketchup

Of Superior Quality.

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## SUGARS and CANNERS

LIMITED

Montreal, Que.



FISH

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VEGETABLES—Fair business is reported. Potatoes are not materially changed. Canadians are arriving in large quantities, while Delawares are in light supply. Turnips are scarce. Beets are done. Fancy stuff is arriving in larger quantities and meeting with an improved demand. Strawberries and cucumbers are quoted at lower prices. Lettuce has advanced 5c. Spinach and asparagus are new arrivals on the market this week and are selling satisfactorily.

New Brunswick Delawares, per bag	1 00	1 05
Potatoes, Canadian, per bag	1 00	1 05
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 50	1 50
" green, per doz	0 20	
Cabbage, per ton	15 00	
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches	1 00	
Turnips, per bag	0 45	0 50
Parsnips, per bag	0 80	0 90
Parsley, per doz.	0 10	
Celery, Florida, per crate	3 75	4 00
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported	1 10	
Cucumbers, imported, per doz	1 50	
Tomatoes, imported, per crate	4 50	
Strawberries, per box	0 85	
Mushrooms, per lb.	0 85	
Pineapples, per crate	5 00	
Rhubarb, per doz	1 50	
Raspberries, per doz	0 50	
Spinach, per hamper	1 15	
Asparagus, per bunch	0 85	

FISH—Business has been somewhat slower, owing to the milder weather and unfavorable weather conditions. Prices are unchanged. There is some talk of a scarcity of haddock. New lines will be on the market soon.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 08	0 12
Whitefish, winter caught, per lb.	0 08	0 09
Haddock, frozen, per lb.	0 06	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 25
" kippered, per box	1 00	1 25
" Digby, per bundle	0 85	
Herring, medium, per lb.	0 07	0 08
" jumbo, per lb.	0 10	
British Columbia salmon, per lb.	0 12	
Qualla, per lb.	0 09	
Trout, fresh, per lb.	0 08	
Ciscoes, per basket	1 00	
Labrador herring, fresh, per 10	2 40	
Halibut, fresh caught	0 09	
Shredded cod, per lb.	0 08	
Shredded cod, per doz.	0 90	
Halifax fish cakes, case	2 40	
Acadia tablets, per case	4 80	
Live lobsters	0 30	0 35
Bluefish, small white, per lb.	0 07	
Mackerel, medium, each	0 12	
" large	0 25	
Finnan Haddock, per lb.	0 09	
Flounders, per lb.	0 04	
Boaters, Yarmouth, per box	1 10	
Oysters, per gal.	1 85	
" in shell, per 100	1 50	

FRUIT MEN CO-OPERATE.

A number of fruit men doing business in Montreal and the immediate vicinity of the city have banded together for the purpose of mutual profit and protection. They have formed a stock company and being well under way, anticipate supplying themselves this season and hereafter with all early vegetables, such as tomatoes, and early fruits like strawberries, at a minimum cost.

They have secured land near St. Hilaire, which is some twenty-two miles from the city, where they will raise these fruits and vegetables in hot-beds. By this co-operation they will be able to place at the disposal of their customers all early fruits (which usually come from California months before from our own country districts) at a date hitherto considered too early for them. Another feature will be the lower prices which supplies obtainable locally will warrant. The first fruits and vegetables coming from the west at present are sold at figures covering express or freight charges. The outcome of the experiment will be awaited with interest.

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EASTER FRUITS

We are preparing for one of the biggest Easter trades in our history.

This is our first Easter in our New Building thoroughly equipped to handle the business.

Everything **good, fresh and attractive** in **Early Vegetables, Bananas, Oranges, Pine-apples, Celery, Strawberries, Grape Fruit, Tomatoes, Fish for Good Friday.** Will have the best of everything in the line. Your business solicited.

**WHITE & CO., Limited**  
**Toronto and Hamilton**

The Unusuality

of "St. Nicholas" is they're always the same,

"THE CHOICEST OF THE BEST."

**W. B. STRINGER & CO., Sole Agents, TORONTO**

FRESH ARRIVALS . . .

**Extra Fancy**  
**"Golden Orange" Brand**

**Washington Navel Oranges**  
**Fancy Sweet Sonora Oranges**

**EXTRA FANCY**

**California and Messina Lemons**  
**Florida Celery**  
**Early Vegetables and**  
**Ripe Bananas**

**HUGH WALKER & SON**  
**GUELPH, ONT.**

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

## THE MARKETS OF NOVA SCOTIA

A Review of Grocery Prices—Good Business in Export Apples—  
Encouraging Crop Reports—A Slump in Eggs.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., March 31.

