

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, FEBRUARY 7, 1908.

NO. 6.



Impress it upon your customers

Robinson's Patent Barley

is a food that every family should use. It is a line every grocer can sell with advantage to himself and benefit of his customers.

Ask us for particulars.

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



It depends upon the Corn

The quality of selected white corn used in the manufacture of

"Crown" Brand Table Syrup

combined with the scientific methods employed in our works is what gives that distinctive and rich flavor color and body to the syrup.

A healthy food for all. Every jobbing grocer sells it.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

PUT UP IN TINS

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

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

THE CANADIAN GROCER

LEA'S

**The Pickle with the
Home-Made
Flavor**

PACKED BY

The Lea Pickling & Preserving Co.

Limited

SHORE,

ONTARIO

Taylor's Candied and Dried Peels

Citron and Orange Peels, makes them superlatively the "best." The new season's Peels are ready—the favorites.

¶ The vital fact that the essential Oil has not been extracted from the imported fruit skins exclusively used in the preparation of these justly famous Lemon,

Citron and Orange Peels, makes them superlatively the "best." The new season's Peels are ready—the favorites.

QUALITY COUNTS

¶ Each of the various brands of Griffin and Skelley's Seeded Raisins represents the best of its kind at the quoted price.

¶ Clean absolutely and always packed full weight. For the holiday demand it is a brand that wins and keeps permanent custom.

Griffin's Seeded Raisins

ARTHUR P. TIPPET & CO., Agents

8 PLACE ROYALE, MONTREAL

84 VICTORIA ST., TORONTO



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

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Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
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TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

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

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
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and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 38

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

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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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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
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

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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.

REGINA.

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.

"If you have any **SUN DRIED APPLES** to offer, Write or phone us, as we will pay highest price."

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

TAPIOCAS

Medium and Seed Pearl.
Patna Rice 224 lb bags.
All on Spot.

Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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

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

W. G. Patrick & Co.
Manufacturers' Agents
and Importers
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Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

'Tis Ever Increasing—

The volume of the sales of our "GOLD MEDAL" COFFEE each month, shows marked increase over the preceding month. There must be some good reason for it. We can show you good reasons why you should push the sale of

WHOLE
OR
GROUND

"GOLD MEDAL" COFFEE

1 and
2-lb.
Sealed
Tins
Only.

PACKED IN AIRTIGHT TINS—making a convenient package to handle.

It reaches the consumer with all its aroma, strength and delicacy of flavor unimpaired.

It pays you a handsome margin, and with its steadily-increasing sale is the most profitable coffee on the market.

Our name is on every tin—a guarantee of unequalled quality.

A CARD WILL BRING YOU A SAMPLE, QUOTATIONS AND FULL PARTICULARS.

EBY-BLAIN, LIMITED - **WHOLESALE GROCERS**
TORONTO

The Profit-producing Power of Blue Ribbon Tea

shows no abatement. The sales are ever on the increase because people are continually being won over from inferior teas and other beverages by the delightful and refreshing flavor of Blue Ribbon Tea. You can sell more Blue Ribbon Tea than any other blend, and you can sell it more constantly. Don't try to bolster up poor teas—remember that every package of Blue Ribbon you sell is a boost to your business.

THE BLUE RIBBON TEA CO.
Montreal and Toronto



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East, Toronto

E & CO.

and Agents.

CHEESE CO.

Limited

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Agents

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ORONTO, ONT.

to Advertising

THE CANADIAN GROCER
Manufacturers' Agents—Continued.

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

VANCOUVER

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

WINNIPEG.

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

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

S. C. RICHARDS
Wholesale Commission Merchant and Broker
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Correspondence Solicited

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
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Correspondence Solicited

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

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

COMMON SENSE
KILLS { Roaches and Bed-Bugs
Rats and Mice
All Dealers and 381 Queen St. W.
TORONTO, ONT.

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

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

EXPORT TRADE DEPARTMENT
Firms Abroad Open for Canadian Business

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

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

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

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

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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THOS. G. IRVING, 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.**

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 Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of
Price \$2.00 Postpaid
12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, . . . TORONTO, CAN.

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

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

as well as
you handle

ETS

**Baskets,
Baskets
Basketboard**

your basket
satisfaction
the goods.
attention.

**sket Co.,
INT.**

Mystery

**ALSH
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**PARTMENT
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TORONTO, CAN.**

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**ICITED
TORONTO**

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SPECIAL

Simcoe | **BONELESS CHICKEN
CHICKEN SOUP
GIBLET SOUP**

Ask your **Wholesale House** to quote you
their **Special**.

GET IN ON THIS.
Act Quick or Too Late.

CANADIAN CANNERS, Limited

Buy Rice
from Seeded Raisins
us Prunes

4 free
'Phones
—use them

(Our values are unexcelled,
our shipments promptly
and carefully made.)

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,

HAMILTON,

ONTARIO

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."

HERE IS THE ACTUAL PROOF

Three weeks ago we told you of the remarkable increase in our sales in 1907 over 1906. This week, the following quotations from a few letters received during the past few days, express in the words of grocers themselves what "SALADA" is doing for them. They tell of the large and profitable tea business that thousands of grocers in Canada have made with

"SALADA"

Aurora, Jan. 28th, '08.

Messrs. P. C. Larkin & Co.,
Toronto, Ont.

Dear Sirs,—We are glad to notice that the sales of "SALADA" are forging ahead. We find it the most satisfactory line of goods we handle in all our business, and intend to increase our sales for it this 1908.

Yours truly,
TOWNS & CO.

Published by permission of Messrs. Towns & Co.

WE BELIEVE THE FOLLOWING QUOTATIONS SPEAK FOR THEMSELVES :

- "Please repeat our last order, 'SALADA' is getting to be a great seller with us."
- "Personally, I find my sales of 'SALADA' increasing every day."
- "Those samples you sent were alright. 'SALADA' is the only tea."
- "I feel that 'SALADA' is the only tea to sell, and I certainly intend to push it."
- "We prefer serving our customers with the best, which of course is 'SALADA.'"
- "Send us another case of 'SALADA' as before. We are gradually discarding loose teas altogether, as we find more satisfaction this way."

The "SALADA" Tea Co., Toronto or Montreal



KEEP IT HANDY!

"CAMP" is worthy of a place on your counter—the foremost place. Every bottle you sell verifies our advertising and proves—to somebody—that "Camp" is just as delicious, wholesome and economical as we say. Not only so—but

"CAMP" Coffee

sells quickly and easily, and affords the distributor a very handsome profit.

Your Customers are looking for "Camp."
Keep up your stock and let it be seen.

Manufactured by R. Paterson & Sons, Coffee Specialists, Glasgow

AGENTS:— ROSE & LAFLAMME, MONTREAL

KENTUCKY REFINING CO.,

INCORPORATED

LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and Stearines manufactured by the Kentucky Refining Company of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under No. 11744.

Manufacturers and Refiners of the following High Class

COTTON SEED PRODUCTS :

- NONPAREIL—Bakers' Oil, Choice Salad Oil.
- SUNBURST—Prime Salad Oil.
- SUM YEL—Cooking Oil.
- APEX—Prime Summer Cooking Oil.
- DELMONICO—Choice Summer Yellow Cooking Oil.
- WHITE DAISY—Packers' Oil.
- EXCELSIOR—Soap Makers' Oil, Miners' Oil.
- SNOWFLAKE—A choice summer deodorized oil.
- RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality STEARINE.

STOCK CARRIED IN MONTREAL.


Prices furnished on application to

J. M. BRAYLEY,

MANAGER MONTREAL BRANCH

55 ST. PAUL ST., MONTREAL

Phone Main 6785



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

**ACME PELLETS
M. & R. WAFERS
LOZENCES, ETC.,**
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

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

Montreal Depot, 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.

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 Ginger bread Molasses.

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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

There is a Big Demand
for **Seeded Raisins**

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:—

Jose Segalerva
Malaga, Spain

will be Ahead of his Competitors Because the MALAGA SEEDED RAISIN is
Superior in Richness and Flavor, and can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion
ROSE and LAFLAMME Montreal and Toronto

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for **THE BEST** in canned **FRUITS** in **GLASS.**



ROSE & LAFLAMME
AGENTS
Montreal Toronto

CAN WE HELP YOU ?

There are some grocers and general merchants living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow grocery man a couple of hundred miles away either to buy a set of scales or to sell a second-hand counter or show case did not seem practicable to even the most progressive grocers. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

Creates His Opportunities

He states his wants briefly in a "Canadian Grocer want ad." and in four days' time practically every grocer, clerk, grocery equipment manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

Every Grocer in Canada

can take advantage of our "want ad." page. Ask yourself is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

Rates :

1c. per word per insertion.

Box Number, 5c. additional each insertion.



The Canadian Grocer

MONTREAL

TORONTO

WINNIPEG

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We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.


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



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

Are Your Goods Sold in British Columbia?

Business was never better in this Province than at the present time. We have three first-class salesmen who are personally acquainted with every merchant throughout British Columbia, and can get the business.

If you want your goods SOLD, write us. Don't put it off.

Standard Brokerage Co., Limited

144 Water Street, - - - Vancouver

Box 1057

T. E. JOHNSON, Manager

THE CANADIAN GROCER

GREIG'S WHITE SWAN COFFEE



is a delicate blend of the finest Mocha and Java imported direct by ourselves, roasted **just right** and packed **hot** into parchment bags—sealed and put into handsomely decorated square, hinged tins—one pound net weight. "The Coffee in the bag—the bag in the tin." Fresh from the roaster, the strength and the aroma of the Coffee simply cannot escape.

It is a Coffee prepared for **particular** people. The kind critical customers come back for. The kind that can be sold to people you never sold coffee to before.

Two dozen pounds in a case

Try it and see how your coffee sales will grow. We depend on our first sale to make the second one.

The Robert Greig Company, Limited

TORONTO

PURE TOMATO CATSUP

made from the **WHOLE TOMATO** only, is a line which will unquestionably please your customers. We make a specialty of absolute purity in all our goods; and you can safely recommend our pure tomato catsup as being made from the finest ripe, juicy **WHOLE TOMATOES**. This catsup is so delicious that every sale you make is the beginning of a long line of repeat orders.

Our lines of Pure Cider Vinegar and pure fruit Jams are declared by lots of grocers to be great sellers.

**The Belleville Fruit and
Vinegar Co., Limited**

BELLEVILLE, - ONTARIO

"Pride of Canada"



In our high class Maple Specialties we have built up a reputation for **superiority** which makes our lines a **safe proposition** for the retail grocer.

Absolute purity and general excellence in the products enables you to guarantee our Maple Syrup and Maple Sugar without any fear as to the customer's verdict after using.

IT PAYS

**The Maple Tree Producers'
Association**

Waterloo, - Quebec

" I have just arrived from Japan to look after the next season's

JAPAN TEA IMPORT BUSINESS

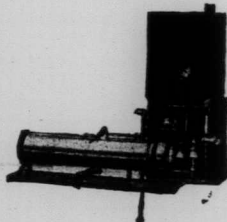
and will stay in Canada for a short time. I shall be very pleased to hear from all my **WHOLESALE TEA FRIENDS.**"

SHAW T. NISHIMURA, Sole Agent,
Japan Consolidated Tea Co. Japan Tea Firing Co.

55 St. Francois Xavier Street, **Montreal**
Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

MAKE YOUR OWN LIGHT IT'S CHEAPER AND BETTER. "S.S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



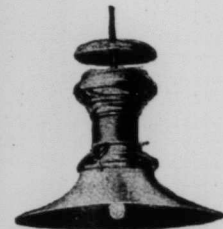
MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



OUR No. 3 SINGLE ARC
500 Candle Power



OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one with an entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.

Purity Means a Lot to You

Don't forget that your customer blames you—not the manufacturer—when he discovers impurity in any goods he buys from you. When selling fruit extracts, sell only

Shirriff's Highly Concentrated Pure Fruit Essences

They are the concentrated essence of pure fruits, absolutely free from the slightest taint of adulteration. Prices upon request.

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



“O.K.”

REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

Georg Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.

LONDON, Eng.

Telephone, Main 6255

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

THE CANADIAN GROCER

PRUNES

ALL SIZES.

PRICES RIGHT.

Thomas Kinnear & Co.

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

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dirty and fly-specked.

Seems as if *every successful* retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy “just as good” kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED

Windsor, - Ontario

E. T. BUYERS---CASH BARGAINS

On Monday we take stock. We have on hand a considerable stock of Raisins, Evaporated Apples, Prunes, Dates, Currants, Beans, Red Onions, etc. These goods we desire to get out next week and to facilitate their movement we are accepting brokerage prices.

SEND IN ORDERS IF YOU WANT TO SAVE MONEY

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.

E.D.S. Brand Jams and Jellies Are Absolutely Pure



We know this to be the whole truth and nothing but the truth. And in further proof, along comes the Dominion Government analyst who virtually declares it to be without a peer in Canada for purity. Ask and we'll show you the document. **Ingredients,** Pure Ripe Fruits and Pure Cane Sugar.

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.



White Moss

Your best selling argument when placing any line before a customer, especially Coconut, is quality. Our brand is the leader of Cocoanuts in this respect. Have you a sufficient stock?

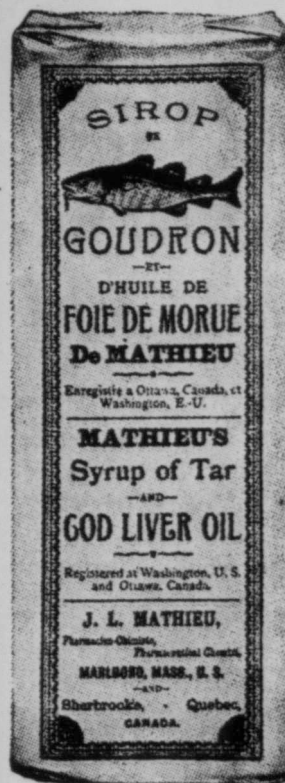
The Canadian Coconut Co. 613-619 LaGauchetiere Street West, **Montreal**
J. ALBERT MacLEAN, Proprietor
VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

Dealers are requested to write for special free deal.



SURPRISINGLY SUSTAINING

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



Mathieu's Syrup

of Tar and Cod Liver Oil

THIS IS THE SEASON in which such large quantities of Mathieu's Syrup are sold. It is a time when every second person you meet has either a cough or a cold. Nine out of ten of these people call for Mathieu's Syrup of Tar and Cod Liver Oil—because they know how efficacious a remedy it is.

MORAL: Keep a good stock of Mathieu's Syrup. It sells without effort and gives you a decent margin into the bargain.

Mathieu's Nervine Powder's taken in combination with Mathieu's Syrup are the best cure for La Grippe, Feverish Chills, etc.

Send your order along to us to-day.

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

THE CANADIAN GROCER

E. NICHOLSON

CODES,
ABC 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901

CABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
EDMONTON

D. H. BAIN

EDMONTON

WINNIPEG

CALGARY

Nicholson & Bain
WHOLESALE
COMMISSION MERCHANTS
AND BROKERS.

BANNATYNE AVE EAST
TRANSFER TRACK

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

Winnipeg, Man.

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

We have REMOVED to our
New Factory

Sterling Road

(North of Dundas Bridges)

Phone Park. 376

The T. A. Lytle Co. Limited,
Pickle Manufacturers
Toronto

St. George's Baking Powder Limerick Contest

Advertising Matter Free to Dealers



We have arranged a Limerick Contest to further advertise St. George's Baking Powder.

\$500.00 in cash prizes will be offered.

The advertising starts early in January and will continue until the contest closes on February 28th.

One of the conditions is, that every contestant must send in the trademark taken from a can of St. George's. This means that more people than ever will buy this famous Baking Powder.

In order to bring trade to your store, we have made large facsimiles of the Limerick advertisement, suitable for outside window display and also for store bulletins.

We send them free to dealers.

Write for as many as you can use—display them—and thus take advantage of the heavy advertising that will be done to push the sale of St. George's.

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

Diamond Blend Coffee

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

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

S. H. EWING & SONS, MONTREAL

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL



QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles.
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

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, Variocele. Book free. Made only by
G. F. YOUNG, P.O.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents: **LYMAN BROS & CO., Montreal.**



We did not demonstrate or exhibit at the World's Fair at St. Louis in 1904 or the Diploma would surely have been ours.

But we have demonstrated at the *Ottawa* and *Toronto Fairs* and have won the Diplomas at both.

Consequently there is only one Best package tea and

"MELAGAMA"



IS IT



We aim for uniformity of quality *365 days* in the year.

We take all discounts and buy sufficient *Tea*, to tide us over any probable advance in the market, consistent with the best season to procure the *rich flavory leaves*, which warrants the best procurable quality.

We might say just here that we never had such a large and well selected stock to select from as we have at the present time. Our travelling staff are all genial fellows and are at all times on the alert for Bulk Tea business as well as for our renowned "*Melagama.*"

Our trade for the *month of January* was three times as great as for the corresponding period of last year. Our trade in the *United States* has grown to such enormous proportions that we have been compelled to engage much larger quarters for our *Buffalo Branch*, which is now located at the corner of Ellicott and South Division Sts., opposite the Post Office, where any of our numerous friends and customers are invited to call and enjoy a cup or sample of our delicious beverage.

We will also be only too happy to forward a liberal sample of any price and quality, simply for the asking.

MINTO BROS.

Toronto and Buffalo

F. J. WHITE, General Manager and Proprietor

RUT
TRADE

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AL

CKLES

p
ter Sauce
es.

Limited

LANDS



id, \$1.00, de-
ricose Yeins,
made only by
Springfield, Mass
N. B. B. B.

Doesn't It Stand To Reason

that when you sell a customer canned goods which are positively delicious in flavor and purity, she will want the same brand next time? No use talking, you can't be too particular in your selection of canned goods. To get the continuous trade of a customer you must sell her canned goods which have *positive* merit. The look and the taste must carry a conviction of outstanding excellence. That's the kind of canned goods which go into the cans of

OLD HOMESTEAD BRAND

Clean, well-grown, juicy fruits and vegetables, preserved in cans, with all their delicious natural flavor absolutely unimpaired. Give your customers Old Homestead Brand, and you can positively rely on them coming back again and again for more of it.

*Your jobber is anxious to supply you with
Old Homestead Brand*

The Old Homestead Canning Co.
Picton, Ontario



"Essex" Shipments

The rush of orders this season has given us all we could do to make shipments on time, and the out-go of goods all this month has been the biggest on record. It is easy to see that we're doing the business and that the better class of trade is with us. If you want any portion of the "Essex" line, you'll have to speak quick.

The Essex Canning and Preserving Co., Ltd.

Factory at Essex, Ont. 28 Wellington St. E., TORONTO, Can.

Celery Relish
Red Cabbage
Red Beets
Worcestershire Sauce
Tomato Catsup
Molasses
in Tins

16 oz. Round or
12 oz. Flat
Bottles

Write To-day For Prices.

These goods are made by ENGLISH Firm located in Toronto. Get busy and try them, they sell like hot cakes.

JOHN CASSON CO.,
57 Front Street East, Toronto

Three Good Things For Shippers

of Groceries, Canned Goods, Liquors, etc.

WARMINTON'S CLUTCH NAILS

for strengthening and repairing boxes.

WARMINTON'S PAIL HOOKS

for Candy Pails, Lard Pails, etc.

WARMINTON'S STRAPPING

for binding cases.

Save you more in a month than will pay you for a year's supply.

Prices on application.

J. N. WARMINTON

Patented Shipping Specialties

207 St. James St., - Montreal, Canada

STOCK THE BEST.

"KIT"

COFFEE



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

"K C" Sauce

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

WORCESTER SAUCE

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

A Word to the Wise

The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 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 St.

THE BEST

THE CANADIAN GROCER

Jams and Whole Fruits

Complete range of Imported and Domestic goods. Prices Right.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

2 in 1 Shoe Polish



is a highly profitable line, which has, by sheer force of merit, become the staple shoe polish of Canada. No matter what amount of 2 in 1 you order, you can positively rest assured that every box of it will be sold in a short time. It shines shoes and preserves shoe leather.

The F. F. Dalley Co. Limited

HAMILTON, Canada

BUFFALO, U.S.A.

WE WANT YOUR ORDERS
FOR

“Balmoral” Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. “Balmoral”
sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR MONTREAL

Cream of Tartar Substitute FINEST QUALITY CREAM POWDER

THREE GRADES

Manufactured by

THN WEAVER REFINING CO. Cheshire, Eng.

Samples and Prices on application.

Sole Importer

ANDREW WATSON

Telephone Main 4409 81 Place d'Youville, MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.