The feature of the grocery markets this week is the advance in the price of sugar. The sugar markets are very unsteady and the price continues its upward tendency. This recent advance of 10c per hundred pounds makes a total increase since the first of the year of about 50c. According to the trend of things the jobbers are of the opinion that sugar will keep advancing. Various reasons are assigned for the prevailing high prices, but the dealers here know little or nothing regarding the real cause. Shortage of the crop is taken for granted as the principal reason.

Prices quoted here are: Extra standard, (bbl.), \$5; Austrian granulated, (bags) \$4.90; bright yellow (bbl.), \$4.80; No. 1 yellow, (bbl.), \$4.50.

The canned goods trade is quite brisk. Stocks held appear ample to carry the jobbers through the season.

All the fruit dealers report business exceptionally good. Some of them have all the trade that they can handle just at present. The export of apples from this port continues quite heavy, the Furness liner Rappahannock, which sailed from here during the week, taking 12,000 for the London market. There are still some Bishop Pippins on the market, but the season is now late and these apples are soft. Hard winter fruit finds ready sale, but very little of it reaches this market, the growers or jobbers preferring to send their fruit across the water. Russets command \$4 per barrel here now, and the storekeepers say that this price is too high for fruit on the home market. The best grades of apples now offered for sale are 25 to 50 cents per barrel higher than they were a week ago.

Jamaica oranges are worth from \$5.50 to \$6 per barrel; California navels from \$3.25 to \$3.50; Floridas \$3.50 per box, and Valencias from \$3.50 to \$4.75. Bananas are \$2.50 per bunch. Lemons, 300, come at \$2.75.

Potatoes are selling on Prince Edward Island for 35c, and turnips for 15c. Potatoes here are quoted at 55c per bushel; turnips at \$1.50 per bag; parsnips, \$1.75, and beets \$1.50. Cabbage is becoming very scarce, and is selling at \$1 to \$1.25 per dozen.

Despite the unfavorable weather conditions in the spring and autumn of last

year, the crops of Nova Scotia in 1907 fared better agriculturally than any other province in the Dominion, except Prince Edward Island, according to the report of the Secretary for Agriculture, which Premier Murray laid on the table of the House of Assembly this week.

The supply of fresh laid eggs is very good and the price this week has dropped to 18c.

The Dartmouth grocers are too fast a bunch for the hardwaremen, for in a recent game they defeated James Simmonds & Son's employes 2-1. The line-up was:

Grocers—Goal, Stevens; point, Whelby; cover, Henderson; forwards, Richards, Publiconer, J. Kane, H. Kane. J. Simmonds & Son—Goal, G. Devan; point, P. Ward; cover, C. P. Martin; forwards, R. Walker, C. Proper, R. W. Mosher, L. W. Myatt.

### TRADE NOTES.

T. J. Gilbert, grocer, of Montreal, has made an assignment.

W. Savard, general merchant, of Lorette, Que., has assigned.

C. T. Smith, grocer, of Sarnia, Ont., has made an assignment.

John Carswell, grocer, of Plattsville, Ont., has sold to C. Moyer.

A. Fortier & Co., general merchants, of Beauceville, Que., have assigned.

J. J. Eford, Sapperton, B.C., has purchased the grocery of O. M. Helger-son.

Carrington Bros., of Carman, Man., have opened a grocery and confectionery store.

Jacob Kellerman, general merchant, of Dashwood, Ont., has sold to Tieman & Ediehoffier.

The general store business of E. H. Howey, Vanessa, Ont., has been taken over by J. E. Durham.

Allen Rae, Wroxeter, Ont., has been succeeded in the grocery and crockery business by R. J. Laing & Co.

Announcement is made by the Improved Match Company, Drummondville, Que., that they have doubled the capacity of their plant, and are now capable of turning out one hundred and sixty cases a day.

John McEwan, who has managed the Palace grocery, in Kemptville, for Alex. Henry, since its inception three years ago, has tendered his resignation and will leave about the first of next month for Tompkins, Sask., where he has accepted the position of manager of a large store for a joint stock company. He has also taken an interest in the same. Mr. McEwan's departure from town will be much regretted. He has worked up a most successful business here and has been a good citizen.—Kemptonville Times.

### SHIP TO US

We pay the highest market price for

### DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

**THE W. A. GIBB CO.**

Packers and Exporters

7 and 9 Market Street

HAMILTON

**JOHN E. CASSIDY**

Highest Quality Oysters

WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

### Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100.	\$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
"    "    flats,    "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld.	4.25
Cod Oil, a gallon	.40

Send us your order.