Sold by all Sale Dealers

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

BARGAINS IN TEAS

We have decided to reduce our stock of Teas in order to facilitate our removal into our new stores and to save cartage and storage expenses. This means that we have arranged prices to suit buyers who are willing to grasp a real bargain. This is a real opportunity for making an extra profit.

Our Stock is Large and Well Assorted

WE PAY THE FREIGHT

on every lot of Teas of 200 lbs. or more, whether of one or more brands, until we move

Japan Teas

We have a complete variety of the Popular Brands. We fill all wants of the trade. We especially recommend the following brands which are *leaders*, both in quality and price:

"Victoria Brand" in 90-lb. packages.

"Princess Louise Brand" in 5, 30 and 80-lb. packages.

GUNPOWDER, all favorite brands.

SIFTINGS from Japan or Ceylon.

Black Teas

All our Black Teas are fully assorted as to prices and qualities. We call your particular attention to the following brands which we thoroughly recommend:

PEKOE ORANGE FROM CEYLON.

CEYLON BLENDS.

FORMOSA OOLONG.

SCENTED ORANGE, PEKOE OF FOW-CHOW.

ASSAM BENGAL.

"VICTORIA" BLEND BRAND.

"PRINCESS LOUISE" BLEND BRAND.

These are all fine goods and rapid sellers.

Wines and Liquors

We pay the freight on wines in cases or in original casks shipped either by express or in heated cars. We are sole agents for the largest firms and producers of Wines, Champagne, Port, Malaga, Sherries, Clarets, Burgundies, Sauternes, and we can cater to all the requirements of the trade in respect to prices, qualities and brands. It will pay you to place your orders with us.

For all information, quotations, etc., write, phone or wire at our expense.

Laporte, Martin & Co. Ltd.

Wholesale Groceries, Wines and Liquors

Montreal

Some French Table Delicacies for You

You have read of the new French treaty, and, consequently, know that many of the unexcelled products of France are now coming into Canada on payment of a smaller duty. We represent one of the most noted houses in France, Talbot Freres, Bordeaux, whose specialties should be on the shelves of every grocer open to win new customers and hold old ones. Here are a few of their most attractive lines:

Mushrooms

Scarce, but we have them.

Lima Beans

The Most Delicious.
Sold in Tins.

Asparagus

Whole and Tins.
Tins and Glass Jars.

Brussels Sprouts

People Ask for Them.
Are in Tins.

Green Peas

A truly French Variety.
Tins and Glass Jars.

Mixed Vegetables

A very Fine Line.
Tins and Glass Jars.

Also French Pastes, Macaroni, Vermicelli, Capers, Anchovies (in salt and oil), Truffles, Artichoke Bottoms, String Beans, Olive Oil. Each and every line the best produced.

SEND IN YOUR ORDERS

Hudon, Hebert & Co., Limited

Wholesale Grocers and Wine Merchants

Montreal

THE MOST LIBERALLY MANAGED FIRM IN CANADA

**QUAKER
CANNED
GOODS**

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

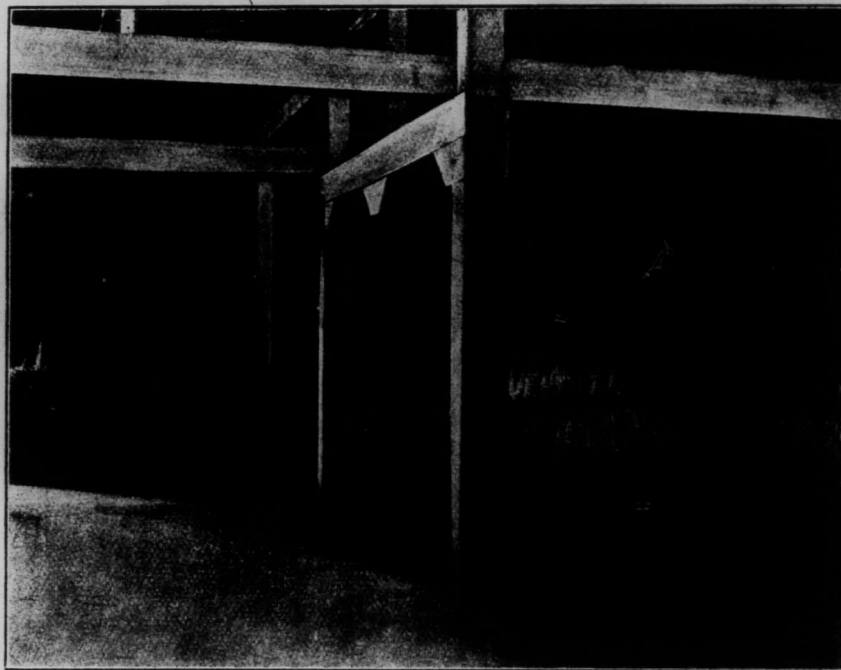
ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

The illustration below shows the interior of our storage warehouse where tons of fine long green corn is waiting to be made into

"PANSY" BROOMS

THE MAKING OF "PANSY" BROOMS.



Pansy Brooms are made in only one size and weight. The right size for household use.

Anything heavier tires the house-keeper for no purpose, anything lighter has not sufficient body. "PANSY" BROOMS are just right.

Interior of our Storage Warehouse showing bales of Broom Corn.

Each "PANSY" BROOM is enclosed in a separate wrapper.

WRITE FOR PRICES

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

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

Tartan BRAND

SIGN OF PURITY

New Pack

Wagstaffe's Marmalade

1-lb., 20 oz. and 28-oz. glass; and 5-lb. and 7-lb. gold lacquered tins.

Canned Fruit TARTAN Brand Full Assortment

RASPBERRIES, STRAWBERRIES, PEACHES, PEARS, PLUMS, Etc, Etc.

You will make money by anticipating your future wants in above lines.

Our TEA SALE a great success. Lots of bargains left. Write for samples if you are open, or Phone 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.

Wholesale Grocers. - HAMILTON

QUAKER SALMON

TRADE MARK



SONS

ESTABLISHED 1834.

Our instructions to the British Columbia Packers' Association, when we decided to offer to the trade *Quaker Salmon*, were: "Pack absolutely the best salmon obtainable. Use every precaution to ensure retention of original quality. Make the package the most attractive on the market."

When *Quaker Salmon* was shipped, they wrote us: "As instructed, we gave our best attention to selection and packing of this brand, and the shipments represent highest grade of Sockeye Salmon packed on the Frazer and Skeena rivers. We feel sure that you will feel pleased with the quality and general condition of these goods."

We are pleased. *You* will be, when your order is filled.

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

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

ESTABLISHED 1834

Matches that do more than burn—

Our Matches

"Laurier" and "Togo" brands

show you a bigger profit than any other brands. They also cost you less, as the freight charges are a big factor to you . . .

Let us hear from you
A post card will bring particulars

The Improved Match Co.

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

Cables—BOYD, TRINIDAD.

All Codes Used.

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.,

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

ARE YOU A PACKER

OF

**Baking Powder,
Meats, Coffee, Lard,
Spices, Syrups**

?

If you put up any of these lines you must have heard of us and our cans. If not, we want you to know us.

We are makers of the finest, most reliable, and sanitary cans on the continent. To satisfy our customers has always been our aim, and we have succeeded in point of quality and in the matter of delivery and treatment.

Secure Samples and Quotations

ACME CAN WORKS

Montreal

TOILET SOAPS

Bring A Good Profit

The average grocer has found that our high-class toilet soaps sell very freely, and bring him a good margin of profit. There are some, however, who are not yet buying from us. We want to hear from these, for we have a particularly attractive proposition to make them.

SAVONS FRANCAIS

G. PAGNUELO, Manager

Factory:

Offices:

1653 Notre Dame St. E. 225 Coristine Bldg.

MONTREAL

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS THOS. SYMINGTON & CO. EDINBURGH



SIGNAL BROOMS

Well and carefully made of best materials.
In all sizes, styles and weights. Un-
surpassed in value by any, equalled by few.

JAMES TURNER & CO.

LIMITED

Hamilton, Ont.



The soap question is worth con-
sideration from the standpoint of
economy.

Selling inferior soap costs you many
a dissatisfied customer.

Why not win permanent customers
by selling soap of worth?

NAPTHO SOAP always pleases
because it does more work than any
soap on the market.

Can be used in either HOT or
COLD water.

At the price quoted to the trade
NAPTHO is the best value of any
SOAP on the market, and it is
impossible for a manufacturer to
produce a better article at any price.

Washes everything washable in
either HOT or COLD water.

The Welcome Soap Co.

Limited

St John,

N.B.

DRIED FRUITS

—AND—

FILBERTS

Thos. Bell, Sons & Co.

MONTREAL

Representing

D. S. Parthenopulo,

PATRAS

"Somerset" Brand Currants

Thos. Bell, Sons & Co.

MONTREAL

Tea Inspection at Hamilton and London

System of Local Examination With Ottawa Inspector Behind It Works Smoothly in Hamilton—London Sends Samples to Ottawa But Experiences No Noticeable Delays—The Basis of Local Inspection.

Reference has been made at considerable length in these columns recently to the claims of Montreal wholesalers and importers for a local tea inspector by whom the matter of the inspection of teas might be facilitated and alleged delays in delivery avoided. The position of the Toronto importers on the subject has also been comprehensively outlined. With a view to finding out how the Government's system of inspection worked out in other centres and as far as possible to get in touch with all the facts of the case, The Grocer representative visited Hamilton and London last week, called on the tea importers and wholesalers in those cities and gathered a good deal of information on the subject, which is presented herewith.

Hamilton Has Local Inspector.

Hamilton is in the position of possessing a local tea inspector, though, curiously enough, his appointment was made with so little flourish and the system has worked out so satisfactorily that the majority of the local importers were not aware of his existence, and were very much surprised when informed by The Grocer representative that their teas were not inspected at Ottawa, as had been done previously, but were passed by a local man.

Here is the way the matter materialized there. When the question of tea inspection was taken up by the Government last June, Hamilton's claims for a local inspector were considered at two or three meetings of the wholesale grocers. Considerable delay had been experienced previously and it was thought this difficulty could be remedied. Through the influence of one or two of the largest importers, and, it is said, with the help of Adam Zimmerman, the local member, these claims were recognized and, when in August, men from St. John, Halifax, Quebec and Winnipeg were taken to Ottawa for a course of training under Mr. Allan, the Government tea inspector, a man from Hamilton was taken along. His appointment, as well as those of the men in the other cities mentioned, was made on September 1st, and since that time he has been inspecting all teas that are consigned to Hamilton.

The appointment of an inspector in Hamilton, as well as in the other cities above mentioned, was justified by the fact that these places were at some considerable distance from the office of the Dominion tea inspector at Ottawa, and it was seen that it was probable that delays would occur. The appointments were made with a view to aiding the importers in these cities as far as the department saw possible. Inspectors were not placed in Montreal and Toronto at this time because it was believed that these cities were near enough to the Government inspector at Ottawa to provide for satisfactory procedure in inspection and the system of "freeing by wire" was inaugurated to further facilitate the matter.

Hamilton, by reason of indirect train service, was claimed to be six hours further from Ottawa than either Toronto or Montreal and an inspector there seemed necessary.

The Basis of Inspection.

The Hamilton inspector, as, indeed, does each of the local inspectors, examines every tea which is consigned to his city. The object of this inspection is to guard against the introduction of sand or foreign leaf—briefly, to assure that no impure teas are brought into Canada. It should be understood, however, that the local inspector is not the final authority. If he has occasion to believe that any tea should be rejected, he does not forbid its entry directly, but forwards the sample to the Dominion inspector at Ottawa, who finally passes or rejects it.

The Arrangement Most Satisfactory.

Just how satisfactory this arrangement of local inspection has proved to the Hamilton importers is seen in the fact that the great majority of them did not know of the official's appointment and supposed their teas were still being inspected at Ottawa. The opinions of several of the leading firms are given herewith:

J. J. Glassco, of Glassco & Co., said: "We have experienced no trouble whatever in the matter of tea inspection. Of course, we bring in high grade goods almost wholly, which would not require inspection. We could not ask for more satisfactory arrangements."

Jas. Lumsden, of Lumsden Bros., said: "We did experience considerable delay some time ago, but have had no trouble lately."

"Last June," said Fred Smye, of Balfour, Smye & Co., "the wholesalers of the city got together and raised an agitation for a local inspector. We had had considerable delay previous to that time. After two or three meetings some correspondence with the department and by the help of Mr. Zimmerman, our local member, we secured the appointment of the inspector without much trouble, and matters have been thoroughly satisfactory ever since. I don't see why Montreal should have any difficulty in getting a local inspector."

Geo. E. Bristol, of Lucas, Steele & Bristol, said: "Why, yes, as far as tea inspection is concerned we are very well satisfied. Things go very smoothly here."

Mr. Balfour, of Balfour & MacLaren, expressed himself as well satisfied with existing arrangements. "We have never experienced any trouble here," he said, "and the present system seems to work out admirably."

"We have had no trouble recently," said Mr. Villa, of James Turner &

Co. "As the matter works out now we would never know there was an inspector."

At W. H. Gillard & Co.'s office The Grocer representative found Harry Beckett and several brokers; namely, J. B. Lamb, J. A. Henderson, Mr. McFarlane and Mr. Scandrut, of London, engaged in determining the merits of several tea samples and these gentlemen talked the matter over together. Their agreed opinion was that no trouble was experienced from the workings of the present system. "At the time these appointments were made," said Mr. Beckett, "I suggested that the inspections should be made by two or three local wholesalers who were not interested in the shipment to be examined. It seems to me this would be the most satisfactory scheme, but the Government evidently did not see it my way."

The opinions of other members of the trade in Hamilton were unanimously the same as those already presented.

The Situation in London.

London, which is even further away from Ottawa than Hamilton, has no local inspector and is, therefore, on the same basis as Toronto and Montreal. Local importers say that when the Hamilton wholesalers were taking up the matter they promised to urge London's claims for an inspector but that nothing came of it. The Government's reason for neglecting London when the appointments were made in other cities seems to be that London is not a large tea importing centre, that is, in comparison with Winnipeg, St. John and Hamilton, and that a local inspector was not needed. And, indeed, London tea importers seem to be exceedingly well satisfied with present arrangements. As a matter of fact, it is said that not a great amount of tea below the 10c. standard is brought into the city and, therefore, the necessity for inspection by the Government official at Ottawa is a very infrequent matter. One or two firms indeed, were quite emphatic in declaring that their teas were never inspected, but inquiry at the customs house proved that this was not the case and this fact is merely an evidence of how satisfactorily the present system works out in that city.

From the reports of the local customs officials it seems that when inspections are necessary the replies are very prompt and that three or four days at the most suffice for the "freeing" of the teas.

The local wholesalers were practically unanimous in asserting that the mat-

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NOVA SCOTIA FEELS THE WEATHER

Soft Roads and Heavy Snowfalls Reflect on Trade—Eggs and Butter Scarce—
Jotting of Trade News.

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., Feb. 4.

The weather conditions during the past week have been decidedly against business. On the opening of the week the weather was mild, with soft roads, and at the close stormy condition, there being a heavy snowfall with severe frost, making travel on the roads difficult, and causing trade to slacken off more particularly in the country districts. In the city business is fairly good for this season.

Prices generally are steady and collections are about average. The receipts of butter and eggs are very limited, and no improvement is looked for under the existing conditions. Very few first-class apples are being marketed. There is lots of fruit stored in the warehouses in the valley, but the holders of it are not sending any of it to market. They are keeping it back for better prices.

Fire last week destroyed the store and grocery stock of Archibald Bros., of Truro, N.S., causing a loss to the firm of about \$2,000. The firm had \$800 insurance on the stock, the building being owned by other parties.

Patrik Connolly, aged 62, a well-known grocer of the north end of the city, died last week after a brief illness. He was a native of Ireland, and came to Halifax in 1870, being for many years in the employ of the Army and Navy grocery, later on starting business on his own account.

At the meeting of the Provincial Fruit Growers' Association last week, C. Howard Black, the president, in his address said: "The year 1907 was a most trying one on the farmers of the Maritime Provinces, but we have, however, in most sections of our Province, enough for the year's use and there will be no want. Prices for nearly all kinds of farm products have ruled high, and though the amount of produce which we have to dispose of is very much less than usual, the return will be somewhat encouraging, especially is this the case in regard to dairy products. The fruit growers of the Annapolis Valley, though they have lost some by heavy gales and frosts, are rejoicing in a good crop of apples and unusually high prices, and altogether the returns must be very satisfactory to those engaged in this branch of farming.

The following resolution, which was presented by the Kentville delegates, was passed unanimously:

"Whereas, in the year 1906, Germany imposed a duty on apples going into their country, amounting to 10 marks

per 100 kilos, equivalent to \$1.63 per bbl. of 150 lbs. on all apples from Canada, and 3 marks 20 phennings per 100 kilos, equal to 52½¢ per bbl. on apples from the United States, thus enabling our competitive fruit growers across the border to get their apples into Germany at a preference of \$1.11 less than our own country, which has practically shut out all Canadian apples from the German markets; and, whereas, before this duty went into effect, frequently large quantities of Canadian apples found a ready market in being either shipped direct to Hamburg or by German buyers purchasing in the London and Liverpool markets, both of which are now entirely lost, greatly to the detriment of the Canadian fruit industry; therefore, resolved, that the fruit growers of Nova Scotia earnestly entreat the Department of Finance at Ottawa to secure trade relations with Germany which will admit Canadian apples into the German market under as favorable a tariff as is granted to our competitors from the United States; and, further resolved, that copies of this resolution be forwarded to every fruit growers' association in Canada, asking their hearty co-operation against the unreasonable discrimination against one of Canada's important industries, amounting to \$1.11 per barrel, exceeding the first cost of production."

The following officers were elected: President, E. J. Elliot, Clarence, Annapolis; First Vice-President, Albert McMann, Aylesford; Second Vice-President, Howard Kennery, Alma, Pictou; Executive—A. D. McCuish, Cape Breton; F. A. Cook, Yarmouth; Wm. O'Brien, Windsor; Wm. Vinton, South River, Antigonish; Samuel Freeman, Amherst; Secretary, Chas. R. B. Bryan, Pictou.

CORN EXCHANGE OFFICERS.

Elected by Acclamation at Montreal
Last Week.

When nominations closed for officers for the Montreal Corn Exchange for 1908 it was declared that all had been elected by acclamation, that is, all officers except the vice-president, who will be chosen at a future date from the members of the management committee. The results were as follows: President, Jos. Quintal; treasurer, Edgar Judge; committee of management, E. S. Jaques, Charles R. Taylor, W. I. Gear, C. B. Esdaile, James Carruthers, J. L. Norris and W. W. Hutchison.

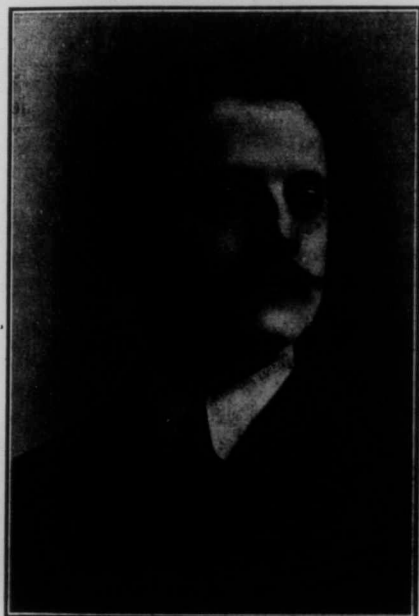
H. E. Ledoux & Co. have received letters of incorporation to manufacture and deal in wholesale and retail tobacco. The capital of the company is \$100,000, and the head office will be in Port Arthur, Ont.

ter of inspection, as handled by the local customs officials, was entirely satisfactory.

T. B. Escott, of Escott & Co., said: "The matter of a local tea inspector for London came up last summer and was taken up by several Hamilton wholesalers who promised to push our claims. We heard nothing further of it, however. As it stands now, no difficulty is experienced here. This is accounted for to a great extent by the fact that fairly good teas are brought in here. We have no occasion to object to the present system, though we cannot see why Hamilton should have an inspector and London not be so favored."

Wm. Marr, of Elliott, Marr & Co., did not think that any of their teas were ever inspected. "We bring in good line," he said, "which pass readily without any inspection."

Mr. Dillon, of A. M. Smith & Co., said the local customs officials were very considerate in their handling of



ARMAND CHAPUT,

Of L. Chaput, Fils & Cie, Montreal, on the Executive Committee of the Exhibition of Grocers.

teas and that their house had never experienced any difficulty recently.