**J. & R. McLEA**

WHOLESALE FISH

23 COMMON ST., - MONTREAL

Highest price paid for

### DRIED APPLES

**O. E. ROBINSON & CO.**

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

The GRAY, YOUNG & SPARLING CO., Limited

**SALT MANUFACTURERS**

Granted the highest awards in competition with other makes,

WINGHAM ESTABLISHED 1871

A GOOD SELLER!

### Pure Grape Fruit Marmalade

in 12 oz. jars. 90 cents per dozen.

**THE DAWSON COMMISSION CO., - TORONTO**

# Skinless Codfish

NEW STOCK IN 100 LB. CASES

Boneless Cod in 1 and 2 lb. bricks, Boneless Fish in 2 lb. bricks,  
New Finnan Haddies, New Yarmouth Bloaters,  
New Kippered Herrings.

ALL OTHER KINDS IN SEASON

FRESH FISH A SPECIALTY

Prompt Shipment.  
Mail Orders a Specialty.

Fair Treatment.  
Get Our Prices.

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.  
FIVE  
LONG  
DISTANCE  
TELEPHONES

## LEONARD BROS.

20, 22, 24 and 26 Youville Square,  
Near Customs House

MONTREAL

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



### "Brunswick Brand"

We have now new Pack of  
**Clams and Scallops**

and will be pleased to receive orders for any of the following goods :

**Herring Tomato Sauce  
Kippered Herring  
Finnan Haddies and  
Sardines**



## Connors Bros., Limited

Black's Harbor, N.B.

## Butter Fruit

The best is always satisfactory.  
We handle Butter, Cheese, Eggs,  
Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission  
we get best possible price and  
make prompt returns.

Write us to-day.

## NICKERSON & HART, HALIFAX, N. S.

P. O. BOX 352

## The Way to the Retailer.

- ¶ Advertisements should not, any more than individuals, obtrude.
- ¶ Obtrusion is more likely to meet with rebuff than cordial reception.
- ¶ The advertisement in a trade newspaper never obtrudes, because the medium which carries it does not obtrude.
- ¶ Every trade newspaper that leaves the press reaches a buyer or probable buyer.
- ¶ Retail merchants buy trade newspapers for the advertisements they carry as well as for the reading matter which they contain.
- ¶ They look to the advertising columns of the trade newspaper for hints on what to buy, and where to buy, just as much as they look to the reading columns for market information, trade news, and business-getting ideas.
- ¶ What, then, is the conclusion of the whole matter? This and nothing else: Those who wish to maintain their standing in the trade or those who wish to improve their standing in the trade should continuously use the advertising columns of a good trade newspaper.



**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 1c. a word each insertion.

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

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

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

**Yearly Contract Rates.**

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

**BUSINESS CHANCES.**

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

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

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

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

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

**ARTICLES FOR SALE.**

**MAPLE SUGAR**—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

**NATIONAL Cash Register** for sale; six drawer counter, revolving, almost new. Box 188, CANADIAN GROCER, Toronto. (14)

**WANTED.**

**YOUNG man**, capable, experienced general store manager, open for engagement; store management or position in wholesale accepted. Box 186, CANADIAN GROCER, Toronto. (14)

**AGENTS Wanted**—16 x 20 crayon portraits 40 cents, frames 10 cents and up, sheet pictures one cent each. You can make 400% profit or \$36.00 per week. Catalogue and samples free. Frank W. Williams Company, 1208 W. Taylor St., Chicago, Ill. (16)

**AGENCIES WANTED** for the following lines:—Pickles, canned goods, jams, preserves, syrups, biscuits, confectionery, and cured meats. Advertiser, whose headquarters are at Winnipeg, is prepared to take care of the trade from Fort William west. Best lines only entertained. Has travellers calling on city and country trade. Apply in first instance to Box 7, CANADIAN GROCER, Winnipeg.

**AGENCY WANTED** for Great Britain by firm established 20 years. Goods selling amongst grocers preferred. Address, The "Oxvil" Coy., 381 Kingsland Road, London, N.E.

**SITUATIONS WANTED.**

**GROCERY Traveller** open for engagement; Soo Branch, Georgian Bay Points, New Ontario. Box 190 CANADIAN GROCER, Toronto (16)

**BOOKS FOR THE GROCER.**

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

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

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

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

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

**FOR SALE**

**SHOWCASES** and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (15)

**FOR SALE**—Four hundred bushels choice Alaska pea seed, at a very reasonable price. Exeter Canning & Preserving Co., Ltd., Exeter, Ont.

**TWO-HORSE power electric motor** and power sausage meat cutter, with filler, shafting, etc., complete. Cheap price for quick sale. A. J. Groom, Guelph, Ont.

**FOR SALE**—General store business clearing \$6,000 to \$8,000 yearly; business has grown remarkably and can be largely increased; proprietor forced to retire on account of ill-health. Address Box 184, CANADIAN GROCER, Toronto. (13)

**FOR SALE**—National Cash Register, nearly new; 2 six-foot oval front show cases; 1 McLaughlin soda fountain, used one season. Will sell on easy payments. T. J. McCammon, Moose Jaw, Sask. (14)

**FOR SALE**—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

**GENERAL store and stock**, "Leeds County"; grasp the opportunity of entering business for yourself; 35 per cent. profits; choice investment for a clerk; full particulars. Box 185, CANADIAN GROCER, Toronto. (15)

**TRAVELERS WANTED.**

**WANTED**—Wholesale grocery traveller with connection main line Toronto to Cobalt, North Bay to Soo and Fort William. Only experienced men with connection need apply. State terms. Apply Box 189, CANADIAN GROCER, Toronto. (13)

**MISCELLANEOUS.**

**STORAGE** suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (16)

**OUR NEW BRUNSWICK LETTER**

**Province Enjoying Brisk Trade with Markets Advancing.**

St. John, N.B., March 30.

Business has been quite brisk of late. The jobbers are shipping away their seed orders and the demand for general groceries has been very good.

In looking over the past month it is noticeable that there has been no change whatever in the flour market. Wheat has been fluctuating around 95c for May delivery, and there is no immediate prospect of any marked change either up or down. Local jobbers are somewhat surprised that Ontario millers have not advanced the price of their flour as the difference between Manitoba and Ontario patents is really too great, and in view of this fact there may still be higher prices on Ontario flour.

Feed is scarce and higher and owing to the increased demand it is not expected the price will be any lower for some time. Cornmeal and oatmeal are both firmer and the outlook is for a little higher prices.

Pork and beef are unchanged since last report. Lard is also unchanged.

Sugar is still jumping upwards. Another advance of 10c a hundredweight was recorded on Wednesday last. This makes a total advance since the first of the month of 70c a hundred, on Austrian granulated in bags, and 40c a hundred on standard granulated and all grades of yellow. The market is exceptionally strong and other advances are looked for in the near future. The advance is not caused by speculation, but by actual shortage in the world's supply of raw sugar.

Fancy Barbadoes molasses has advanced 3c a gallon in Barbadoes this month in sympathy with the advance in sugar. Shipments of new Barbadoes molasses are arriving almost every week.

Cheese is quoted at 14c for September flats. New cheese is not expected for another month. Butter still keeps high and scarce. Eggs are dropping gradually and are now offered at 18 and 19 cents for fresh stock.

Ben Ferguson, representing Walter Boker & Co., and J. Burns and M. Malzer, cigar salesmen, were in the city last week calling on the trade.

**A "REAL PIOUS" GROCER.**

In the window of a grocery store in Providence, conducted by a real pious colored man, says Printers' Ink is displayed the following unique sign:

Church of God  
• and  
Saints of Christ.  
Cash Grocery.

Because Smokers Can Always Depend on  
**Royal Sport and Hogen Mogen Cigars**

these lines are always in demand. Sales are steady and always on the increase. Consequently these brands constitute for you a **safe proposition**.

WRITE US TO-DAY

**The Sherbrooke Cigar Co., Sherbrooke, Que.**

More Men Smoke

**T. & B.**  
**PIPE TOBACCO**

Than Smoke Any Other Brand

That's because the quality just suits the majority of smokers. T. & B. is cool and fragrant, well flavored, and does not clog up a pipe.

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

**HAMILTON, CANADA**

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

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

No money required. We furnish capital.

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

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

**GROCERY FACTS**

**Something About the Goods Handed Over the Counter Every Day.**

**Japanese Rice.**

The Empire of Japan consists of about 498 islands, containing a total area of 111,134,513 acres, of which 7,238,097 acres are under cultivation for rice. Three varieties of that cereal are grown—ordinary, glutinous and upland. For ordinary rice the average yield per acre is about 35 bushels, for the second-named 29 bushels, and the last-named 18 bushels. Of ordinary rice the total yield averages 208,770,000 bushels, glutinous 19,410,000, upland 3,445,000, or a total of 231,625,000 bushels.

Agriculturally speaking, the entire country is devoted to rice growing. The smallness of the farm holdings is a remarkable feature in connection with the industry in Japan, the average being from  $\frac{1}{4}$ -acre to 1 and 2 acres in extent. The smallness of the fields, combined with their levelness, are what enables the system of irrigation to be so perfectly carried out.

At harvesting the rice is cut with a small hand sickle, and is occasionally allowed to lie on the ground for several days. It is then tied in small bundles and placed over a kind of trellis made of bamboo, with the grain hanging down the reason for that being, should rain fall, the grain does not become so much damaged.