Mr. Turnbull, of Edward Adams & Co., said: "No. We have no difficulty in getting our teas through readily. The present system seems quite satisfactory."

Alfred Masuret, of Masuret & Co., Geo Gillespie, broker, L. H. Scandrut and several others all expressed themselves as thoroughly satisfied with the system in operation at present and it is very evident that London firms are not at all anxious for a local inspector.

A. B. Rowell, representative of Lamont, Corliss & Co., New York, was calling on the Toronto trade last week in the interests of Peter's chocolate and X-ray stove polish.

THE CANADIAN GROCER

Established 1866

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

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

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Great Britain, 8s. 6d. Elsewhere . . . 12s.

Published every Friday.

ADVANCE IN CANNED GOODS.

The advance in canned goods, by the Canadian Cannery, which had been spoken of for a couple of weeks, materialized on Saturday, the first day of February. While complete details of the advance have not up to the time of writing been made public, it is freely stated that the new prices will be two and a half cents above the basis formerly quoted, and that this applies to practically all lines of fruits and vegetables.

The reason for the advance is not very apparent at this time of the year. The cannery state that they have not any great amount of stock on hand, and the stocks of last summer's pack yet would seem to be in the hands of the wholesalers. The advance seems to be an indirect attempt to provide for an early moving out of these goods.

QUALITY VERSUS PRICE.

The really good grocers, the kind who are making money and are building up most satisfactory businesses are coming more and more to emphasize quality in their goods rather than price. It is not a question of how cheap, but how good.

And isn't it the high grade goods that make the biggest profits? There is a certain class of customers, of course, and there always will be, who look for the cheapest goods of everything and who are not satisfied unless they think they are getting a bargain. Some grocers cater to these and buy a lot of third grade stock to sell at low prices.

This may be all right in a few lines but are they not, in most cases, making a mistake? The quality of the goods rather than the price, should be emphasized, and in nearly every case those customers just mentioned would, if they could only be brought to think so, get better satisfaction from the better class of goods. It will pay to try to educate them to the higher standard.

THE FUTURE TEA MARKETS.

The following paragraph from the India Planter's Gazette issue of Dec. 14th has an important bearing on the future of the world's tea markets and seems to have been overlooked by many of the trade who would be most interested:

"The Directors of the Wynaad Tea Company recently announced that owing to the charges for debenture interest and interest on advances which had weighed so heavily on the undertaking they had decided to sell the estates to certain capitalists who were disposed to amalgamate several Wynaad properties and to form them into one important company. The amalgamated concern has now made its appearance under the title of the East India Tea and Produce Company, Limited, with a capital of £200,000 in £1 shares. The Wynaad Company receives £29,000 in cash for its properties, while Messrs. Parry and Company are to be paid £25,010 in cash and £12,500 in shares for the Cherbambadi and Pootoomulla estates; William Sissmore Shaw £1,690 in cash and £800 in shares for the Golesland estate; Richard Keen Walker £10,000 in cash for the Achoor property, and Messrs. Peirce, Leslie and Company, Limited, and Robert Shand Anderson £10,000 in cash for the Wentworth estate. The total approximate acreage of the properties to be acquired is 16,637, and it is said that 2,361 acres are planted with tea, 126 acres with coffee, and 218 acres with pepper, while 13,932 acres are forest, grass and scrub. The prospectus forecasts a continuance of high prices for tea owing to increased consumption, and adds that, 'after the next two or three years the annual production of Ceylon tea will probably be reduced by some twenty million pounds as the result of the interplanting with rubber of a large portion of the area now under tea.'"

When this threatened decrease in production in Ceylon, and the enormously increased consumption in nearly all parts of the world, is considered, it seems not impossible that within the next few years tea prices may be forced up to a point infinitely above even the present high basis.

As is well known, the great bulk of our teas come from India and Ceylon. Even were the production in Ceylon to remain at its present aggregate, which, in the light of the preceding paragraph, we can scarcely hope to expect, it would be at least three or four years before new plants in India could produce enough new crop teas to increase the production to any extent. Considering these facts, it seems highly improbable that there can be any material reduction on tea prices ruling at present for some years to come.

ONE OF THE LARGE-SMALL THINGS.

Did it ever occur to you that the matter of the condition of your finger nails might have a good deal to do with the pleasing or displeasing of a customer? This is one of the apparently small things that often means a great deal. What must an aesthetically constituted housewife think when she sees her grocer handling butter, cheese, biscuits, etc., when his nails haven't been trimmed for several days, nor perhaps cleaned during the same length of time? It is likely to deter her from coming to the same store again.

This is a matter that can be easily looked after. Of course it takes time, but it's time well spent. The best way to get one's nails in satisfactory condition is to soak them in hot water for a short time before going to bed. After a few evenings of this treatment it will be very easy to keep the nails in a presentable condition.

If a clerk is out to climb and to win the good will of his employer, he should be careful to regard all these seemingly small details. This is a most important one.

TRADE NOTES.

P. Poulin & Co., Montreal, are temporarily moved to Jacques Cartier Square, while a new freezer is being installed in their St. Claude St. branch.

A splendid specimen of the timber wolf adorns the general offices of Chase & Sanborn, Montreal. It is a proof of the hunting prowess of John Anderson, who brought down the animal while in an expedition in New Ontario recently.

The grocery store of Raoul Prevost, corner Marie Anne and St. Lawrence Streets, Montreal, was broken into by burglars early Saturday morning, and \$96 cash was taken from the register, along with a quantity of liquor and other goods.

A big pork factory, it is rumored, will soon be built in Tillsonburg. It is understood that a party of Scotch capitalists, who are heavily interested in the packing industry in Scotland, are the promoters. The municipality has already granted seven acres of ground for a site. It is expected that building operations will begin in the spring.

Grocery News from Coast to Coast

Correspondence Sent in by Representatives in Canadian Towns in the East and West — What is Doing Among the Retail Trade.

BARRIE.

This week removed from our midst one of Barrie's oldest business men, in the person of Robert Meeking, who has in the past thirty-five years managed various businesses, as well as ran his own grocery stores, both in Barrie and Allandale, the latter from which he retired some two years ago, owing to ill health. He has been confined in the Royal Victoria hospital for the past year, and died on Saturday.

The continuous snow and cold weather which has prevailed here during the past ten days, has utterly spoiled the farming trade in this district, and also there is a falling off of town trade in general. Last Saturday scarcely a farmer was able to get into town with his produce, owing to the terrible state of the roads, and this means a bad week for the people who were expecting to see eggs and butter become easier, for instead of these two leading things in the foodstuffs world becoming cheaper in price, they will now be higher, as there is no great supply of butter in Barrie at the present time, and the stocks which the various merchants have on hand is rapidly decreasing. A few local women dealers sold all they had on Saturday very rapidly at thirty cents a pound. New laid eggs were sold as high as thirty-five cents.

Frank Soules, late of James Vair & Sons, has joined the traveling staff of the Walter M. Lowney Co., of Montreal. From the latest reports we hear that Frank is doing a fine business in Lowney's candies.

Beeton will hold its annual seed fair on Feb. 18th. It proved a great success last year, exhibits from all over Ontario being in evidence.

Another commercial man in town last week, S. Gren. Calwell, was presented with a bouncing boy. Congratulations, Gren.

Bakogeorge Bros. have started their ice cream business for this year, opening their new fountain on Saturday. Although the weather has been very cold, they report an excellent trade in this line.

The Bank of Nova Scotia branch was opened for business here on Monday. The manager deserves great praise for the taste on the interior decorations,

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

which excel any of the other banks here.

CHATHAM.

That the proposed act to facilitate the formation of co-operative societies—commonly known as the Monk Act—meets with little favor among local retailers goes without saying. The local branch of the Retail Merchants' Association, it will be remembered, played a considerable part last year in securing the laying over of the bill to the present session of parliament. The association enlisted the support of the county's representatives, in addition to which Geo. Stephens, ex-M.P., himself a prominent retailer, put his shoulder to the wheel and did most effective work in the line of blocking the project for the time being.

A NEW THEORY.

Here's a note from our Chatham correspondent which brings forward a novel theory:

Secretary Wm. Anderson, of the Grocers' Section of the local R.M.A., is inclined to father a novel hypothesis in connection with the annual quiet spell at this time of the year. "Everybody makes New Year's resolutions to economize," he says, "and, as a result, we have to wait two or three weeks every year till they come round to their old ways again."

Since before the commencement of the Christmas holidays, there has been no meeting of the local retailers. The annual meeting is about due, however, and the probability is that the matter will be brought up then and aggressive action taken with a view to enlisting the aid of the local M.P.'s and others in opposition to the bill.

Frank Malcolmson, of the Kent Canning Co., left on Tuesday last for Boston, whence he will sail on the liner Romanic for the Mediterranean, his ultimate destination being Naples. Mr. Malcolmson will spend a couple of months abroad and will visit various places of interest.

Geo. A. Young is the latest grocer to join the ranks of the advertisers. Though proprietor of one of the oldest established businesses in the city, Mr. Young is youthful and aggressive, and his attractive announcements in the local papers should prove drawing cards.

The Stoney Point Canning Co. has been organized with a capital of \$40,000. The Tecumseh Canning Company is back of the project.

E. B. Northwood, of the Northwood Co., produce dealers, has returned from Orillia, where he was called last week on account of the serious illness of his wife. Mrs. Northwood is reported to be improving.

A pioneer in the tobacco and cigar manufacturing industry in this section passed away on Friday morning, in the person of F. W. Kogelschatz. Mr. Kogelschatz was upwards of 78 years of age. A native of Hanover, Germany, he came to America while a young man, settling in Chatham in 1855, when he entered into the business of manufacturing cigars and tobaccos. He amassed a large fortune, retiring about 25 years ago.

Miss Parsons, of Toronto has been conducting a very successful demonstration of Lipton's teas, coffees and jellies at H. A. Andrew's grocery during the past two weeks. The demonstration proved quite a drawing card and helped considerably to boom the Lipton products.

Louis John, who has been conducting a fruit store in Comber for some time past, has moved to Essex.

Timothy Durocher, of the Canada Flour Mills office, qualified for a Carnegie hero medal last week, while on a visit to his home at Belle River. He was out skating with his sister when the latter went through some thin ice. Mr. Durocher went promptly to her assistance and with the aid of a hockey stick, managed, at considerable risk to himself, to rescue the young lady.

The possibilities of a creamery in the way of putting money into circulation are shown by the fact that the Ridgetown Creamery, under the management of Mr. Ireland, during the last eight months of 1907 paid out \$17,500 in cash.

S. Parnall has disposed of his grocery business on Earle Street North, Leamington, to Russell Wigle. The business will henceforth be run under the name of Rus. Wigle & Co. The new management is advertising aggressively.

The grocery and crockery business of W. A. Gosnell, of Ridgetown, is to be disposed of. The stock will be sold in connection with the selling out of the dry goods firm of Snively & Sauvey,

THE CANADIAN GROCER

who intend discontinuing their Ridge-town branch.

Geo. A. Malcolmson, of Sandwich, manager of the Amherstburg and Sandwich canning companies, announces that the price of tomatoes for the coming season has been advanced to 27½c. per bushel. Last year contracts were made at 25c. and already quite a few farmers have signed for this year's crop at the same price. It is stated, however, that they will get the benefit of the advanced price. The Amherstburg factory will handle considerable wax beans the coming year.

GALT.

"Trade is quiet," is the general reply of the grocers when interviewed regarding the volume of business being transacted.

Allan Deans, of the Red Front, is an enthusiastic curler. He recently played in the Tankard primaries at Ingersoll, but his rink was finally defeated.

The customs returns for Galt for January show a decrease of over \$5,000, due to the fact that the importations of the local merchants, have fallen off considerably when compared with January, 1907.

John Sloan, Galt's enterprising grocer, recently elected vice-president of the Board of Trade, is taking an active interest in the work of that organization. At the same time he is not neglecting the interests of the grocers. At the last meeting of the Board, Mr. Sloan brought up the co-operative store bill, and as a result of his short address, the Board will probably put itself on record as opposed to the bill.

E. W. Cummings, Galt's newest grocer, is doing well, and his business is rapidly increasing, owing to prompt attention and unflinching politeness.

The delivery drivers are desirous of expressing their appreciation of the Guelph correspondent's "spiel" regarding shoveling the path to the back door.

How many grocery stores in Ontario towns close up at 9.30 sharp on Saturday nights. They do in Galt, and since this early closing has been inaugurated the shoppers have been educated, and the grocers say the change is resulting in no monetary loss.

The country roads are badly blocked by the recent snow storms and the attendance at the market on Saturday was unusually small. Prices remained stationary.

At a meeting of the Preston Retail Merchants' Association the following officers were elected: President, T. Darnley; 1st vice-president, E. B. Reist; 2nd vice-president, H. J. Schultz; treasurer,

Geo. Kanmacher; secretary, A. R. Bernhardt.

"At the present time," said a local grocer to-day, "it would be almost impossible to inaugurate a cash system. With the shortage of money, we find it necessary to give more credit than ever before. Of course, we recognize the fact that we are taking long chances, but the ever ready question of what are you going to do about it, confronts us. We simply cannot refuse credit to customers who previously paid cash."

It has been frequently mentioned by travelers and other that the stock of crockery, etc., of John Sloan is by far the most extensive in Western Ontario. One entire storey is devoted to this branch of Mr. Sloan's business, and he finds it satisfactorily remunerative.

Your correspondent this week called on a grocer hitherto neglected, and was received right royally. "Yes," he said, in answer to an inquiry, "I am a subscriber to The Grocer, and, in fact, would not be without it, as I find in it suggestions of immense benefit to me in my business. The correspondence department is an excellent idea, allowing the grocers throughout Ontario to become acquainted with general conditions. It is indeed a paper for every grocer."

Ald. Radigan, the Main Street grocer, has been appointed to the Market, Fire and Light Committee in the Council, and has entered on his duties in this connection with an energy which bespeaks for him a successful municipal career.

Trade has been good during the past two weeks.

GUELPH.

The Retail Merchants' Association decided that in future there would be no more Thursday half holidays in Guelph for the clerks and salesmen on the ground that it is not wise to close down business throughout the whole city in that way. They don't generally have those half holidays, only during July and August and that is a long way ahead to start moving about it. Those gentlemen may get thawed out and warmed up again between now and July 1.

The Guelph Board of Trade passed a sweeping resolution condemning the banus and loan business to new industries and has asked the government to take the matter of prohibiting it up. They are also asking other boards of trade to do likewise. I never heard of a grocer getting a loan or a bonus to start in business from the cities or towns and think that other kinds of businesses should find their own money also.

One of the greatest leaks and one we seldom hear of in the grocery store is in the tobacco department, and nearly all grocers sell tobacco. A great many

think they are making a good fair profit on a caddie of tobacco, forgetting the fact that the whole staff, including themselves, use tobacco more or less, and everyone helps themselves. Did you ever hear of such a thing? Well, I have, and it is a fact in some stores and ought not to be, nor will it be tolerated where the grocer's attention is called to it.

Take for instance a caddie of brier tobacco, costing, say 17 lbs. @ 70c.—\$11.90, and selling at 10c. a plug, or \$13.60, which gives you, say, a profit on a caddie of \$1.70, if all are sold. But when each one of your staff uses at least one a week and help themselves and you have, say, five clerks, and drivers, which is a small average, this would mean 50 cents a week, and in some stores the teamsters from the railway companies get given them each week, say, three, making it 80 cents a week, which would mean in a year say \$42.60 that you are giving away free without your knowledge, perhaps, or three caddies of tobacco a year, and remember this is a small average. I know of one grocer who impresses the fact on each new man he hires that if he ever hears of him giving or taking a plug of tobacco or even asking for one he will be immediately discharged. How is it in your store? Do you all pay for your tobacco?

Now, again, I have heard the argument put up that a man in a grocery store is entitled to his tobacco free because he does not get a 10 per cent. discount off his groceries, the same as the dry goods clerks get off their dry goods. But that is getting on to another thing and is not a good reason for the grocer's staff to steal it, for that is practically what it means.

Think it over for yourself and I think you will find one little leak in that department.

R. Pratt, the popular traveler for Red Rose Tea in this section, called on the trade for the first time this year and as usual at this time of the year for his firm to do, left most of the boys a neat little memento of the occasion. This year it is a neat little pocket diary, beautifully gotten up and besides has seven pages of very useful information.

Benson Bros., grocers, have again been awarded the contract for supplying the Ontario Agricultural College with groceries for this year. This speaks well for and must be very gratifying to this young and energetic firm. Jackson & Son, the old reliable grocers, have been given the contract for the County Jail, and J. M. Dooley the bread.

Just at this time we are again reminded that these Government institutions with their yearly contracts, ought to be taken in hand by the Grocers' Association, and instead of the grocers having to tender for the contract and take chances of losing money, these institutions ought to have a man employed to do the buying and allow him to go from one to the other of the larger stores each year in turn, and he ought to know values and keep in touch with the markets himself, and ought not to be hampered in any way by either political

parties. That would do away with a grocer having to take chances on the rise and fall of the markets. The Government, with lots of money, and the people's money at that, should not ask any grocer to put the lowest possible price on his goods, but should give him a good, fair living price and get first-class goods. We have no fault to find with the present officials nor contracts whatever, but the system is wrong, and the grocers themselves are the people who could remedy it so that no grocer need lay in bed at night and wonder whether he was going to lose or make money on a Government contract. The buyer at these institutions should be able to say, well, Mr. Grocer, I am coming to your store this year for my groceries. We used so much of each different line last year, and you can buy accordingly, but remember we want first-class goods at a reasonable price, and we will follow the markets which is only fair for all concerned. The grocers have again got one year to talk the matter over among themselves and be able to meet the contract advertisement on a fair basis next year.

The past week has been so very cold and stormy that the farmers did not come into the market in as large numbers, and, accordingly, business was inclined to be quiet and prices were a little firmer all round. The great snowstorms have made the roads very heavy, but have not drifted in as badly as they have some other years, and while traveling is slow the roads are passable.

I hope that suggestion of holding a grocers' picnic or gathering at London this coming summer will not drop, as we really need it. I am sure the grocers of Guelph will take the matter up and do their share if the rest of Western Ontario towns and cities will do likewise. A grocer only needs to attend one of those lectures at a Winter Fair or Farmers' Institute to see where the grocery business would be greatly benefited and assisted by having some of these experts on the different lines of goods we handle give us an hour or so's talk on their special line and have a day or two so that we could talk the matter over among ourselves.

LONDON.

The London Canning & Evaporating Company contemplate making extensive additions to their building and plant the coming season, and at the annual meeting this week, it is expected, final arrangements for the work will be made. Manager Thomas Bates says the company have found the demand on their premises too great for their facilities, and the coming summer will likely see them in much better shape to handle the large amount of business offering. Fortunately they have plenty of land for any extensions.

Middlesex dairymen are now considering a scheme which, it is claimed, will result in abolition of the middleman to a considerable extent, and save the

farmers all the benefits that come from a rise in the price of dairy products. For years it has been the practice of jobbers to purchase quantities of butter and cheese when prices are at rock bottom and hold for an increase. The scheme under consideration is the establishment of a co-operative bureau, which, being incorporated, would have power to receive the banks' aid in financing the deals with the patrons in the country.

Samuel Screaton, head of the wholesale firm of Edward Adams & Co., has been re-elected chairman of the Hospital Trust.

Farmers from the adjoining townships are complaining of the number of fraudulent agents that are around these days. Butter coloring, "guaranteed to be harmless to the consumer of the goods, and sure of bringing higher prices for the commodity," is one of the latest swindles. One farmer reports having paid three dollars for a sample case and subsequently found that the stuff was a concoction of chemical coloring matter and oil, cheaply made up and useless for any purpose. The authorities have been notified of the swindler and it would not be out of place if he were taught a severe lesson.

L. J. Walker, local manager of Bradstreet's for some years, has been transferred to the head office in Toronto. His place here has been filled by the appointment of Mr. Irvine, of Toronto.

The employees of D. S. Perrin & Co. are making preparations for holding a grand ball in the city hall on the night of Feb. 7th.

Western Ontario farmers are interested in the reported discovery of a method of determining the amount of casein in milk by means of a test occupying only seven minutes. Secretary Hern, of the Western Ontario Dairymen's Association, speaks highly of the invention, which comes from the United States. If all that is claimed for it is justified, the new test will result in the farmers having to accept a new standard for the value of their milk, and that the percentage of casein will play an equal part with the amount of fat. The test consists of mixing a quantity of acetic acid with a portion of the milk, and afterwards submitting it to a machine whirling the milk around at 2,000 revolutions a minute. The casein is thus separated and a measurement may then be made. Secretary Hern regards the test as one of the most important discoveries in years.