Of the total population of Japan—48,864,000—over 60 per cent. are engaged in agricultural pursuits, of which rice is the chief product. In addition to producing annually about 231,675,000 bus. of rice, Japan has to import, thus, in 1906, 12,200,000 bus. were imported.

**Indigo.**

An important and valuable blue coloring matter, mostly used by dyers and artists, but also sparingly by confectioners, etc., and very largely for making laundry blue. It is obtained from the leaves of several kinds of plants in the East Indies, and is a light friable substance of a deep blue color. Nine-tenths of it comes from India and is very powerful. The kind cultivated in Bengal and known as *indigofera tinctoria* is considered the best, and next to it are the *I. anil* of the West Indies, and the *I. guatemali* of Central America.

The chief indigo plant is nearly like that of tares, and the pods of similar shape. The seed, which much resembles gunpowder in size and shape, is sown in the spring in rows about a foot apart, and if kept free from weeds it grows very rapidly.

In about nine weeks after sowing, and just as it is beginning to flower, the leafy stems, then three to four feet high, are all cut off with a pruning knife to within a couple of inches of the ground, another crop of leaves is ready in about six weeks, and even a third crop will grow in favorable seasons.

The leaves, similar in shape to those of the ash, are gathered into bundles, put at once into wooden vats and covered with water, where in fifteen to twenty hours they begin to ferment, turning the water thick and green and evolving bubbles of carbonic acid gas. The light green liquor is then drawn off

into an empty vat a little lime water is added to it, and well beaten up—this causes the green water to turn blue and settle to the bottom of the vat. The clearer water is next drawn off, and the pasty residuum is formed into small lumps or cakes, dried by the sun, and finally marketed.—Grocery World.

**TRADE NOTES.**

The Oriental Tobacco Co., of Montreal, has received letters of incorporation to carry on the general business of manufacturers and dealers in tobacco. The promoters are, M. Kouri, J. Shamy, G. J. Jarjour, E. Abraham and S. E. Shahan, all of Montreal.

Letters of incorporation have been granted to A. B. Cunningham, Jas. Wis-kin, W. C. Austin, S. T. Medd and A. E. Hicks, all of Peterboro, Ont., to manufacture and deal in cereal products under the corporate name of the "Canada Flakes Company, Limited." The head office will be in Peterboro.

Letters patent have been granted to W. E. Matthews, A. E. Matthews, R. G. Code, E. F. Burritt and C. T. Moffat, all of Ottawa, empowering them to manufacture and deal in food products of every kind. The firm's name will be Matthews, Fortier & Monette, Limited. The head office will be in Montreal.

Robert Kennedy, formerly with Forbes Bros., wholesale grocers, Montreal, has joined the traveling staff of Eby-Blain, Toronto, and will represent them in the territory on the main line of the C.P. R., from Smith's Falls to Kenora, and the Soo branch, replacing A. R. Cade, recently resigned.

The Easter price list of the Laing Packing and Provision Company, Montreal, is just being mailed to the trade. It is a beautiful piece of work, or rather a series of splendid examples of the printer's art, for there are several folders. The prices, too, are most interesting and worthy of the retailer's perusal.

Handle

**OLD CHUM**  
**Cut Plug**  
**Smoking**  
**Tobacco**

It's a Trade Bringer

**CLAY**  
**PIPES**

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

**D. McDOUGALL & CO., Glasgow, Scot.**

Established 1887  
**JOS. COTE, QUEBEC**

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

**JOS. COTE, Importer, QUEBEC**  
N.B. Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

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

**BLACK WATCH**

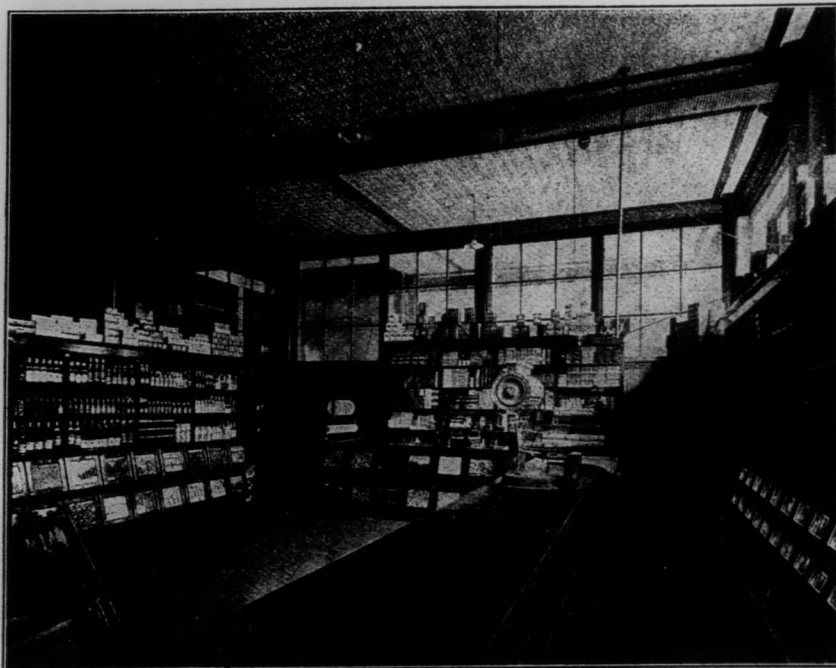
**The Big Black Plug**  
**Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