Despite previous warning, country butchers continue to bring to market meat unfit for consumption. A day or two ago a carcass was exposed for sale which was evidently diseased, and on the attention of the medical health officer being drawn to it, he at once ordered it off the market. That the offender was not placed under arrest is certainly not to the credit of those who are looked to to safeguard the public health.

Wholesale trade is fair, with prices well maintained, an advance in rice for March being noted. Retail trade is quiet.

Saturday's heavy snow storm seriously affected business. Very few farmers came in and there was practically no market. No one felt the effects of this more than the grocers.

Retailers report business somewhat quiet, while in wholesale lines there is nothing new to report.

J. Harley Brown, local representative of the Redpath Sugar Refining Company, is lying ill in the hospital.

The banquet committee of the Retail Grocers' Association will report to the monthly meeting of that body on Wednesday night, recommending Thursday, 27th inst., and the Tecumseh House as the date and place of the annual function, which promises to be one of the most successful yet held.

It is understood that the London Canning Company intends joining the association recently formed by the independent canners of Canada, and which, it is said, will comprise thirty-seven independent concerns.

A movement is on foot among the commercial travelers of this city to have the date of municipal elections changed from the first Monday in January to the first day of the year, as in Toronto. As it is, travelers are practically disfranchised, so far as municipal affairs are concerned. They spend two weeks at home during the holidays, but on Monday of the election they have to go out on the road again and are thus prevented from voting. This they consider a hardship, and will, therefore, petition the city council to apply for the necessary legislation. Under the law as at present only cities having over 100,000 population may hold their elections on New Year's day.

MONTREAL.

The suggestion to have the standard bag of potatoes changed from 90 lbs. to 75 lbs. is, in Montreal, meeting with the general disapproval of retailers, they being of the opinion that this would enable the peddlers to increase their door to door trade, and thus make them even more injurious to the retailer and his legitimate trade.

It will be remembered that last year the liquor licenses were raised from \$200 to \$300, and from \$400 to \$450, but later, a reduction of 50 per cent. of the increase was granted, making the licenses \$250 and \$425. No legislation was passed, however, the Quebec Government merely giving their assurance that the matter would be all right. In conversation with President Laniel, of the Retail Grocers' Association, he stated that at the next meeting a motion would likely be made to send a delegation to Quebec, to endeavor to have a law passed making the present arrangement in the matter legal.

The fact of the G.T.R. shops being closed for one week, caused a falling off

in trade to a certain extent among Point St. Charles grocers. Cash sales were less in evidence than usual, and many customers bought only the absolutely necessary provisions. The shops are operating again, but all the old hands are not on once more, so trade will not yet awhile be as brisk as it was in the Point district during the fall and early winter. One Point grocer upon whom a call was made stated that the apples this year did not seem to possess the keeping qualities of previous seasons, for some reason or other. A number of his barrels had turned out unsatisfactory, causing a loss which he did not expect. Other retailers in the same district, when questioned about this, said they had been finding nothing wrong with their apples.

A period of extremely cold weather has resulted in a scarcity of eggs, or at least a falling off in receipts. Many grocers are offering "new laid," but the prices asked are prohibitive in some cases, for any buyers except the very best. One store had a display inside with a neat sign, "Strictly New Laid, 60c a dozen." Eggs at 5c apiece do not sell very quickly.

Fraser, Viger & Company recently had a very attractive window, advertising the biscuits of Glass, Quebec, and of several English houses, whose lines of biscuits and confectionery are seen on their shelves.

Placide Daoust, ex-president of the Retail Grocers' Association, has issued a very neat calendar, which he is sending around to his customers and friends.

Jean Lamoreux, president of the Butchers' Association, and well known to the majority of the members of the Grocers' Association, is running for aldermanic honors in St. Louis Ward. He has the hearty support of his friends in the trade. N. Sequin, a grocer, was re-elected to the council without opposition.

Burglars broke into the store of Nap. Chartrand, on St. Antoine street, one evening recently, and carried off \$75, along with a quantity of liquors, candies, cigars and cigarettes. Mr. Chartrand has been rather unfortunate in this respect, his store having been burglarized four times in seven months.

SASKATOON.

At a meeting of the Central Saskatoon Agricultural Society in the Board of Trade rooms recently it was decided not to hold a stock show and sale here this spring as was suggested. In the meantime sufficient information will be gathered together to make the project a success next year, if it is desirable to hold one, and for this purpose the secretary is instructed to communicate with other societies in this district.

Wheat deliveries on the local market continue to be fairly heavy, averaging about 2,000 bushels per day. Prices this week are slightly higher. No. 1 northern is quoted at 90c a bushel; No. 2 at 87c; No. 3 at 81c, and No. 4 at 71c. The matter of supplying farmers

with spring seed came before the Board of Trade lately, but it was considered that farmers in this district will not require Government relief in the shape of grain. It is up to each farmer, however to find out for himself whether last year's grain is of the proper standard to produce a good crop this year. Investigations are taking place just now and results go to prove that a careful examination of the bins is worth while. Should the farmers sow grain which is not of sufficient fertility, the result would be disastrous to the west.

As stated last week, Prince Albert will in all probability have a modernly equipped creamery in the near future. T. D. Plomondon, who represents a firm of experienced creamery men, appeared before the Board of Trade with a proposition to establish a plant to cost about \$8,000, for the purpose of making butter and cheese. The members of the board endorsed the proposition. Good butter is a scarce commodity in these latitudes, and it is to be hoped that the plant will be in operation before long. The seed question also came before the board for discussion. Throughout this district large quantities of wheat and oats were unharmed by frost and of excellent germinating quality, but the matter will stand closer investigating.

At the carnival on the Saskatoon Thistle skating rink, two bags of Champion flour, one ham and one tin of baking powder were amongst the prizes awarded to the winners of the married couples' race.

A number of our merchants have donated prizes for the bonspiel which is to be held here this week. The prizes are on exhibition in the windows of Currie Bros., on Second Ave., and make a very handsome collection. James Clinkskill has headed the list with a silver cup valued at \$100. M. Isbister & Son contributed four sets of cutlery. A silver cup was presented by the Saskatoon Milling Co. Four gentlemen's toilet sets by J. F. Cairns and four boxes of cigars by the Hub Cigar Factory.

Several travelers are in town this week making the first trip of the year. Although no very large orders are being booked merchants are keeping an eye on the future and their stocks well up.

On the first of February the firm of Clare & Young, Nutana, will undergo a change. The business has been bought by B. A. Archibald & Co. and this week all hands are busy stock-taking. Mr. Archibald is well qualified to manage the business, having had fifteen years' experience in Halifax, N.S. The stock includes groceries, hardware and dry goods. Asked to what figure the stock would amount Mr. Archibald replied that it would be between thirty and forty thousand. A heavy stock of groceries is piled away in the basement and the warehouse.

A conference of Western grain growers will be held here during the second

week in February. Central Saskatchewan embraces the largest wheat-growing area in the Dominion, and farmers should take advantage of this opportunity for a demonstration. Farmers throughout the country are interested in the question of the markets, and doubtless many other subjects will come up for consideration if there is anything in the grumbings about unfair treatment. If anything is to be accomplished in the way of radical changes organization will be necessary, and the voice of the whole farming community heard.

H. McColl, baker, Prince Albert, has sold his business to J. Hourie. Mr. McColl has been connected with the baking business in Prince Albert for about twenty-two years and always held the reputation for making good bread.

Quietness reigns at the stores, but hopes are entertained that business will become brisker soon.

ST. CATHARINES.

What has been needed in St. Catharines is a covered market—or a certain section where perishable goods are for sale. The law demands this, but so many have been afraid to refuse paying the fee that the matter has been in abeyance for years. A letter was published in each of the St. Catharines newspapers shortly before the municipal election that attracted a good deal of attention. The subject of the letter was talked among farmers, fruit growers and gardeners at the polls in Grantham, Louth and other divisions. Mayor Campbell, in his inaugural address, trusted that the Council could see a way to have a covered market. The Fruit Growers' Association at their meeting on Saturday last took strong views on this question. No fewer than twenty will contribute \$50 each for a stall and pay in addition the regular market fee.

A strong effort is being put forth locally to have electric railway connection with the West, including Beamsville, Grimsby and Hamilton.

STRATFORD.

The very life of a store is its ability to attract and hold the public attention. Always keep changing and putting up something new. The story which fails to create any interest whatever soon drops out of sight and becomes a back number. Always have something on the go—something new. Have new methods mixed with the old ones, abolish the old ones that are seen to be gaining you no advantage or new trade. This object can be attained in several ways. Some merchants have a happy knack of saying just the right thing in the daily papers. This counts for much in the daily routine of the grocer's life. The window is one place which can be used to advantage in this way. Make it bright and attractive, so as to catch the eye at the first glance. Goods should be rearranged frequently and the change should be different as to variety of goods shown.

Always aim to make the window a strong advertising talk. Gaudy displays and trashy decorations detract both from the dignity and from the value of display. Some dealers are always making or working up a contest, but this type of disease is not prevalent in Stratford. Large expense is unnecessary.

“System makes work easy.” The remark was not made by a grocer, but by a drygoodsman, and yet it is a sentence well worth looking at and digesting by the up-to-date grocer. To systematize the work before you every day, is part of the business, and to try to do things in a better way, more thoroughly and in less time than before, requires some thought of self and study of conditions. If you are a retail clerk and expect to develop your time and energy to the highest efficiency, you should begin at once to recognize your way of doing things. Be tidy. It pays to pay attention to the store surroundings, to see that everything is in its proper place. Have a certain place for everything and have some method of keeping everything in its place. No clerk can expect to be promoted unless he or she displays an interest in keeping the boxes in their right place and also that they are piled evenly. The reason so many clerks cry about hard work is because they never learn to do a thing thoroughly. Be thorough. If you set about to do a certain thing, see that it is finished and completed before you leave it. The men at the head of successful businesses were made good managers by getting and adopting these principles. A system of being orderly, prompt and accurate will develop habits which will endow you with ability to do things right.

King winter and the storm king played havoc with the Saturday weekly market. The roads are in an almost impassable state and very few farmers turned out Saturday. However, those who did, took advantage of the scarcity of sellers and knowing that the people wanted produce, these sellers demanded just about what prices they liked, with the result that some of the quotations were somewhat exorbitant. As one buyer put it, “Why, I can buy cheaper than that at the grocery stores.” And so she could.

On Friday night last the local branch of the Retail Merchants' Association held a very successful banquet. It was attended by over 150 of the retailers of the city, and it proved a very profitable function. Many outside speakers were present, including Mr. Trowern, Dominion secretary of the R.M.A. Many questions of importance were discussed and the work among the local retailers should in future travel along smoother and more pleasant lines.

BOARDS OF TRADE CONVENTION.

New Organization to Promote Alberta's Welfare Formed at Lethbridge Last Week.

Representatives of the various Boards of Trade of Southern Alberta met in Lethbridge last week and formed a new organization known as “The Southern Alberta Boards of Trade,” to deal with those problems which particularly affect

the people of the southern part of the Sunshine Province.

Mayor Henderson, of Lethbridge, extended a cordial welcome to the delegates and emphasized the importance of forming a strong organization to advance the interests of Southern Alberta. He hoped that arrangements would be made for annual gatherings.

The Magrath Board of Trade introduced a resolution petitioning the members of the Government of Alberta to establish the proposed Provincial Agricultural College at Magrath, supporting their contention with facts as to the satisfactory position of their town as a site for the college, in that wheat and beet raising, both with and without irrigation, had been carried on for some years in that locality.

The resolution, which was championed by D. H. Elton and other speakers from Magrath, provoked a lively discussion. Several other districts presented their claims, but delegates from Lethbridge and Raymond supported the ambitions of Magrath and the resolution was finally adopted by an unanimous vote.

A constitution was adopted after some discussion, and it was decided that the annual meetings of the association shall be held on January 2nd.

DEVELOPING CANADIAN TRADE.

Former Torontonian Discusses Outlook—Canadians in Important Positions.

H. Donkin, commission broker, of Vancouver and Victoria, passed through Toronto last week on his way from a trip through the States and as far as New York, and as usual visited The Grocer. He resided formerly in Toronto, his father being for many years with Perkins, Ince & Company. Everybody who visited the wholesale trade will remember him, one of the handsomest men in the city, well over six feet and of massive build. While Mr. Donkin handles the agencies for a number of United States and Canadian firms, he is developing the import and export trade with the Orient and makes regular trips to Honolulu, China and Japan. Of the future trade with Japan, he thinks we are not likely to sell many of our manufactures. They will buy grain, flour and similar foodstuffs. Flour trade is likely to fall off because they are encouraging the development of their own mills by increasing the duty on flour and reducing it on grain. They are more likely to sell us manufactures. They are great imitators, can copy anything.

New York, Mr. Donkin says, used to do the Mediterranean fruit trade of British Columbia, but in the last year or two the commission houses there have been securing direct agencies, though there is still a good trade being done by New York houses.

Everywhere he goes, Mr. Donkin says, he meets Canadians, all occupying prominent places. Mr. Boselly, president of the Royal Baking Powder Company, of New York, is a Belleville boy. Mr. Lee, the general sales manager of Libby, McNeill & Libby, is one of the well-known Toronto Lees, who is maintaining the clean reputation that this family have always held in Toronto. Mr. Billing, the manager of the stock yards for the S. & S. Company, Chicago, the largest

shippers of dressed beef in the world, is from western Ontario. He started wheeling a truck in the stock yards a few years ago at 12½c an hour.

CALIFORNIA FRUIT IN TORONTO.

How This Business is Handled in Canada—Imports Increasing Rapidly.

For some five years the contract for handling the California deciduous fruit business in Toronto has been held by White & Co. This contract, which expired with the close of last season's business, has been renewed for another term. The business in this class of highly perishable fresh fruit has grown wonderfully in Toronto since this firm took hold of it. They handled fifteen cars the first season and fifty cars the past season. The fruit is handled at auction and is thereby placed in the hands of the trade in its freshest possible state. It may be interesting to know that when a car of fruit arrives in Toronto it has to be catalogued, unloaded into the auction room, sold the same day and report of sales wired the same night, giving the result of each shipper's lot (usually 40 to 50 shippers in each car), and the money wired to California the next day. The shippers, therefore, get their money without delay. A full, detailed account of the condition, criticism of pack, etc., is made of each lot, which along with the account sales is forwarded to California by mail next day. Altogether the system of handling this business is the most perfect of any in the fruit business. White & Co. will no doubt continue to increase this class of trade.

BRANCH FACTORY IN MONTREAL.

National Licorice Company of Brooklyn Building to Accommodate Canadian Trade.

Announcement is made by the National Licorice Company, Brooklyn, through their Montreal agent, J. M. Brayley, that they will likely be in a position in April to make shipments of their specialties from their Canadian branch factory, which is now in the course of construction, corner Ernest and Desjardins streets, Maisonneuve, Montreal. Machinery is now being installed and their various lines will soon be manufactured in Canada. They will then, of course, be in a better position than ever to take care of the trade of their Canadian patrons, particularly in Montreal and the Maritime Provinces.

PRICES WILL NOT BE RAISED.

Tomato Growers To Get Only 27½ Cents—Growers Organized.

A report from Hamilton this week says: “It seems that the fruit and vegetable growers of Ontario will have to be content with the offer of 27½ cents a bushel for tomatoes made by the canning companies. The growers are holding out for 30 cents, and have threatened not to grow any tomatoes unless they receive that price. They claim to be strongly organized throughout the Niagara Peninsula and western Ontario.

W. H. Millman, of W. H. Millman & Sons, Toronto, has been in Cincinnati this week at the canners' convention and looking after general business.

WHAT TO DO IN FEBRUARY

The Time to Plan Your Spring Work—Get Your Store in Good Clean Shape and Look After Some of the Bad Debts.

Every wide-awake grocer should be of a "planning" disposition. It is not enough to stand behind the counter, welcome the entrance of customers, attend to their needs politely, arrange goods carefully, keep things tidy and do the hundred and one acts that constitute the routine of a grocery. All this is fine and quite necessary. But another step should be taken. He has invested his brains and good hard-earned cash in a business which, for the time being at least, should engage his whole thought and attention. Naturally enough he looks for a suitable return, big or small, on his investment. He should, therefore, study his work closely and seek to increase his income. To do this he must plan to reach out further and further for more business, plan to obtain some of the trade which the other fellow around the corner is getting, plan to revolutionize business if necessary. In this way the grocer can spend time which will amply repay itself. His past experience affords a good guide for the future and bearing that in mind he should lay his plans along the lines most needed. Above all else, see to it that your plans materialize. It is one thing to scheme, it is another thing to carry those plans through successfully. Some of the smaller men financially in the world to-day are inveterate planners, but that's about as far as they get. They lack the happy faculty of making good their dreams.

Having carefully made plans, these should be assiduously pursued and not dropped when other cares crop up.

A Month to Plan In.

No better month in the year is available for this purpose than February, with its rough weather and general quietness in business. A month later spring is in the air and with it business brightens up and other thoughts take up the grocer's attention.

Certain conditions which are not in the grocer's power to rectify cause this month to be quiet. "Times are dull" popularly expresses the feeling of the ordinary merchant as he keeps tab on February's trade. Staple lines are in most demand at this time of the year. Fancy lines move slowly and should not be stocked heavily. The fact that there is no special run on any particular lines gives the grocer a good chance to clear out surplus stocks of staple goods. He should be wary in buying until he has moved out lines that stick. He will know just this required information after his January stock-taking, as outlined in last month's article of this series. By watching just such details as these the grocer is bound to gain in the long run.

House-cleaning is an indispensable part of a housekeeper's duties. This applies with equal force to the grocer, the only difference being as to the respective seasons. The grocer should do his this month, for then it is that the wintry winds do blow, people stay more indoors and thus give the grocer time to straighten things up about the store. It is an excellent chance and should not be overlooked. Go right after dirt like the careful housewife and rest not day or night until everything distasteful has disappeared and a store scrupulously clean results. In all probability some changes in the store have been contemplated. This is your golden opportunity. Put in some bright, attractive show cases or silent salesmen. Make your window capable of doing some business-bringing advertising. Possibly new interior fittings are needed. February's the month for all these renovations.

Collect Old Accounts.

How about the "dead beats," the customers who have been promising and promising to pay up, and who have failed to do so? Why not plan a campaign against the slow payers and make them come to time? You have lots of spare time in February to waken up every one of the bunch. If you have followed our January advice, you will by now have all your books straightened up and know just where you stand and who owes you a bill that has been running too long. During these stormy days keep hammering away at your accounts. Collect everything you can and put your books in good shape while you have the time. Don't be too modest. If you have tackled your proposition once or twice unsuccessfully, go right after it again until you get something definite. There are few grocers who haven't some outstanding accounts that should be collected. Now's the time to clean them up. Some quiet forenoon, gather up some of these accounts and visit the people of promises. By following this up systematically for a time it will surprise you what results you'll achieve. Maybe it will cost you the loss of a customer or two but it will be more like a gain. But if you are tactful and careful, you will be successful.

Another Suggestion.

Lots of grocers utilize this month to put up goods of their own. For instance, a certain enterprising Toronto grocer at this time of the year packs a special line of home-made marmalade and jams. And it has paid him well. Why not try your hand at the same game? There are many such lines of goods that can be put up by yourself at a good profit. Do a little thinking

and see if there isn't something in the suggestion. Many a grocer has made a name for himself in this way and built up a good business for home-made articles. Why not you?

BOARD OF TRADE ELECTIONS.

Montreal Officers Elected Last Week Include Several Members of the Trade.

As a result of the voting for members of the Montreal Board of Trade Council and the Board of Arbitration the following will hold office during the next year: Board of Trade Council—Alex. Orsali, wholesale grocer; A. A. Ayer, butter and cheese; Norman Wight, grain; R. W. Reford, shipping; Alex. McLaurin, lumber; D. C. Macarow, baker; J. R. Kinghorn, steel products; J. S. N. Dougall, paints and varnishes; Jeffrey H. Burland, pulp and paper; Wm. Agnew, dry goods; Wm. Hanson, financier; J. P. Mullarky, railway contractor.