**IT IS TIME  
TO PREPARE FOR SPRING**



If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

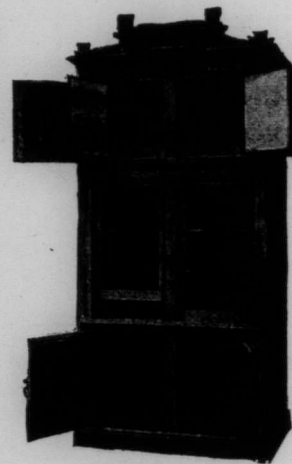
**WALKER BIN FIXTURES**

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co., Limited**  
Designers and Manufacturers of Modern Store Fixtures  
**Berlin, Ontario**

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



Still the Best on the Market

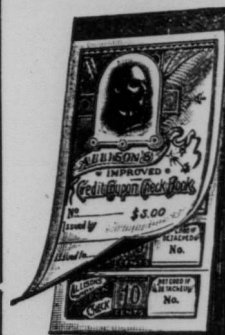
**Arctic Refrigerator**

Serviceable, Dry, Low Temperature and Easy-Price.

**John Hillock & Co., Ltd.**

Toronto

**Ever Lie Awake Nights?**



trying to scheme out some better and easier way of keeping your accounts—some system that would take less time and cut out the mistakes?

You can install the

**Allison Coupon System**

and sleep soundly every night.

**HERE IS HOW THE PLAN WORKS :**

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

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free. For sale by the jobbing trade everywhere.

Manufactured by  
**ALLISON COUPON CO.**

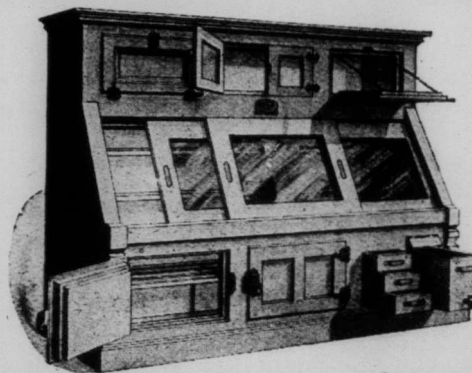
Indianapolis, Indiana.

The **EBY-BLAIN CO., Ltd.**  
Canadian Agents

Mr. Grocer, Be up-to-date and use the

**Aubin's Patent Refrigerator**

Perfect Dry Air Circulation.  
Highest testimonials from leading grocers in Canada.



Made in 10 sizes.  
Silver Medal Quebec Exhibition.  
Diplomas:  
Ottawa, Montreal and Toronto

**C. P. Fabien  
Manufacturer  
Montreal**

Toronto Sample Room: Stewart & Co.  
Representative, 178 Victoria St.

Five hundred neatly printed Business Cards, Bill-  
heads or Dodgers one dollar. Full line of Price Tickets  
and Window Cards. Samples and price list on application

**FRANK H. BARNARD, PRINTER**

246 Spadina Ave. Telephone Main 8357, Toronto

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

**STORE FITTINGS**  
of every description made to your order. Fit-  
tings that will make your store distinctive, at  
prices that will suit you. Write or phone.  
**J. HOWELL JAMES**  
333 Lippincott Street, TORONTO  
PHONE COLLEGE 2880

**DON'T WHINE!**  
**When Collections**  
**are Slow**  
Send them to  
**The Beardwood Agency**  
313 New York Life Bldg.  
MONTREAL  
**AND WE WILL GET THE**  
**MONEY FOR YOU.**

**Queen City Water**  
**White Oil**  
**GIVES PERFECT LIGHT**

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

FOR SALE EVERYWHERE



**Reduce Your Bookkeeping**

Break away from the fetters which have bound you to the "old regime" of bookkeeping.

Don't work overtime to get out the accounts, or search vainly through a pile of books to discover a mistake. Install a modern Crain Loose Leaf System. It will reduce your bookkeeping.