Board of Arbitration—Jas. Caruthers, grain; C. B. Esdaile, grain; W. J. Gear, shipping; E. B. Greenshields, dry goods; Geo. E. Drummond, iron and steel; Sir George A. Drummond, president Canada Sugar Refining Co.; John McKergow, dairy produce; George Caverhill, hardware; Alex. McFee, grain; A. J. Hodgson, dairy produce; Jas. Alexander, dairy produce and Edgar Judge, grain. It will be remembered the officers of the Board of Trade were elected by acclamation recently, Thos. J. Drummond, president; F. Robertson, vice-president; Geo. L. Cains, 2nd vice-president and J. R. Binning, treasurer.

KINNEAR'S HEAD OF THE LEAGUE

A Warm Game With Brokers on Friday Evening Changes Standing.

The way things have gone in the Toronto Wholesalers' Hockey League have been something of a surprise this year. Last year the Brokers were almost invincible and they started out again a few weeks ago at apparently the same pace, but did not keep going. As a matter of fact, the other teams are considerably stronger this year, and have been doing considerable practising, while the Brokers have scarcely been together except at the matches.

Friday evening's game, which was somewhat closer than the score, 11-1, indicates, was a pretty warm contest and included one or two good-natured mix-ups which meant temporary banishment for the participants. The Brokers were weakened by the absence of Billy May, and were unable to keep up to the usual standard.

This win puts Kinnear & Co.'s team at the head of the league, with standing as follows:

	Won.	Lost	To Play
T. Kinnear & Co.	2	1	1
Jas. Lumbers Co.	1	1	2
Grocery Brokers ...	1	2	1

The balance of the schedule is: Feb. 7, Brokers at Lumbers; Feb. 14, Kinnear's at Lumbers. Games are played at 'Varsity rink, starting at 9 p.m.

MAY BUILD CHOCOLATE FACTORY

Theodore Tobler, the Bernese Chocolate Manufacturer, Favorably Impressed With Canada.

Theodore Tobler, head of the firm Tobler & Co., of Berne, Switzerland, manufacturers of the milk chocolate of their name which has been enjoying such a large sale in Canada the last three or four years, has been in Toronto the past week, with McLure & Langley, the company's Canadian and United States agents.

While here chiefly to look over business interests and with the object of planning for a development of his business in America, Mr. Tobler has also been learning something of Canadian business methods and he talks of his impressions in a very interesting way.

"This weather is rather colder than we are accustomed to in Switzerland," he said to a Grocer representative on Tuesday morning, when the thermometer was playing around 18 below, "but," with a smile, "it's good weather to sell chocolate."

A possible result of Mr. Tobler's visit may be the establishment of a Canadian factory for the manufacture of the firm's products. With this object in view a trip was made to Niagara Falls last week, to gain some idea of the power facilities afforded. While nothing definite has been decided in regard to the Canadian factory, the matter will be seriously considered.

"One of the difficulties we would have to contend with in Canada," said Mr. Tobler, "would be to get a satisfactory quality of milk. In our factory at Berne we use 10,000 gallons a day and this supply comes from the farms on the mountains around the city." It seems that the Swiss cattle are of rather better grade than are commonly used for milking purposes in Canada. Their milk cows are worth, according to Mr. Tobler, about 600 francs, or \$150 and, considering different conditions of life, those cows in Canada would be worth somewhere around \$400.

It is milk from these high-grade cows which goes into Tobler's chocolate and, as Mr. Tobler says, it would be almost impossible to get a supply of the same quality in sufficient quantity in Canada. Mr. Tobler suggests that he may overcome this by importing the milk in a dessicated form and completing the process of manufacture here.

The Tobler company have four factories, with an invested capital of 8,500,000 francs and employ about 11,000 hands. A greater part of the work, also, is done by machinery, the latest processes being employed, and from the time the milk and chocolate are placed in the receivers till after the parcels are wrapped, the candy is scarcely touched by hand.

Mr. Tobler is much impressed with Canada and with our business methods. "You have much better organization for sellings goods," he says, "than we have in Europe, and your systems of

advertising are most interesting. You seem to have an energy in these things that we do not possess."

Mr. Tobler will be in Toronto for another week and will then return to Switzerland, via New York. He expresses himself as being well pleased with the way in which his business is being carried on both in Canada and the United States.

On Saturday afternoon last Mr. Tobler was the guest of honor at a dinner at the King Edward, given by McLure & Langley to their travelers and office staff. Mr. Tobler went quite comprehensively into the processes of manufacture of his goods, and replied to a good many questions from the travelers on interesting points. The travelers are now well loaded up with information on these goods.

BOARD OF TRADE MEETING.

Annual Gathering of Montreal Body—President's Address.

The annual meeting of the Montreal Board of Trade took place on Jan. 28th, for the sixty-fifth time. There was a good attendance and after the reading of the annual report and a very interesting address by retiring-president, George Caverhill, two important resolutions were passed. One was that the new Board of Trade Council should be requested to draw up a memorial requesting that if the Quebec bridge were rebuilt it should be at least at a height of 190 feet above the high-water level. This is in the interests of commerce. The other one was to the effect that no Board of Trade Council should in future be considered as having done its duty during the term of office unless it had used every effort to bring about good roads and pavements in Montreal.

The president's address touched several points of special interest. Speaking regarding the present business situation, he said:

"My lamented predecessor in office, in his report on the financial aspect of 1906, referred to the year then under review as a period of striking development, terminating in a marked monetary stringency. During the past twelve months, further striking evidence of the growth of the country, and the consequent expansion of its trade and commerce, caused some uneasiness, and fears were expressed lest the banks of the country should fail to find funds for necessary movement of the crops, and the ordinary requirements of business.

"Despite the severe monetary troubles of our neighbors to the south, the Canadian banks have once again proved the excellence of the system under which they are operated, and it is a cause for congratulation that up to the present time, the Dominion had no sound reason to doubt the stability of its banks.

"The satisfactory growth in the trading and industrial pursuits of Montreal are evidenced by the favorable figures published by the clearing house, the total for 1907, viz., \$1,555,727,270, being a banner year, the smallness of the increase being attributed to the almost complete dearth of business on the Stock Exchange for many weeks."

SIXTEEN YEARS IN A GROCERY.

Mrs. Francis R. McKeown, One of Toronto's Women Grocers, Passed Away on Tuesday.

Mrs. Francis R. McKeown, who, with her husband, has kept a grocery in Toronto for sixteen years, passed away on Tuesday morning, as the result of an attack of grippe and complications.

Mrs. McKeown was taken ill on New Year's day, but had been able to be about for a few days. Last week she was seized with a relapse and this with other troubles, caused her death.

The store, which she has conducted, associated with her husband, Francis R. McKeown, is at 573 King west. Her husband, two sons and a daughter survive.

CHANGES IN TRAVELING STAFF.

Presentation to Retiring Salesman of Davidson & Hay on Saturday.

One of Davidson & Hay's oldest travelers, A. D. Leslie, who has been connected with the firm for twenty-three years, severed his connection last week and will now go after life assurance with the Federal Life Co.

His retirement was made the occasion for a presentation on Saturday last, Col. Davidson, on behalf of the firm, presenting Mr. Leslie with a purse of gold, and expressing his appreciation of his services.

Geo. Moffatt, who has been looking after the firm's business in the city for the past three months, will take Mr. Leslie's territory, the Owen Sound route in Ontario, and W. Bremner, who was with the firm some time ago, will follow in Mr. Moffat's position.

PERSONALS.

Byron N. Barns, Halifax, was in Montreal last week.

John C. Black, sales manager of the H. J. Heinz Co., Pittsburg, is dead. He was known to many wholesalers in Canada.

J. C. Gardiner, of Sugars and Cannery, Ltd., Montreal, is on a business trip to the Pacific coast. He will be away two or three weeks.

Richard Lewis, representing G. F. Sutton, Sons & Co., Osborne Works, London, Eng., was a caller at the Montreal office of The Canadian Grocer last week. Mr. Lewis will make a tour of Canada in the interests of his firm, and will eventually open an office in Toronto.

TRADE NOTES.

At their company's general meeting, held in Toronto recently, E. W. Gillett Co., Limited, a very satisfactory dividend was declared to the stockholders. This old established business is making remarkable progress and its affairs are in very satisfactory condition.

A fire in the C.P.R. warehouse on East Notre Dame street, Montreal, on Tuesday night, Feb. 4th, destroyed flour stored there by the Lake of the Woods Milling Company, to the extent of \$40,000. A quantity of tea in an adjoining storehouse was damaged by water, but the loss will be small. The flour loss was covered by insurance.

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2c per lb.
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NOW IS THE TIME

Could there possibly be a more favorable time to push the sale of Red Rose Tea, particularly the 40 cent grade when common grades of tea are so very dear?

The "stand out" quality of this tea was never so apparent, even to those who are not very particular, as it is now.

Comparisons are said to be "odious" but nevertheless comparison is generally the best test, and a comparison of Red Rose with any other tea will, I believe, convince you that it will pay you to recommend it to your very best customers.

TORONTO OFFICE : 3 Wellington St. E.
WINNIPEG OFFICE : 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N. B.

SEVILLE ORANGES FOR MARMALADE

We are offering these extra fancy oranges, in lots to suit, at moderate prices. Just received, also another car of SIGNAL Brand Navel Oranges, which will please the most fastidious. Prices very attractive. Give us your order.

**THE MONTREAL FRUIT EXCHANGE, 195 McGill St.
MONTREAL**

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

It pays to have proper connections in

The West

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

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

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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



Talking to the Point

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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

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.

Red Heart Lye

98% PURE

This lye we guarantee to be the best line on the market. It gives universal satisfaction and yields a good profit.

PRICES :

8 oz. tins, per doz., - - 65c.
12 oz. tins, per doz., - - 85c.

Packed 4 dozen to the case. Special prices to jobbers buying quantities.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers
of Teas, Wines and Liquors

MONTREAL

Special for One Week

CALIFORNIA PRUNES

"MONARCH" BRAND

50/60s, @ 7½c.
60/70s, @ 7c.
80/90s, @ 6c.

ALL 25-LB. BOXES.

SUBJECT TO PREVIOUS SALE.

Do you want Prunes? If you require prices for anything in groceries, write for quotations.

S. J. CARTER & CO.

WHOLESALE GROCERS

58 MCGILL ST., MONTREAL

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

Choicest Cured Meats

AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham	Rolled Bacon
Boneless Prepared Bacon	Pure Lard
Skinned Boneless Backs	Lard Compound
Finest Baker's Shortening, etc.	

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

Potted Meats

always form an attractive and profitable line on your provision counter. We never had more satisfactory goods in this line than those we are sending out to-day. All made with the greatest care and under government inspection.

Cooked Hams	English Brawn
Cooked Shoulders	Headcheese
Potted Hocks	Potted Pork Tongue
Potted Tender Loins	Potted Ox Tongue
Cooked Pigs' Feet	

F. W. Fearman Co.

Limited

Hamilton, Ont.



Cheese

Advancing markets make it wise for you to buy your cheese at once.

We have in store a supply of finest colored and white, which we are offering at most attractive figures.

Our own buyers bought this cheese in the best cheese-producing districts, and we can guarantee the quality.

Being very closely in touch with the markets on both sides of the water, we can buy at bottom prices. It will pay you to buy from us.

Wire or write at our expense for prices.

THE MONTREAL PACKING CO.

Limited

MONTREAL, : P.Q.

We have no retail stores.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Provisions

They prove so delicious in their purity that your customers want them continually. And, remember, the government food inspector has declared Ryan Brand to be absolutely pure.

GET OUR PRICES NOW!

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

ENGLAND.

Poultry by

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Other Beans

The jobbers' test of a tin of Pork and Beans may show him that there are many brands which are good. That test however, is not as satisfactory as the retailers' knowledge that his customers ask for

Clark's Pork and Beans

And that they can only be brought to try others after precious time has been wasted explaining their quality.

And not only is time money, but the fellow on the other corner will probably have some Clark's Pork and Beans in his window!

Why say any more?

When ordering Pork and Beans, specify Clark's, and as we are filling all orders promptly, you will get them without delay.

Wm. Clark, Montreal
Manufacturer

O'MARA'S BACON

I stock only

Pork and Pork Products

I don't sell Eggs or Cheese, Butter or Poultry.

I make the best

Bacon, Lard, Hams, Sausages and Cooked Meats

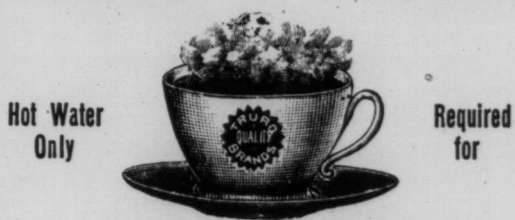
So I don't need any "Side Lines."

JOSEPH O'MARA

Pork Packer PALMERSTON, ONTARIO



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
Purveyors



To
H. M. King
Edward VII

There is only one

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	306 Ross Avenue	WINNIPEG
A. C. URQUHART & CO.	338 Hastings Street West	VANCOUVER

and from all wholesale houses
throughout Canada

TRADE NOTES.

L. Chaput Fils & Cie., Montreal, are having their offices and sample room repainted. When they are completed they will present a very fine appearance. This work is being done at present in order to start the new year bright and cleanly in every way. Stocktaking commenced last Monday.

S. Bosador & Bros., general merchants, of Cobalt, have made an assignment.

Wm. Pollard, Latchford, Ont., who has been conducting a butcher and grocery store, has assigned.

W. Innis & Son, general merchants, of Moorefield, Ont., have made an assignment.

C. L. Nicholson, general merchant, of Riceville, Ont., has assigned.

J. E. Crone, general merchant, of Shelburne, Ont., has made an assignment.

The Moyne Tea Co. (Merchants Mfg. & Supply Co.) Toronto, has been sold to John Casson & Co.

Hunt Bros., general merchants, of Vermilion, Alta., have made an assignment.



A Good Investment

PEANUT ROASTERS
and CORN POPPERS.

Great Variety, \$8.50 to \$350.00

EASY TERMS.
Catalog Free.

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

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.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

A Car Lot of
BUDA

“The Flour of Quality”

will convince you that we put it mildly when we say that Buda flour is the best value in Canada. Many leading dealers are making money out of this brand. Are you? I will give the leading dealer in each town control of Buda* for his town, if his order is in first. Get busy! Write to-day for prices.

J. B. HARTY
PICTOU, N.S.

Condemns U.S. Shipments to Britain

British Inspector Says That Vast Amounts of Boneless Meats Discarded in the States Are Sent to England—Staff of American Inspectors is Inadequate and Tubercular Scraps Are Passed.

From a special cable to the New York Herald.

It is often said that America sends her best beef, bacon and other foodstuffs to England, but if the latest report of Dr. G. Buchanan, Inspector of Foods of the British Local Government Board, can be relied upon, Great Britain receives a vast amount of meat which the Americans themselves discard because it is not good enough for them.

The Local Government Board have now under consideration the question of taking action to minimize or remove the risks to health, which the present unrestricted admission of these foods entails, by the enforcement of regulations such as are authorized by the public health regulations as to food of the act of last year.

Dr. Buchanan, who has been carefully inquiring into the matter, condemns a lot of imports from America. The material chiefly in question is meat imported in boxes, barrels and other receptacles, which contain scraps, lumps, trimmings and other portions of such size and shape that they are not readily identifiable with the definite parts of a dressed carcass.

Scrap Meat From United States.

Nearly all the importations from the United States consist of scrap meat, which has been packed in boxes and frozen. In other words, scrap meat, namely, beef and pork, is one of the numerous articles included in the trade in

American frozen box meat, which has been increasing in recent years.

The boneless beef received in England from the United States consists mainly of what is termed "chucks" of beef, "chuck" being frozen shoulder, but in practice the term "chuck" seems to be used to comprise trimmings from all parts of the carcass, chiefly fleshy lumps from the fore and hind quarters.

They come, says the English Inspector of Foods, from animals whose meat is of inferior quality to that which is exported to Great Britain in half or quarter carcasses as chilled meat. In summer the trade does not pay, in consequence of the quickness with which the contents of the boxes may go bad after leaving cold storage. This is characteristic of boneless chucks, and seems to be generally recognized by the meat inspectors at the central markets in London, who find that after the contents of the boxes have thawed their appearance soon becomes unsatisfactory.

Damage Irish Meat Trade.

The wholesale price of beef chucks is usually three-pence per pound. Their chief sale is in Glasgow and the north of England. In Glasgow American boneless chucks are largely used to make minced collops, and their increasing use there has had a damaging effect on the Irish meat trade with the west of Scotland. In London the chief pur-

chasers of boneless chucks are the makers of pies and sausages. The boxes are often sold unopened. Sometimes half boxes are sold, the box and its frozen contents being cut bodily across.

Boneless pork from the United States consists mainly of boxes of pork cuttings, ham trimmings and the like. These arrive in boxes of sixty to eighty pounds weight. The contents of a box when opened consist of a solid frozen slab.

The price is usually about three-pence or four-pence per pound.

It is said that the inspection in England can afford no check whatever as to the existence of disease conditions in the animal whence meat of this description is derived, nor can any such inspection operate as a check upon the use of uncleanly or objectionable methods of obtaining, treating, collecting or packing scrap meat in the place of its preparation. An inspector, however skilful, can make nothing of chucks or trimmings while they are frozen hard, and all he can do in practice when they thaw is to look for signs of decomposition.

In the meat market the boxes are brought straight from the cold store and their contents are usually still frozen when seen by the market inspectors. Much boneless meat goes straight from the cold store to the purchaser without passing through the market.

It is doubtful, adds the inspector of

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas,
Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

Flour, Grain, Feed, Seeds, etc.
Send your quotations
The leading Quebec Flour and Grain
House.
C. A. PARADIS, Quebec

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

SUCHARD'S COCOA
This is the season to push SUCHARD'S CO-
COA. 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.

POT AND PEARL BARLEY FEED
CALEDONIA MILLS
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN 1/4-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

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

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.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The most cheering comfort

Your customers can always rely upon

Mott's

"Diamond" and "Elite"
brands of

Chocolate

giving them the most gratifying results,
either for drinking purposes or baking.

IN ALL CANADA

there is none to compare with
MOTT'S CHOCOLATE

Every jobber sells it.

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		

COWAN'S Cocoa and Chocolate

leads every other brand in purity and flavor. There's reason behind the popularity of Cowan's.



The name "Cowan's" is a guarantee from you to your customer that you sell the purest and finest flavored Cocoa on the market.

The Cowan Co., Ltd.

Words of Wisdom

Manufacturers

THE Manufacturer who sells his product through dealers, no matter how much magazine and newspaper advertising he may do, cannot afford to ignore the trade journals. The idea that if a general demand is created, the dealer will be forced to carry the goods is all right in theory, but the trouble is that it doesn't work out in practice. The dealer is likely to carry such brands of different articles as suit him, and if he hasn't what people ask for, the people will take what he has. As a matter of fact, the number of those who ask for a certain brand, and refuse all others, is very, very limited. This means that the manufacturer must advertise to the dealer as well as to the consumer. To convince the latter that it is worth while to buy a certain brand is only half the battle. The other half consists in convincing the dealer that it is worth his while to carry the brand. This is best accomplished through the trade newspapers.—*Profitable Advertising.*

foods, whether any system of inspection, however rigid, can be regarded as satisfactory in the case of meat prepared for export in the form of scrap meat.

This form is rightly held in considerable suspicion by the health authorities. In the experience of Great Britain it has been found specially convenient to traders wishing to make profitable use of bad or doubtful meat of all kinds. Preparations of scrap meat, often of inferior quality to begin with, must involve a considerable amount of handling. Scraps may be collected from dirty floors or have been thrown into unclean receptacles, or are liable to have been dirtied or contaminated in other ways.

Save for certain questions regarding tuberculosis, the instructions of the United States Bureau of Animal Industry to the inspectors appeared to constitute a code which could be regarded as generally satisfactory from the health point of view. But, says the British inspector, it is quite another question how these regulations worked in practice. There were serious doubts as to the uniform efficiency of the system of inspection pursued.

From the latest reports received, the staff of inspectors at packing houses must often have been wholly inadequate to secure a thorough inspection of carcasses from disease on the lines of the official instructions.

U.S. Staff Inadequate.

However hard working and competent the inspectors may have been, they have evidently been too few for the proper performance of inspection with regard to disease which the label of "United States inspected" has professed to signify.

Previously there had been practically no control over the proceedings of packers once the carcasses had passed the inspectors. Until the last year, at any rate, the official labels have had no significance as regard preparation, cleanliness, chemical treatment and the like of meat imported in the form of scraps. The new United States meat inspection law has greatly increased the official staff of inspectors.

It has extended their supervision to all parts of the packers' premises and it may be taken to have already effected improvements which are to the advantage of the British consumer of American meat foods. But although henceforth the label "United States Inspected" will no doubt mean more than in the past, it would be rash at this stage to place too great reliance upon its significance when attached to boxes containing such a commodity as scrap meat prepared for export.

Tuberculous Cuttings?

In regard to pork, which forms a considerable proportion of the scrap meat from the United States, an important question arises with regard to tuberculous pork cuttings, ham trimmings and the like exported from the United States to England. They may consistently,

with the Bureau of Animal Industry instructions, be derived from animals which on slaughter have been found to be affected with tuberculosis, provided that the disease, on naked eye examination, is limited to certain parts of the carcass, whereas it is the practice in London and certain provincial meat markets for the sanitary officers concerned to act upon the recommendation of the Royal Commission on Tuberculosis of 1898 and to seize and require the surrender of the carcass of any pig which shows signs of tuberculosis in any degree.

The home trader has a legitimate grievance if in these circumstances scraps of pork from tuberculous animals are allowed to come on the market for no other reason than that the condition of the animals from which they are derived cannot be ascertained by the inspectors in this country on the form of the imported scrap meat. Pork trimmings and other scraps of pig meat from the United States may consistently, with the American meat inspection regulations, have been derived from tuberculous animals which the health authorities in this country would not permit to be used for food.

The pig is an animal readily susceptible to infection by tuberculosis. In the pig the disease spreads with greater rapidity and tuberculosis shows a stronger tendency to become generalized than in the case of a bovine animal.

For these and other reasons there is substantial ground for regarding the meat of pigs which are affected by tuberculosis in any degree as potentially dangerous to the person consuming such meat. This view was taken by the Royal Commission on Tuberculosis. The only safeguard against the diseased conditions in box pork from the United States lies in the system of official inspection of meat intended for export on the premises of the packers in America by officers of the United States Bureau of Animal Industry.

As regards tuberculosis in pigs the meat of which is to be exported to the United Kingdom, the official instructions to the United States meat inspectors differ from the recommendations of the Royal Commission of 1898.

As matters now stand, therefore, if the label "United States inspected" on packages of box pork from the United States be accepted at its minimum value it affords a guarantee that the meat does not come from animals suffering from certain severe forms of tuberculosis, but it does not attest that none of the meat is derived from tuberculous pigs. Indeed, the United States regulations justify the assumption that some of the box pork comes from animals affected by tuberculosis.

I understand that the Royal Commission is now engaged in investigations relating more directly to pig tuberculosis. The results of these investigations when available will obviously require careful study, and possibly a further extension in particular directions before the board could be in a position to consider whether the standard which it has advised the local authorities to adopt on the authority of the Commission of 1898 should be further insisted upon or should be modified in particular directions.

But there seems no reason to wait until a large policy in regard to home meat inspection applicable to such questions as tuberculosis in pigs has been formulated and set going, or to wait for the result of a detailed inquiry as to the relative degree of danger from the meat of pigs affected by tuberculosis of one or another variety, in order to improve the present position with regard to tuberculosis in imported pork. If in the interim measures can be taken to secure greater wholesomeness as regards tuberculosis of the larger part of the pork consumed in this country, that which comes in from abroad, a considerable advantage would be gained from the point of view of the public health, while incidentally a just cause of complaint from the home traders would be removed.

Trade in Cooked Tripe.

The trade in already cooked tripe is almost wholly from the United States. A quarter of a pound of this tripe, which may be considered to be a moderate meal, must often contain more than the maximum dose of boric acid prescribed for an adult by the British Pharmacopoeia. Many persons who eat this tripe incur a definite risk to their health. The new meat inspection law of the United States and the regulations made thereunder have now made it illegal for American packers to use borax or boric acid, sulphites or sulphurous acid and certain other preservative substances in the preparation of the meat foods.

The American packer who prepares preserved tripe of the kind above considered, if he is to comply with the new law and new official regulations, has to carry out the preservative treatment in portions of his establishment which are specially set aside for the purpose and must label his preserved products in a prescribed manner to indicate that the goods are intended solely for export. In these special portions of his premises the packer is permitted by the meat inspection law to carry out any preservative treatment which he requires for his foreign trade, provided that no substance is used in the preparation or packing in conflict with the laws of the foreign country to which the articles are to be exported.

The British laws do not in the present circumstances afford any protection in this respect to the British consumer.

The total amount of cooked or uncooked foreign preserved tripe imported into the United Kingdom is small by comparison with the total quantity of tripe available to the British consumer.

These kinds of tripe appear to constitute a distinct risk to health which it is desirable to remove. Prohibition of their importation would cause little or no difference in the supply of this important food to the public. It would no doubt affect the United States trade, but it would be open to American traders to revise their methods.

L. B. Moore, the Newfoundland representative of T. H. Estabrooks, was in Toronto for a few days last week renewing acquaintances with the Red Rose men, and also spent some days with friends in Guelph. Returning, he called in Montreal. Mr. Moore speaks optimistically of the business outlook in Newfoundland, and says up to date the new year's business has been quite as good as usual.

FRUITS, VEGETABLES AND FISH

**Cold Weather Weakens the Demand for Fruits—Potatoes Steadily Advancing—
Weather Conditions Have Checked Outside Buying of Fish.**

The heavy storms and cold weather have weakened the demand for fruits. It has been practically impossible to ship to outside points. No material changes are noticeable. Prices remain steady. Good marmalade oranges are arriving. The supplies of cranberries are getting low and will soon be done. They have been moving very slowly this season.

Weather conditions have stiffened the price of potatoes and a further advance in Delawares has resulted. Other lines of domestic vegetables are selling well. Fancy stuff is slow.

The cold weather is helping the demand for fish. Business is satisfactory, although the heavy storms have made shipments backward. Prices are steady. Railway contractors have been buying heavily. Considerable trouble is being experienced in filling outside orders.

MONTREAL.

GREEN FRUITS—Heavy snows which blocked country roads have resulted in a falling off in the demand for fruits. Orders from country districts have not been numerous of late and improvement is not anticipated before the roads are opened up again. Oranges, lemons and other staples are in fair demand in the city. Prices this week show no change.

Bananas, fine stalk.....	2 00
" jumbos.....	2 25
Cocconuts, new, per bag.....	4 50
Lemons.....	2 25 52.50
Navel oranges.....	2 75 3 25
Florida oranges, box.....	4 01 5 00
Porto Rico oranges, box.....	2 50
Jamaica oranges, bbl.....	4 00
Valencia oranges.....	2 75 3 25
Tangerines, half-box.....	3 00
Pineapples case.....	4 50
Grape fruit, box.....	3 00 7 00
Almeria Grapes, keg.....	4 00 5 00
Cape Cod cranberries, bbl.....	10 00 11 00
Nova Scotia cranberries, bbl.....	6 00 7 00
Kumquat, qt.....	0 25
Strawberries, qt.....	0 60
Apples, sameuse, bbl.....	4 00 5 00
" other fall varieties, bbl.....	2 00 5 01

VEGETABLES—Weather conditions which have affected fruit sales, have made themselves felt in vegetable circles. There is little new to report this week. Prices have not changed since last report. Potatoes are firm at the old figures, receipts being fair.

Parsley, per doz. bunches.....	0 35
American parsley, large bunches, doz.....	0 75
Sage, per doz.....	0 60
Ravory, per doz.....	0 60
Cabbage.....	0 20 0 35
Turnips, bag.....	0 65 0 75
Celery, doz.....	0 25 1 00
California celery, crate.....	5 00
Water cress, large bunches, per doz.....	0 75
Spinach, bbl.....	3 50
Green peppers, crate.....	3 50
Boston hot house cucumbers, doz.....	2 01
Potatoes, per bag.....	1 00
Sweet Potatoes, basket.....	3 25
Beets, bag.....	0 75 0 80
Carrots, bag.....	0 60 0 65
Tomatoes, Florida, crate.....	4 50 5 00
Tomatoes, hot house, per lb.....	0 35
Spanish onions, small crates.....	0 75 1 00
" large crates.....	2 25
Canadian onions, lb.....	0 01 0 01 1/2
Boston lettuce hot house, per doz.....	0 90

FISH—New tomcods and sea herring are lower in price this week, but the list is unchanged otherwise. Fish dealers

report very satisfactory business from all sections. Good sized orders are being shipped to railway contractors in the province. Oyster sales are fairly good, prices remaining unchanged.

Fresh and Frozen Fish.

Haddock, per lb.....	0 04 0 15
Halibut, per lb.....	0 03 0 09
Mackerel, ".....	0 09
Dore, ".....	0 07 0 08
Pike, lb.....	0 04 0 15
Cod fish, lb.....	0 04 0 15
Steak cod, lb.....	0 05 0 15
Whitefish, lb.....	0 08 0 10
B.C. Salmon, lb.....	0 08 0 08
Qualla Salmon, lb.....	0 07 0 08
No. 1 Smelt, lb.....	0 08 0 08 1/2
New tomcods, bbl.....	2 35 2 40
Sea herring, bbl.....	1 75 1 85
Smoked and Salted—	
Haddies, box-s, per lb.....	0 07
Kipperd Herring, 50 in box.....	1 10
Smoked herring, per small box.....	0 16
Yarmouth Bloaters, per box.....	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases.....	5 25
Boneless cod, 20 lb. boxes.....	0 06 0 09
Boneless fish, 20-lb. boxes, blocks.....	0 05 0 05 1/2
Boneless fish, 25-lb., boxes, per lb.....	0 05
Oysters and Lobsters—	
Standards, bulk, per imp. gal.....	1 50
Selects, bulk, gal.....	1 70
Paper pails, 100, pint size.....	1 10
" 100, quart size.....	1 50
Boiled lobsters, lb.....	0 18
Live lobsters, lb.....	0 15
Pickled fish—	
No. 1 Labrador herring, per bbl.....	5 50
" " per half bbl.....	3 00
No. 1 Nova Scotia, per bbl.....	5 25
" " per half-bbl.....	2 50
No. 1 Haddock, bbl.....	6 50
No. 1 Pollock, bbl.....	6 00
No. 1 Mackerel, 20-lb. kits.....	1 75
No. 1 sea trout, 100 lb. kegs.....	6 50 7 40
Green cod, per bbl.....	6 00
Melium " " ".....	7 50
Large " " ".....	8 00
Labrador Salmon, 1/2-bbl.....	8 50
No. 1 salt eels, lb.....	0 07 0 03
New Orleans shallots, doz.....	0 60
Radishes, doz.....	0 60
Bermuda parsley, crate.....	3 00
Mushrooms, per lb.....	0 75
Worse radish, per lb.....	0 12
Beans, green, basket.....	6 50
Beans, wax basket.....	7 00
Egg plant, doz.....	2 00
Green peas, basket.....	5 00 5 50
California cauliflowers, per crate.....	4 00

TORONTO.

GREEN FRUITS—Business has taken a quiet turn, due to the severe cold snap which has prevented shipments. The depression has not resulted in any break in prices. Oranges have a firm tone. Floridas are getting low. Choice marmalade oranges are arriving. Lemons are steady at old prices. Grape fruit is moving better. Bananas are unchanged. Cranberries are becoming scarce. Almerias are in fair demand.

Oranges, Florida's new.....	2 00 2 25
Oranges, Mexican, new.....	2 00 2 10
" naval, new.....	2 75 3 25
" Valencias.....	4 50 5 00
" Murcias.....	1 75
" Bahamas.....	1 75 2 00
Oranges, bitter.....	2 50 2 75
Lemons, California, 240, 300, 360, 420.....	3 00 3 00
" Messinas, new crop.....	2 50 2 75
Grape fruit, 54's 80's, 96's.....	4 50 5 50
Apples, No. 1 winter fruit.....	2 50 3 50
" No. 2.....	2 00 2 50
Bananas, Jamaica firsts, per bunch.....	1 65 1 75
Bananas, jumbo bunches.....	2 00 2 25
Bananas, 2 hands, green.....	1 25 1 35
Bananas, Firsts.....	1 65 1 75
Quinces, per basket.....	0 50 0 60
Cranberries per bbl.....	7 00 10 00
Almeria grapes, per keg.....	5 50 6 00
Tangerines.....	3 00 4 00

VEGETABLES—Business is reported good. Potatoes are firm and, as predicted last week, advancing. Delawares are selling around \$1.15 per bag. The rough weather is responsible for the high prices ruling. Turnips and such

BUYERS ARE WELL SATISFIED with the **Golden Flower and Rose Brand Navels**

Most dealers are sending repeat orders—Try a few boxes.

Have full supply Extra Choice Washington Navels, Messina Lemons, Dates, Figs, Nuts, California Celery, Almeria Grapes, Onions, Lettuce, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

You don't have to skin your



to see that

"Golden Flower"

contains superior fruit—is given more care and attention in the harvesting and packing than any other brand of Navel Oranges.

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association
Redlands - California

FRUIT, VEGETABLES AND FISH

vegetables are in fair demand. Fancy stuff is very slow.

New Brunswick Delawares, per bag	1 05	1 10
New potatoes, Canadian, per bbl.	1 05	1 10
Sweet potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz.	0 75	0 75
Beets, per bag	0 90	0 25
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 50	0 70
Carrots, new, per doz. bunches	0 35	0 40
Turnips, per bag	0 85	0 95
Parsnips, per bag	0 60	1 50
Cauliflower, per doz.	0 10	0 10
Parsley, per doz.	0 35	0 40
Celery, Canadian, per doz.	0 75	0 75
" California, per doz.	1 00	1 00
Lettuce, imported	2 50	2 50
Cucumbers imported, per doz.	5 00	5 00
Tomatoes, imported, per crate	0 55	0 55
Strawberries, per box	0 65	0 65
Mushrooms, per lb.	0 65	0 65

FISH—Business to outside points has suffered severely from the heavy snow-storms. The roads are blocked badly and shipments cannot be moved freely. Prices of all lines rule about the same. No material shortage is reported. Good ciscoes are very scarce.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 12	0 10
Whitefish, winter caught, per lb.	0 07	0 08
Haddock, frozen, per lb.	0 90	0 95
Holland herring	0 07	0 08
Herring, medium, per lb.	0 07	0 10
" Jumbo, per lb.	0 12	0 12
British Columbia salmon, per lb.	0 09	0 09
Qualla, per lb.	0 09	0 09
Trout, fresh, per lb.	1 00	1 00
Ciscoes, per basket	2 40	2 40
Labrador herring, fresh, per 1 0.	0 09	0 08
Halibut, fresh caught	0 08	0 08
Shredded cod, per lb.	0 90	0 90
Shredded cod, per doz.	2 40	2 40
Halifax fish cakes, case	4 30	4 30
Acadia tablets, per case	0 20	0 35
Live lobsters	0 07	0 12
Bluefins, small white, per lb.	0 12	0 25
Mackerel mediums, each	0 25	0 25
large	0 08	0 08
Finnan Haddie, per lb.	0 08	0 08

EDMONTON'S WHITE FISH TRADE.

Large Shipments of Fish Caught in Northern Alberta Lakes.

From present indications the Lake Winnipeg whitefish industry is soon to have a very formidable competitor in the region to the north of the Alberta capital city. One dealer in Edmonton is shipping fifteen cars of whitefish to the Chicago and other eastern markets, as compared with four cars last winter; and other dealers can show an increase almost as great.

So great an advance in one season emphasizes the great possibility of the whitefish export trade for the city of Edmonton, and this is only one of the many great natural resources yet to be developed in the country tributary to Edmonton. The salmon, halibut and herring fisheries of the Pacific coast waters have meant much to the city of Vancouver, and there is every reason to believe that the whitefish caught in the cold lakes of northern Alberta may prove a source of almost as much wealth to the city of Edmonton. These lakes are almost the last virgin fishery grounds for a delicacy that has for many years had an assured market cultivated by the now depleted fisheries of the eastern lakes. As the centre of the export whitefish trade of northern Alberta, Edmonton should benefit greatly.

J. W. Windsor, the canner, Montreal, is in the Maritime Provinces for a couple of weeks on a business trip.

Marmalade Oranges

Our direct shipments of High Class Marmalade Oranges will be here next week. Special care has been taken in packing and grading and we are promised the finest yet sent to Canada.

Packed under the

"Home Guard Brand"

the emblem of quality, in boxes 160s, 200s and 240s. Special prices in round lots.

WHITE & CO., Limited
Toronto and Hamilton

Shippers of produce will do well to consign to us. Special attention given to handling Butter, Eggs, Cheese and Poultry, etc., at Toronto.

B.L.O.E.

BEST LEMONS ON EARTH

"St. Nicholas"
"Home Guard"
"Kicking"
"Puck"

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

"GOLDEN ORANGE" Brand
NAVEL ORANGES

Grown and Packed at

Arlington Heights, California

Stand unrivalled and alone, for **Quality and Appearance.** Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

HUGH WALKER & SON

Established 1861

Guelph, Ont.

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

FRUIT, VEGETABLES AND FISH

"BRONCO"

**Brand
Navel Oranges**

As much difference in ORANGES as in Diamonds only to get the "pure quill" you don't have to pay but very little more than for the poor kind.

Poor economy to sell your trade poor oranges.

**Buy the Best
California Pride**

Juicy, Sweet, Delicious

White & Co.

Limited

Toronto

Sole Agents "Bronco Brand" on the market for over 12 years

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

JOHN E. CASSIDY

Highest Quality Oysters
WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

DEATH OF D. S. PERRIN.

Prominent Biscuit and Confectionery Manufacturer passed Away on Saturday.

By the death of Daniel S. Perrin, which occurred at his home in London, on Friday last, London loses a citizen of seventy-three years' residence, and one who was among the city's most successful business men. He was born in Brockville seventy-four years ago and came to London with his parents when but a year old. When a young man of twenty he started in business in a small way in the east end of the city, and by his keen business ability gradually became one of the largest manufacturers of biscuits and confectionery in Canada. In 1902 the firm of D. S. Perrin & Co. was made a limited liability company, with a capital of a quarter of a million dollars, and built an extensive addition to their works on Dundas and Carling streets. Mr. Perrin, in his time, was a most public spirited citizen, and in the old days was long a member of the city's volunteer fire brigade. A prominent member of the First Methodist church he was for years one of its trustees, and contributed liberally to charitable objects. For some years Mr. Perrin's health had been poor, but his death came unexpectedly. Besides Mrs. Perrin, he is survived by one daughter, Mrs. (Dr.) Hadley Williams. One brother, Finlay, is a resident of this city. It is understood that the death of Mr.

Perrin will in no way affect the conduct of the large business of which he was the head.

EDMONTON CLERKS' OFFICERS.

Elections for New Term Were Held Recently.

At a meeting recently of the Edmonton Retail Clerks' Association the following officers were elected for the ensuing term: Past president, J. S. Berkman; president, T. C. McCrae; 1st vice-president, B. S. Rothwell; 2nd vice-president, E. E. Davies; treasurer, E. D. LeRiche; financial and corresponding secretary, F. H. Drayton; recording secretary, J. P. Forsythe; guard, C. Edwards; guide, Geo. Cunningham; agent, A. E. Macdonald.

FRUIT AUCTION MEETING.

Officers Elected and Satisfactory Report Given.

A satisfactory year was reported at the annual meeting of the Montreal Fruit and Auction Company, held at the offices of the concern on Mountain Street last week. A dividend of 6 per cent. was declared. These officers were elected: President, John Caldwell, of John Caldwell & Co.; vice-president, Chas. M. Hart, of Hart & Tuckwell; secretary, J. Edward Brown, of Jos. Brown & Sons; directors, R. C. Barry, of John Barry & Sons, and J. F. McLean, of the Montreal Fruit Exchange.

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

TO LET

MODERN PRODUCE STORES

Our new warehouse at 672 and 690 Main Street, St. John, has four ground floor stores which are offered for rental. Location, practically centre of city of 50,000 people; three minutes from Union Station; two hundred feet from street car transfer, two lines of which pass the doors. Specially designed for fruits, meats, fish or dairy goods. Each equipped with cork-insulated cooling chamber connected to our machines. Steel finished, hardwood floors, plate fronts, electric lights, office space and toilet rooms. Rentals include light and refrigeration. Will let singly or all to one party. Possession at once. For terms, write or call on

The New Brunswick Cold Storage Co. Limited

St. John, N.B.

Celery, Cucumbers,
Navel and Porto Rico Oranges, the best and sweetest
THE DAWSON COMMISSION CO., - TORONTO

Consignments Butter, Eggs and Poultry, Solicited.

J.V. DE YBARRONDO & CO.

Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS
R^o ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLD
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c

BORDEAUX FRANCE

Shippers Also of

**All Canned
Vegetables,**

**Pure White Wine
Vinegar,**

**Clarets, Brandies
and Champagnes.**

JUST RECEIVED

Special consignment of

No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspe Herring,
Large Frozen Newfoundland Herring,
Frozen Haddock, Finnan Haddies.