Handy Self Indexed Ledger with all live accounts instead of a bulky bound one half full of dead or closed accounts. The work is simplified. The accounts are always up to date.

Write and tell us what is the nature of your business and we will show you how to improve your office system.

**Crain**  
LOOSE LEAF  
SYSTEMS

**THE ROLLA L. CRAIN CO., Limited, - Ottawa.**  
Branches: TORONTO, MONTREAL, WINNIPEG.

**PAYS FOR ITSELF EVERY 90 DAYS**



**LASTS A LIFE TIME**  
**The Perfection Computing Cheese Cutter**

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

**SIMPLE ACCURATE ATTRACTIVE**

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

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

**THE AMERICAN COMPUTING CO.,** 18 and 20 Mary St.,  
OF CANADA HAMILTON, Ont.

**Do You Know**

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

**COUNTER CHECK BOOKS**  
and make business a pleasure.

**WE MAKE THE MERCHANTS' TAGS**

**The Merchants' Counter Check Book Co., Ltd.**  
TORONTO - MONTREAL  
Canada

## Sanitary Cans

FOR HAND FILLED GOODS

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

## Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND  
GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Rasp-  
berries, Blackberries, Sour Cherries, Blue-  
berries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT  
THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.  
NIAGARA FALLS, - ONTARIO

## PERFECTION

is difficult of attainment in anything.  
In cans we have succeeded in  
coming nearer to the mark than  
others.

**Acme Cans** are of uniform quality,  
sanitary, and of good appearance.  
Each and every can is tested before  
leaving the factory.

The possibility of poor cans being  
turned out is minimized to the  
greatest degree by the use of finest  
raw material and the employment of  
skilled help.

By Filling Your Order  
We Can Prove This.

## ACME CAN WORKS

Montreal

## HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufact-  
urers of embossed Can Labels,  
Cigarette and folding boxes in  
the world.

Write for Samples and Prices.

STECHER LITHO. CO.  
ROCHESTER, N.Y.

## Packers' Cans

the Canadian Standard for 20 years.

## Open-Top Cans

for hand packed goods.

## Lacquer-Lined Cans

for acid fruits and highly colored packs.

## Solder-Hemmed Caps

for saving time and solder in the can-  
ning factory.

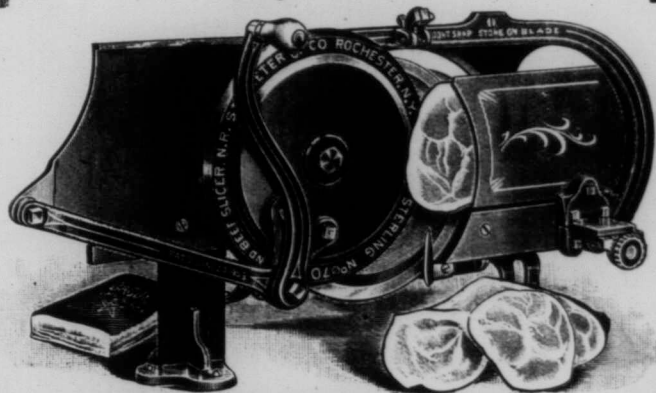
Solder, Flux and Cannery Supplies

THE

Norton Manufacturing Co.

HAMILTON

**The Ends of the Meat will Pay for It**



**THE STERLING SLICER**

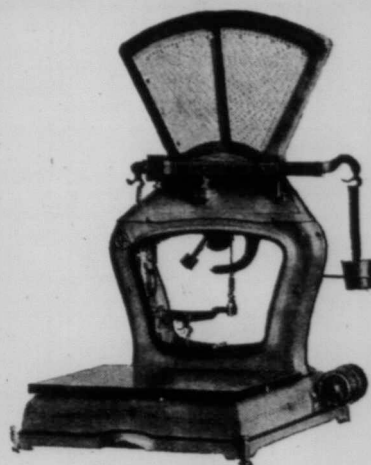
Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions.

It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

**A High Grade Slicer at a Low Price**

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

**HOWARD BROS. Brantford**  
CANADIAN AGENTS



NO. 70 MODEL

BEFORE  
YOU  
BUY  
A  
COMPUTING  
SCALE

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

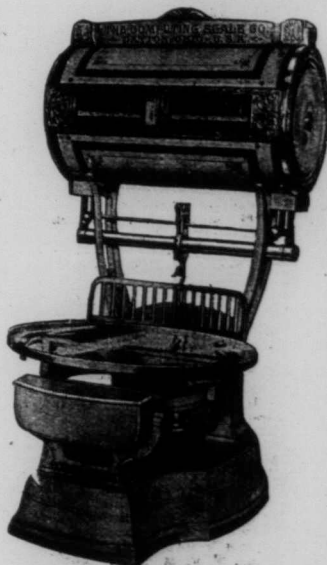
A post card sent us will bring complete information or a call from a representative.