Extra Choice Fish. Quality Guaranteed.
Attractive Prices.

J. & R. McLEA

THE IMPORTERS

23 COMMON ST., - MONTREAL

Grocers who sell

"Halifax" and "Acadia" Codfish

have a steady demand for it the whole year through, but naturally heavier during the Lenten Season.

That's why Lent is a good time to see whether it will go with you. It's not too late to give us an order.

Write us a post card, and we will put you in touch with somebody who can supply you at a minute's notice.

The Atlantic Fish Companies, Limited
Lunenburg, Nova Scotia



**Buy
Brunswick
Brand
Canned
Goods**



- 1/4 Oil Sardines (Sanitary)
- 1/4 Oil Sardines (Hand Made)
- 1/4 Mustard Sardines (Sanitary)
- 1/4 Tomato Sardines (Hand)
- 3/4 Mustard Sardines (Sanitary)
- 1-lb. Clams
- 1-lb. Scallops
- Herring in Tomato Sauce
- Kipperd Herring
- Finnan Haddies
- Fresh Herring

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

Black Olives

I have received a special shipment of **Black Olives** in barrels which I am offering at attractive prices. These are particularly fine stock which will please your customers.

Scotch and Holland Herrings

I am in a position to fill orders for these goods—barrels, half-barrels and kegs. My stock is the best on the market.

P. ADELSTEIN,
5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of California and Lima Beans.

FRESH FROZEN SEA HERRING

CHOICE LARGE, BRIGHT FISH

Also in store complete stock of Haddock, Cod, Salmon, Halibut, Smelts, Whitefish, Pickerel, Pike.

ALL OTHER KINDS IN SEASON.

We are headquarters for Fish.
Get our price list before ordering.

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.

THE F. T. JAMES COMPANY, LTD.

TORONTO

==== Catchers and Wholesale Distributors of ====

FISH and OYSTERS

WE ARE INDEPENDENT
OF THE BIG FISH TRUST

Write us for quotations.

We can interest you.

This is
OYSTER
Weather

The kind you have been asking for.
Now is the time to reap your
harvest in the Oyster business.

Buy the best
H. C. ROWE & CO'S
"Long Island Native"
OYSTERS

Handled exclusively by

White & Co., Ltd.

Toronto and Hamilton
Orders filled on short notice no
disappointments.

CONDENSED OR "WANT"
ADVERTISEMENTS.

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

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

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.

FOR RENT.

STORAGE suitable for out of town manufacturers or
brokers, central in Toronto. Office room if
required. Address "Storage," THE CANADIAN
GROCER, Toronto. (6)

WANTED.

WANTED—Responsible salesman selling to retail
grocers to handle sideline paying an A1 com-
mission; no sample to carry; circulars only.
Address Box 178, CANADIAN GROCER, Toronto.

TRAVELERS WANTED.

WANTED—Salesman in each province of the
Dominion calling on the grocery trade, to sell
Sinecure Scourer, a polishing and scouring soap,
on commission; liberal commission and exclusive
territory to the right man. Apply Cancomco, this
office.

SITUATIONS WANTED.

YOUNG man with several years' experience in city
grain office wants position in country store with
chance to learn business, Box 17, CANADIAN
GROCER, Union Bank Building, Winnipeg. (9)

YOUNG man, 25 years of age; seven years' experi-
ence as practical grocery and confectionery sales-
man; desires position on the road for responsible
house; territory east of Toronto; knows and can sell
goods. Box 177, CANADIAN GROCER, Toronto.

AGENTS WANTED.

SARDINE AGENCY—Large Norwegian packers of
sardines want energetic agents in the different
parts of Canada. Applications marked "Quality"
to the CANADIAN GROCER, Toronto. (8)

SITUATION VACANT.

WANTED—Position as traveler, to represent first-
class firm of wholesale grocers, in Edmonton
and Alberta. Apply R. R., care of CANADIAN
GROCER, Toronto. (6)

Apples Wanted

Spies selling No. 1 at **\$4.00**
" " No. 2 at **\$3.00**

Mixed cars also selling well.

DON'T DELAY SHIPMENTS

We also want

**Potatoes, Fresh Eggs,
Butter and Poultry**

Auction sales

Monday, Wednesday and Friday

G. A. BOOTH

51 Nicholas St. Fruit Exchange Bldg.

OTTAWA, ONT.

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

Royal Sport and Hogen Mogen

Cigars have been on the market so long, and are so thoroughly appreciated by smokers, that the wise grocer always has a stock on hand.

BE WISE

The Sherbrooke Cigar Co., Sherbrooke, Que.

THE MAN WHO SMOKES

is worth going after, Mr. Grocer. He has money to spend, and wants to spend it—good combination for trade! Go after him with

T. & B.

“THE PERFECT PIPE TOBACCO”

Give him a pipeful, and you will sell him a regular supply. It is delicious—mild and fragrant and cool, never “bites the tongue” or clogs 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

TRADE NEWS OF NEW BRUNSWICK

January Business Equals Last Year—An Advance in Seeds—Light Fish Receipts With High Prices for Lobsters.

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., Feb. 4.—According to several of the local wholesale grocers business so far this year has been equal to last year and in some cases it is reported a shade ahead. There have been no changes in prices during the past week except in seeds and the advance in this line has been quite considerable. Timothy has advanced 10 to 15 cents a hundred and notwithstanding the exceedingly high prices at which clovers opened, alsike has jumped up 50 cents a hundred while red and mammoth clovers are from \$2 to \$2.50 a hundred higher. The best clover now sells at \$24 to \$25 a hundred.

The oatmeal market is rather erratic. It is up one day and down the next. The price has been advanced by the millers but the local dealers have not made any changes as there is a lot of oatmeal held here that was purchased at a low figure. Sugar is steady and flours and meals are firm with no changes in quotations.

Collections are only fair, many of the country people offering as an excuse the absence of snow which had affected business very materially. There was a heavy snowstorm on Thursday, however, and it is thought that the benefits will be far reaching as there is plenty of snow now all over the province.

The fish receipts of the past week have been very light but shipments to the West show an increase. H. P. Robertson sent a carload of bloaters to Winnipeg and Leonard Bros. shipped a car of mixed cured fish to British Columbia. Lobsters are being held at high figures by the fishermen and the canners may have to raise their prices in consequence.

Daniel J. Purdy, the local grocer and ship owner, at present one of St. John's representatives in the provincial legislature, was nominated again on Thursday last as one of the Government candidates in the provincial elections, to be held on March 3. If elected, there is a possibility of Mr. Purdy being taken into the cabinet.

WINNIPEG GROCERS' BANQUET.

Annual Curling Dinner to City Travelers Last Week.

The city grocers held their annual curling banquet in Manitoba Hall on Wednesday night, Jan. 29. The banquet was tendered by the city grocers to the city travelers and it was attended also by several wholesale grocers, among were A. S. Lock, Alex. Macdonald, Geo.

Galt, W. R. Campbell, J. J. Codville, T. Jobin and K. Mackenzie. The chairman was J. A. McKenhan, the Main St. grocer, and the vice-chairmen were J. H. Dickie and Chris. Campbell.

Among those present were: A. R. Christie, T. Hurlley, D. W. McLean, C. E. Christie, Geo. Thompson, D. Fergie, E. B. Nixon, W. H. Stone, W. D. Haney, A. McKinney, J. W. Horne, C. Werring, R. L. Waugh, R. P. McIntosh, J. H. Treleanen, A. Douglas, E. McGuire, T. Riley, A. McDougall, C. Gibson, C. Congleton, Mat. Richardson, Fred Elliott, M. W. Johnston, P. J. Boxer, E. Tugwell, M. Watson, J. Grant, N. Ford, J. Oakes, E. McKittrick, M. McCormick, W. Mitchell, Frank Johnston, R. Brewer, M. Ferris, J. O'Hare, J. MacKay, W. Buchanan, W. Mahoney, E. McClure, A. White, D. W. Rutherford, A. McKechnie and C. Hopkins.

RICE PROSPECTS GOOD.

Advices From Primary Markets Quite Encouraging.

Late advices from Rangoon, Burmah, British East Indies, report that the area under cultivation in rice in the fifteen principal rice producing districts of that part of the East Indies is now 7,300,000 acres of land. Of the ordinarily available land there is reported to be 494,000 acres not planted and some 67,000 acres had been destroyed by floods. The prospects for the rice crop are said to be good and in some of the districts exceeding the normal. The surplus available for export is estimated at 2,514,000 tons of cargo rice.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco

It's a Trade Bringer

MCDUGALL

Insist upon having them.
D. MCDUGALL & SON, Glasgow, Scotland.

CLAY PIPES

20 years of progress of the firm of
JOS. COTE

Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.

Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.

We have 6 travellers who are continually on the road at the disposal of our customers.

Branch: 179 St. Joseph St. Phone 1272, 209

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BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



DISCUSSED ANNUAL FOOD SHOW.

Grocers' Section of R. M. A. Hold Special Meeting.

A special meeting of the grocers' section of the Retail Merchants' Association of Canada was held in the association's board room on Monday evening, Jan. 27. E. C. Moyer, chairman, presided.

The object of the meeting was to receive the report from the pure food show committee, and to consult with some of the exhibitors as to what action they deemed it advisable to take. George Good, chairman of the committee, stated that an invitation had been received to consult with the officers of the Canadian National Exhibition Association, who desired to know if the committee would take charge of a building or portion of a building to be allotted in the grounds during the holding of the next annual exhibition, as it was their purpose to place all the manufacturers of foodstuffs together. He stated that the committee had fully considered the matter and had also found that if they consented to the proposal it would not in any way interfere with the holding of the annual food show in the spring. He said further that the committee had decided to accept the offer from the Canadian National Exhibition Association and if the exhibitors felt that one would not interfere with the other, it would be for them to say whether the food show for this year would be held or not.

F. C. Higgins and E. M. Trowern, other members of the pure food show committee, supplemented the report of the chairman, and the matter was left for the meeting to discuss.

Geo. H. Campbell, representing the Red Rose Tea Co., stated that as far as their firm was concerned they found that the pure food show had done them a great deal of good and they considered it one of their best advertising mediums. He said that he would regret very much if the food show was cut off this year.

Mr. Langley, of Messrs. McLure & Langley, also spoke, and stated that he also found the pure food show of great benefit to them, but did not consider the building was as appropriate as it should be but as he did not see where a better one could be found in the city, and as the attendance had been excellent he thought that the holding of the food show in the spring would in no way interfere with the arrangements the committee had made with the exhibition association. As far as his firm was concerned they would do all they could to make it a success if the committee decided to go on with it.

B. Griffin, Mr. Grigor, Mr. Nettleton and others all spoke and it was finally moved by F. C. Higgins and seconded by G. Good that a committee be appointed consisting of Mr. Campbell, representing the Red Rose Tea Co.; Mr. Langley, of McLure & Langley; Mr. Schumaker, of the Armour Co., with power to add to their numbers, to act with the food show committee to make final arrangements in the matter.

A deputation was present from the Toronto Retail Grocers' Association, consisting of Messrs. Bell, Clark and Van Loan, who expressed their desire to co-operate with the members of the section in the legislation that has been

applied for to amend the Division Court Act for the purpose of simplifying the collection of small debts.

The chairman spoke appreciatively of the presence of the deputation and expressed the wish that the two associations might grow to a closer relationship.

THE SITUATION IN JAPAN.

Native Tea Man Discusses Prospects and Prices.

Hikonojo Komada, managing director of the Japan Tea Exporting Company, Kobe, Japan, accompanied by O. W. Bowne, New York, manager of the firm, paid a visit to the Montreal trade last week. Mr. Komada visits Canada every year, and is pretty well in touch with the situation in this country as well as in Japan.

Speaking of the past season, he said that export business had been larger than for years, taking into consideration the size of the crop. A peculiar fact illustrating the scarcity of tea in Japan lay in the shipping of Japan tea from San Francisco to that country. Explaining this, Mr. Komada stated that so good had prices been that almost the entire crop had been sent out of Japan. The natives were using a poorer grade of tea than ever before, but even this tea was in short supply and this made it necessary that some stock should be brought back. At the moment holdings in the country of growth are practically nil.

Firm prices are anticipated in May when new crop teas are offered. The markets in Canada and the United States are very bare of old teas and the new will in all likelihood find an extremely bare market. He did not think that prices would be materially higher than last year.

While in Montreal Mr. Komada and Mr. Bowne made their headquarters at the offices of Watt, Scott & Goodacre, who represent the firm.

RETAILERS' CONVENTION.

Programme of Annual Meeting in Winnipeg, Feb. 19th.

The regular annual meeting of the Retail Merchants' Association of Western Canada will be held in the association rooms, Winnipeg, on Wednesday, Feb. 19th. The object of the meeting is for the transaction of general business, the discussion of the policy of the association in various matters, and the election of officers for the ensuing year. The programme is as follows:

Wednesday, Feb. 19 (morning): Receiving and registration of members at association rooms and arranging business programme. (Afternoon): Opening of session by President W. G. McLaren, (Souris); president's address, report of insurance committee, report of secretary-treasurer, report of legislation committee, election of officers, general business.

RECORD ORANGE CROP.

This Year's Harvest Promises Away Above the Average.

Recent advices from California state that the orange crop harvest there, now in full swing, in quantity and in quality promises to break all previous records. The fruit exchanges of the state estimate that the total output of oranges will reach 30,000 carloads, about 9,000,000 boxes, or 1,350,000,000 oranges. The harvest will last until July 4.

While undoubtedly the crop of oranges is far above the average, it does not follow that its effect on market conditions in Canada will be marked. The California shippers have a very efficient organization and by careful attention to the different markets they have before this demonstrated their ability to curb a bearish market. Prices should become easier, but it may safely be predicted that there will be no abnormal break.

TRAVELER'S SUDDEN DEATH.

W. H. Smardon Passes Away on First Trip for New Firm.

W. H. Smardon, traveler for the Johnson-Richardson Company, Montreal, makers of Dyola Blue, died suddenly at St. John, Que., recently. He returned to his room at the Canada Hotel the previous evening and asked to be called at 8.30 in the morning. When the bell boy came around in the morning it was found that he had died during the night. He had just accepted the position with the firm and the day of his death was his first on the road with the new concern.

PERSONAL NOTES.

L. Fontanel, Montreal, will be back from Europe on Sunday morning.

A. H. Brittain has returned to Montreal, after a short business trip to Toronto and Hamilton.

T. H. Bell, of Thos. Bell, Sons & Co., Montreal, has returned from a short business trip to Kingston.

James Alexander, of James Alexander, Limited, Montreal, will leave shortly for a holiday on the Mediterranean.

Geo. Hodge, representing Chase & Sanborn, the coffee importers, Montreal, will spend a few days in Ottawa next week, in the interests of his firm.

J. H. Lefebvre, of the Ozo Company, Montreal, is back at his desk again after a spell of illness. His many friends in the trade will be pleased to learn he is again in harness.

H. Hubbard, Canadian agent for Brand & Co., London, Eng., manufacturers of Al Sauce and other specialties, is in Winnipeg at present in the interests of his firm. He called last week at the Winnipeg office of The Canadian Grocer.

John M. Kirk, who has lately been with the Sherbrooke Cigar Co., is now representing the Robert Greig Co., with which house he was connected some years ago. Mr. Kirk will cover Eastern Ontario, Quebec and the Eastern Townships, which is old and familiar ground to him, and started on his new trip last Monday.

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

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufac-
turers of embossed Can Labels,
Cigarette and folding boxes in
the world.

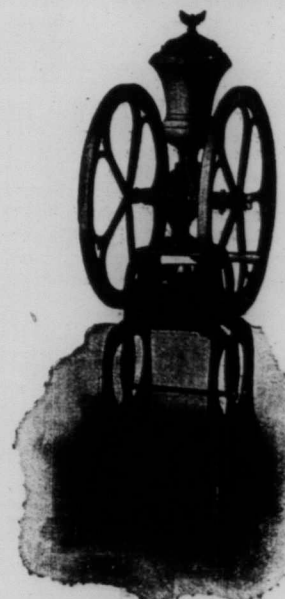
Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

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.

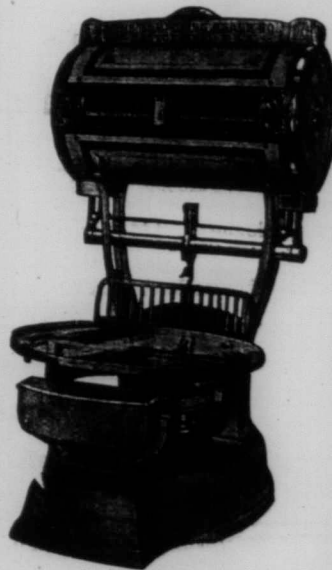
COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

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Absolutely Automatic



The Dayton
Over 210,000 Scales sold. Are you
one of the users?

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 plat-
form of the scale.

Plate glass platform. Full
jewelled Siberian agate and
ball-bearings.

Plain Figures Show
Value

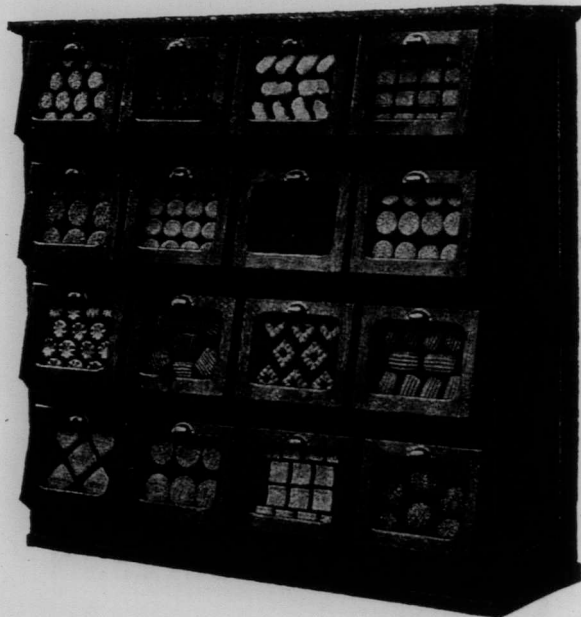
No mistakes or errors
are possible. Down weight
not possible.

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.



To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

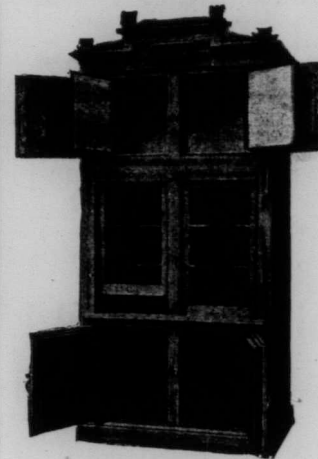
The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of
Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
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Write for Illustrated Catalogue: "Modern Grocery Fixtures."



Still the
Best on the
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Arctic Refrigerator

Serviceable,
Dry, Low
Temperature
and
Easy-Price.

John Hillock
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SPRAGUE

CANNING MACHINERY CO.,

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STORE FITTINGS

of every description made to your order. Fittings that will make your store distinctive, at prices that will suit you. Write or phone.

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PHONE COLLEGE 2880

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

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

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

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

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

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

**SIMPLE ACCURATE
ATTRACTIVE**

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

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

**THE AMERICAN COMPUTING CO.,
OF CANADA**

18 and 20 Mary St.,
HAMILTON, Ont.

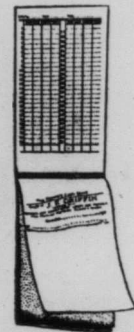
The Question is

Can you afford to carry on business without a

"Duplex" Counter Check Book

Most progressive grocers have decided that they can't. We would like to hear from you.

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 Carter-Crume Company, Limited
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Grocer

it'll be the best on the market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

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CO.,

Super. Fictive, at phone.

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357, Toronto

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The Canadian Grocer

STORE EQUIPMENT AND SUPPLIES

Simplified Account Keeping

The cost of recording a multitude of small sales eats up a big slice of the profit on such transactions.

Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of



Allison Coupon Books

HERE IS HOW THEY WORK :

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

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The **EBY-BLAIN CO., Ltd.**
Canadian Agents

Queen City Water White Oil

GIVES PERFECT LIGHT

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

FOR SALE BY ALL DEALERS.

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Telephone 4741 BELLEVILLE, 190

CRAIN
LOOSE-LEAF SYSTEMS
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ACCOUNT OF CRAIN & JOHNSTON
General Merchants
DRY GOODS, GROCERIES, CROCKERY, GLASSWARE, ETC.