**STIMPSON COMPUTING SCALE CO.**  
DETROIT, MICHIGAN

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

**Boston Special**

*Absolutely Automatic*



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

**Plain Figures Show Value**

No mistakes or errors are possible. Down weight not possible.

**The Dayton**  
Over 210,000 Scales sold. Are you one of the users?

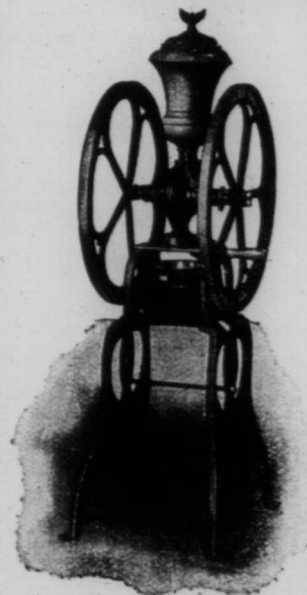
*Pays for itself*

**The Computing Scale Co. of Canada, Limited**  
Toronto, Ont.

**COLES' Coffee Mills**

PULVERIZING AND GRANULATING

**Points of . . Excellence**



Price \$25.00

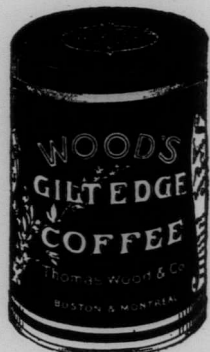
- 1—Ease in running.
- 2—Rapidity in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.  
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

# Go Up Higher



ESTABLISHED 1879

We are not in trade competition to DO the cheapest thing.

An article whose first recommendation is mere cheapness "does" everybody who handles it, and proves the most expensive in the end.

We aid the Grocer to build up trade with good things.

Our products are of a distinctive type, of solid worth and intrinsic value.

## WOOD'S COFFEES

are also cheapest; but that is not their first distinction: They are cheapest because they are BEST.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

### CLASSIFIED LIST OF ADVERTISEMENTS.

**Awnings**  
Thomas Soane, sr., Montreal.

**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
National Drug Co., Montreal  
Royal Baking Powder Co., New York

**Biscuits, Confectionery, Gum, Etc.**  
Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingsley Mfg. Co., Cincinnati.  
Money Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Brooms, Brushes and Woodenware.**  
Nelson, H. W., & Co., Ltd., Toronto.  
Stevens-Hopner Co., Fort Elgin, Ont.  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Bloomfield Packing Co., Bloomfield, Ont.  
Burlington Canning Co., Burlington, Ont.  
Canadian Canners, Hamilton.  
Lea Pickling & Preserving Co., Simcoe.  
Old Homestead Canning Co., Ficon.  
Turner, James & Co., Hamilton, Ont.

**Canners' Supplies**  
Ame Can Works, Montreal  
Norton Mfg. Co., Hamilton  
Sanitary Can Co., Niagara Falls, Ont.  
Schram Automatic Scaler Co., St. Louis  
Stecher Litho. Co., Rochester, N.Y.

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American Computing Co., Indianapolis  
Howard Bros., Brantford, Ont.

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Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Tuckett, Geo. E., & Son Co., Hamilton.

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ping, Etc.**  
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Chocolats Meurisse, Montreal  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James & Co., London, Eng.  
Mott, John P., & Co., Halifax, N.S.  
Nestle's Chocolate, Montreal.

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Canadian Cocoanut Co., Montreal.

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

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O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Prout, Geo. W., Winnipeg.  
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Ryan, Wm., & Co., Toronto.

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McLea, J. & R., Montreal  
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Millman, W. H., & Sons, Toronto.  
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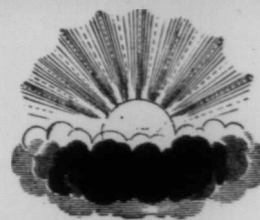
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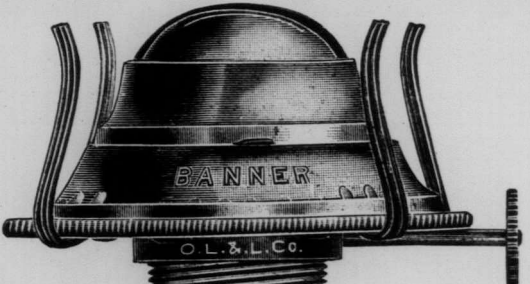
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