DATE	ARTICLES	QTY.	DEBIT AMOUNT	CREDIT AMOUNT	TOTAL
Oct. 5	Balance Brought Over				
13	Shirts, 1 dozen		2 45		
20	Apples, 10 lbs.		1 30		
28	By Cash			2 00	
					1 95

The Totals Only of the Accounts Are Posted in the Ledger

The old, slow and laborious method of posting every item of an account from the day book to the ledger is agreeably missing in the Crain Monthly Account System.

By the Crain method the accounts are written up in duplicate daily from the counter check books or blotter—always up to date.

At the end the month, or other regular periods of rendering, the originals are torn out and sent to the customers, the duplicates removed and filed on a separate binder, and the *total monthly balance only posted in the ledger.*

Just think of that for economy of time and labor. Glad to mail our folder, "The Retail Dealer's Friend," with complete information.

Monthly Account System

THE ROLLA L. CRAIN CO., Limited, Ottawa
Branch Offices—Toronto, Montreal, Winnipeg

Spring is Coming — Be Up-to-Date

A good store front assists in selling your goods. There is everything in appearances.

We are specialists in store fittings, counters, shelves, show cases, etc.

Let us estimate for you when making improvements.

SEXTON & CO., Limited
88-90 Teraulay St., - TORONTO



It won't be long before things will shine up.

Look over your stock and if you have no Shino Stove Enamel or Simplex Shoe Polish on hand, write in for some or ask your jobber.

Edward Hawes & Co.
109 Front St. E. Toronto



UPTON'S

Pure Orange Marmalade

Ask your wholesaler or us about our new prices
for Pure Orange Marmalade, they will interest you.



Upton's New Season Orange Marmalade is now
ready, and is made from finest Seville Oranges
and Granulated Sugar only. It is guaranteed

Absolutely Pure

Put up in 12 and 16 oz. Glass Jars and in 2, 5, 7 and 30 lb. Pails

The T. Upton Co., Limited

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Canada

OUR INCREASED SALES

RISING SUN  **SUN**
SUN  **PASTE**
STOVE POLISH **STOVE POLISH**
IN CAKES **IN TINS**

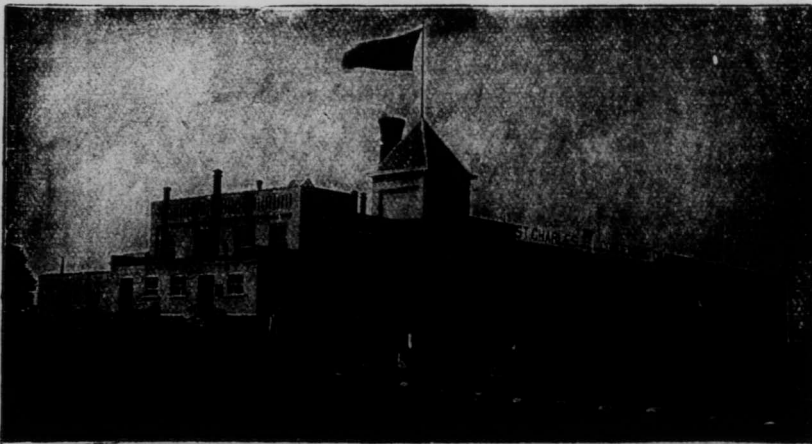
under adverse conditions of last year, go a long way toward proving our claims that nothing can excel the products of the **RISING SUN** Black Lead Works, which appeal to the consumer as well as to the trade. The real proof is in sales—that is what you want. That is what you will have when you push **RISING SUN** in Cakes and **SUN PASTE** in Tins, no matter whether it is hard times or good times. They also give you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The
Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded and Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED
 14-38 Gray Nun Street, MONTREAL



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.

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TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS



THE BEST TONIC FOR BREAKFAST A LUXURY

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

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TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO



GOLDENETTE TABLE SYRUP

There is a large trade to be done in table syrup, if you have the right kind. Goldenette is a favorite everywhere. Repeat sales come quick and fast—and there is a fair profit on each sale. Let us talk to you about it. We pay freight on 5 case lots up to 40c. per cwt.

Do not order less.

IMPERIAL SYRUP CO.
MONTREAL

T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
3-lb. tins, 3 doz. in case.....per lb. 0 07 1/2
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb. 0 07 1/2
7 and 14-lb. wood pails.....per lb. 0 07 1/2
30-lb. wood pails.....per lb. 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
3-lb. tins, 3 doz. in case per lb..... 0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate.....per lb. 0 07 1/2
30-lb. wood pails.....per lb. 0 07 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 3 doz. in case.....per doz. \$1 80 2 90
5, 7, 14 and 30-lb. pails, per lb.....0 09 0 12



Jelly Powders

List price
Shirriff's (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....\$0 09
1-lb. tins.... 0 09 1/2
Tubs, 60 lbs. 0 09 1/2
20-lb. Pails, 1 90
20-lb. tins.. 1 80
Cases 3-lb.. 0 10
" 5-lb.. 0 09 1/2
" 10-lb.. 0 09 1/2



Licorices.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper....per lb. 80 40
Fancy boxes (25 or 50 sticks)....per box 1 25
" Rinsed " 5-lb. boxes.....per lb. 0 40
" Acme " pellets, 5-lb. cans....per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can 2 00

Licorice lozenges, 1-lb. glass jars.... 1 75
" " 20 5-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 45
" " 100 sticks..... 0 75
Dulce large cent sticks, 100 in box.....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and Toronto
Quart bottles, 2 doz., per doz..... 2 90
Pint " 2 " "..... 1 85
BATGER'S LEMON SQUASH.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz..... 2 90
Pint " 2 " "..... 1 85

Lye (Concentrated).

GILLET'S PERFUMED. Per case.
1 case of 4 doz..... \$3 50
3 cases of 4 doz..... \$3 50
5 cases of more..... \$ 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net ...\$13 00
per case of doz. net..... 3 00

Mustard.

COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins.....per doz. \$ 4 40
" 1-lb. tins..... " 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... 0 35
F.D. 1-lb. tins.....per doz. 0 85
" 1-lb. tins..... 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's..... \$5 75
" pts. 24's..... 8 50
" pts. 24's..... 25

Orange Marmalade.

T. UPTON & CO.
12-oz. glass jars, 3 doz. case....per doz. \$ 1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case, per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz.... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and Toronto.
1-pint bottles, 3 & 5 doz., per doz..... 0 90
Pint " 3 doz..... 1 75
THOMAS J. LIPTON
Prices on application.

Soda.

DOV BRAND.



Case of 1-lb. containing 50 packages per box, \$3 00.
Case of 1-lb. (containing 120 pkgs. per box, \$3 00).
Case of 1-lb. and 1/2 lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 96 pkgs. per box, \$3

MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages.....\$ 2 75
No. 2, " 120 1-lb. "..... 2 75
No. 3, " 60 1-lb. "..... 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 55
5 cases..... 2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.
Mazpole soap, colors.....per gross \$10 20
" black..... 15 70
Oriole soap..... " 10 20
Gloriola soap..... " 13 00
Straw hat polish..... " 15 20

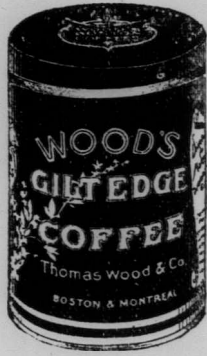
Starch.

EDWARDSBURG STARCH CO., LIMITED. per lb.
Laundry Starches—
No. 1 White or blue, 4-lb. carton. \$ 0 07
No. 1 " " 2-lb. " 0 07
Canada laundry..... 0 06
Silver gloss, 5-lb. draw-lid boxes. 0 08
Silver gloss, 5-lb. tin canisters.... 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kaga silver gloss, large crystal.... 0 08
Benson's satin, 1-lb. cartons..... 0 08
No. 1 white, blue and kags..... 0 08
Canada White Gloss, 1-lb. pkg.... 0 08
Benson's enamel....per box 1 50 to 3 00
Culinary Starch—
Benson & Co.'s Prepared Corn.... 0 07 1/2
Canada Pure Corn..... 0 06 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " " or blue, 4 lb. lumps..... 0 8 1/2

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb.... 0 6 1/2
Finest Quality White Laundry—
2-lb. Canisters, cases of 48 lb.... 0 07
Barrels, 200 lb..... 0 06 1/2
Kags, 100 lb..... 0 06 1/2

WITHIN YOUR GRASP



ESTABLISHED 1879

To make business grow requires as much art and attention as it does in other fields to raise a tender plant. You must study its wants, jealously guard it, feed it, nurture it. Wavering, uncertain, experimental treatment as often ruins as benefits. "In grasping at uncertainties we lose that which is certain," the moral of which is, you have in

WOOD'S COFFEES

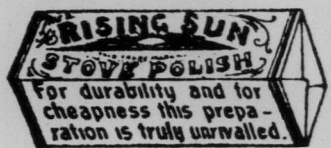
the unfailing material to revivify, stimulate and build up trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
5-lb. toy trunks, 8 in case	0 08
5-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	00 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 64
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07 1/2
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07 1/2
SAN TOY STARCH.	
pkgs, cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07 1/2
Durham corn starch, 40 lb.	0 06 1/2
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" " 3-lb. cartons, 36 lb.	0 07
" " 200-lb. bbl.	0 16 1/2
" " 100-lb. kegs.	0 16 1/2
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" " 1-lb. fancy, 30 lb.	0 18
" " large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 36 lb.	0 18
Arrow Starch 1-lb. packages 40-lb	0 06 1/2
Coldwater Ivoryine Starch, per box, 40 pkgs.	3 00
Stove Polish.	
Rising Sun, 6-oz. cakes, 4-gross boxes	58 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste 6c. size, 4-gross boxes	5 00



JAMES DOME BLACK LEAD	
6a size	Per gross \$2 40
2a	2 50
NICKLE PLATE STOVE POLISH.	
Pints	2 90
Quarts	5 40
gallons	5 10
Gall ns.	4 80
gallons	4 50

Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 60 lbs.	0 13 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2
Kegs, 150 lbs.	0 03 1/2
2-gal. pails 25 lbs.	1 25 each
3 " " 38 1/2 lbs.	1 70
Plain tins, with label—	
5 lb. tins, 2 doz. in case	2 40
10 " " " "	2 75
10 " " " "	2 65
30 " " " "	2 75
(5, 10 and 30 lb. tins have wire handles.)	

ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2
Kegs, 150 lbs.	0 03 1/2
2-gal. pails 25 lbs.	1 25 each
3 " " 38 1/2 lbs.	1 50
2-lb. tins, 24 in case, per case	
5-lb. " " " "	2 40
10-lb. " " " "	2 75
10-lb. " " " "	2 65
30-lb. " " " "	2 60

Teas.



SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1's	\$0 20 \$0 25
Blue " " 1's and 1/2's	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 27
Red Label, 1's and 1/2's	0 23 0 28
Gold Label, 1's	0 25 0 30



Thomas J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only	
wholesale retail	
Green label, 1's only	0 20 0 25
Blue " " 1's and 1/2's	0 24 0 30
Orange " " 1's and 1/2's	0 30 0 40
Pink " " 1/2's & 1's tins	0 35 0 50
Red " " Dominion blend,	
1/2's and 1's	0 44 0 60
Gold " " Afternoon blend,	
1/2's and 1's	0 50 0 70



LUDELLA CEYLON TEA	
Blue Label, 1's	\$0 19 \$0 25
Blue Label, 1/2's	0 19 0 25
Orange Label, 1's and 1/2's	0 22 0 30
Brown Label, 1's and 1/2's	0 23 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1's	0 40 0 60

LAPORTE, MARTIN & OIE, LTD.	
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND	
Wholesale. Retail	
Red Label, 1-lb. and 1/2's	\$0 25 \$0 30
Blue Label, 1-lb. and 1/2's	0 22 0 25
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's	0 30 0 35
span 1's	0 19 0 25



BLUE RIBBON TEA CO., TORONTO	
Wholesale Retail	
Yellow Label, 1's	0 21 0 25
Green Label, 1's	0 21 0 25
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's and 1/2's	0 25 0 35
Red Label 1's 1/2's and 1's	0 30 0 40
White Label, 1's, 1/2's and 1's	0 35 0 50
Gold Label 1's and 1/2's	0 42 0 60
Purple Label, 1's and 1/2's	0 55 0 80
Embossed, 1's and 1/2's	0 70 1 00



Cases, each 50 1-lb.	\$0 55
" " 50 1-lb.	0 55
" " 150 1-lb.	0 55



MELAGAMA TEA.	
Wholesale Retail.	
Black, green, mixed, 1's	0 70 1 00
" " " " 1's	0 55 0 80
" " " " 1/2's	0 42 0 60
" " " " 1 lbs. & 1/2's	0 40 0 60
" " " " 1 lbs. & 1/2's	0 35 0 50
" " " " 1 lbs. & 1/2's	0 30 0 40
" " " " 1 lbs. & 1/2's	0 22 0 30
" " " " 1 lbs. & 1/2's	0 21 0 26
" " " " 1 lb.	0 20 0 25

We pack Japans in all grades at same prices.



KOLONA PURE CEYLON TEA BLACK	
Black Label, 1-lb., retail at 25c.	\$0 20
1-lb.	0 21
Blue Label, retail at 30c.	0 22
Green Label, " 50c.	0 30
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



WOOD'S PURE PACKAGE TEA	
THOMAS WOOD & CO. Montreal and Boston	
Wood's Primrose, per lb.	wholesale 0 40 retail 0 60
" Golden Rod	0 35 0 50
" Fleur-de-Lis	0 30 0 40
Pack in 1-lb. tins. All grades—either black, green or mixed.	

Tobacco.	
THE EMPIRE TOBACCO CO., LIMITED	
Smoking—Empire, 4s, 8s, and 12s.	40 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 0
" Rosebud, 7s	0 51

Chewing—Currency, 12s. and 6s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 8s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.	
Cigars, per thousand.	
Cote's Fine Cheroots 1-10	\$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-30	33 00
Champion, 1-30	35 00
El Sergeant Premium, 1-30—1-40	55 00
J. O. Cl, Havana P. Finao, 1-20	75 00

Cut tobaccos.	
Petit Havana, 1/2, 1-12—1-6	0 49
Quesel, 1-4, 1-2	0 63
" 1-9	0 68
Cote's Choice Mixture, 1-lb tins	0 75
" " 1-lb	0 76
" " 1-lb	0 05

Veterinary Remedies.	
W. F. YOUNG	
Absorbine, per doz.	\$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.	
Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.	
A-4 string, plush finish	\$4 70
B-4 " fancy " "	4 00
C-4 " plush " "	4 10
D-4 " fancy " "	3 95
F-4 " wire " "	3 65
G-3 " " "	3 40
I-3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.	
No. 0, per doz.	\$11 00
No. 1, per doz.	9 00
No. 2, " "	7 50
No. 3, " "	6 50

CANE'S WIRE HOOP WOODEN PAILS.	
No. 1, 2-hp. pails	\$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.	
Pony per doz.	\$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
New market King	2 75
Jubilee	2 70
Diamond King Glass	3 35

CANE'S CLOTHESPINS.	
5 gross loose, per case	5 cases. single 0 57
4 " packages, per case	0 61 0 67
6 " " " "	0 82 0 87

Yeast.	
Royal yeast, 3 doz 5 cent. pkgs	\$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"Batger's" Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for over 150 years.

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme

Montreal and Toronto

Valencia Raisins

Next time you
Order, ask for

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

"W. Abel" Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

Packed by

Mahiques, Domenech & Co.

Canadian Agents:

ROSE & LAFLAMME

Montreal and Toronto

INDEX TO ADVERTISERS.

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CLASSIFIED LIST OF ADVERTISEMENTS.

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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-Henry Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.

Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Lea Pickling & Preserving Co., Simcoe
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.

Cans.

Acme Can Works, Montreal

Cash Sales Books.

Carter-Crume Co., Toronto

Cheese Cutters

American Computing Co., Indianapolis

Cigars, Tobaccos, Etc.

American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails, Nail Hooks, Strapping, Etc.

Warminston, J. N., Montreal.

Cocoas and Chocolates.

Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.

Canadian Cocoanut Co., Montreal.

Computing Scales.

Computing Scale Co., Toronto.

Concentrated Lye.

Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.

Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.

Brayley, J. M., Montreal

Counter Check Books.

Carter-Crume Co., Toronto

Crockery, Glassware and Pottery

Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.

Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
McLaren Commercial Cheese Co., Toronto
Nicolson & Hart, Halifax, N.S.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Feathers

Poulin, P., & Co., Montreal

Financial Institutions & Insurance

Bradstreet Co.

Fish.

Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Cascidy John E., Montreal
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McLea, J. & R., Montreal
McWilliam & Everist, Toronto.
New Brunswick Cold Storage Co., St. John, N.B.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.

Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.

Bovril Limited, Montreal.

Foreign Importers.

Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Toth's Extract of Meat Co., London, Eng.

Fruits—Dried, Green, and Nuts.

Belleville Fruit & Vinegar Co., Belleville.
Booth, G. A., Ottawa.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarondo, J. V., & Co., Bordeaux, France.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
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Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gas Lighting Machines

Sylvester Mfg. Co., Lindsay, Ont.

Gelatins.

Cox, J. & G., Edinburgh, Scotland.
Nicolson & Brock, Toronto.

Grain, Flours and Cereals, Seeds

Greig, Robert, Co., Toronto.
Harty, J. B., Pictou, N.S.
Kirouac, Nap. G., & Co., Quebec.
Nicolson & Bain, Winnipeg.
Paradis, C. A., Quebec
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.

Adelstein, P., Montreal
Balfour, Smye & Co., Hamilton.
Bell, Thos., & Son, Montreal
Boyd Co., Port of Spain, Trinidad
Ozo Co., Montreal.
Carter, S. J. & Co., Montreal.
Casson, John, & Co., Toronto
Chaput Fils & Cie, Montreal.
Olson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie, Montreal
Kinnear, T. & Co., Toronto
Kerrigan, Lind, & Co., London, Ont.
Laporte, Martin & Co., Montreal
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.

Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago

Infants' Foods.

Keen, Robinson & Co., London, Eng.

James, Jellies, Etc.

Batger's—Rose & Ladamme, Montreal.
Goodwillie's—Rose & Ladamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upston, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

Labels

Stecher Litho. Co., Rochester, N.Y.

Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bunnell & Lindsay, Winnipeg
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal
Dunn, Wm. H., Montreal and Toronto.
Elsom & Whitlock, Moose Jaw, Sask.
Evans, F. G., & Co., Vancouver, B.C.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfld.
Millman, W. H., & Sons, Toronto.
Nicolson & Bain, Winnipeg.
Richards, S. C., Winnipeg
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.

Improved Match Co., Montreal.

Meats.

Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Wagstaffe, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies.

Craik, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Oil

Queen City Oil Co., Toronto

Patent Medicines.

Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.

Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal
Paterson's—Rose & Ladamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Poison, Rat

Common Sense Mfg. Co., Toronto

Polishes—Metal.

Oakey, John, & Sons, London, Eng.

Polishes—Shoes.

Dalley, F. F., Co., Ltd., Hamilton, Ont.
Hawes, Ed., & Co., Toronto

Polishes—Stove.

Hawes, Ed., & Co., Toronto
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.
Nickle Plate Stove Polish Co., Chicago

Poultry and Game

Poulin, P. & Co., Montreal

Printing.

Barnard Frank H., Toronto.

Refrigerators.

Eureka Refrigerator Co., Toronto

Salt.

Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Gray, Young & Sparling, Wingham
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.

La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

Soda—Baking.

Church & Dwight, Montreal.

Starch.

Edwardsburg Starch Co., Cardinal, Ont.

Storage and Warehouses.

Terminal Warehouse & Cartage Co., Montreal.

Store Fittings, Show Cases, Etc.

James J. Howell, Toronto
Sexton Mfg. Co., Toronto
Walker Bin & Store Fixture Co., Berlin

Sugars, Syrups and Molasses.

Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Tacks.

Bazin Mfg. Co., Quebec, P.Q.

Teas, Coffees, and Spices.

Balfour, Smye & Co., Hamilton.
Brayley & Co., Montreal.
Caylon Tea Association, New York.
Chase & Sanborn, Montreal
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton
Greig, Robt. Co., Toronto.
Kaiser Mfg. Co., Winnipeg.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies.

Young, W. F., Montreal

Vinegar and Cider.

Bellville Fruit and Vinegar Co., Belleville

Washing Compound.

Chouillou, C. A., Montreal.

Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware

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