

CIRCULATES EVERYWHERE IN CANADA

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

CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JANUARY 1, 1909.

NO. 1.



The most appropriate and healthy
food for young and old during the
next few months is

ROBINSON'S PATENT BARLEY

Selling food products is your busi-
ness—selling the best is your policy—

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

“Crown” Brand Table Syrup

has made such a remarkable success that grocers
and general merchants throughout Canada now
make it their leading syrup.

It pays you to inquire for it from your jobber.
Do so and insist upon getting “Crown” Brand.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



A Prosperous New Year
is assured by selling

Imperial Dessert Jelly

There is satisfaction in selling what you know to be pure—in giving your customers value—double satisfaction when this is combined with a good profit.

Our best advertisement is your recommendation. Once your customers try Imperial Dessert Jelly we are sure of the result. Write us and we will tell you how, and how much we pay you for your co-operation.

Ask Your Jobber for Imperial Dessert Jelly.

MacLaren Imperial Cheese Co.

Limited

Head Office: - Toronto

An appreciation:

WE wish to cordially thank all readers of the "Grocer" for their liberal support of all articles advertised on this page, both on behalf of the manufacturers and ourselves.

Everything advertised on this page is the Best of its Kind, we neither advertise nor sell anything that we cannot, personally, vouch for and which we have proved.

It always pays to sell the best.
Wishing all the readers every prosperity during the coming year.

Yours truly,

Arthur P. Tippet & Co.

The Compliments of the Season



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HAMILTON

G. WALLACE WEESE

Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers,
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE

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

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and Warehousemen

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TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON

MANUFACTURERS' AGENT
AND BROKER

Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address

23 Burton Ave., Westmount, Montreal

D. McL. BROPHY

414 St. Paul St. - Montreal
Broker and Manufacturers' Agent

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention.

MOOSE JAW

D. STAMPER

GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track
P.O. 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 Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

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Manufacturers' Agents
and Grocery Brokers

WAREHOUSEMEN
ST. JOHN, - N.B.

Open for a few more first-class lines

TORONTO.

ON SPOT

RAISINS, CHEESE, BEANS
EVAPORATED APPLES

AT LOWEST PRICES

W. H. MILLMAN & SONS

GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

TORONTO.

1909

We Wish All Our Friends
A Happy
and Prosperous New Year

The Best Yet!

Anderson, Powis & Co.

Agents

15 Wellington Street East, Toronto

**DOMINION STORAGE
& FORWARDING CO., LTD.,**

43 Colborne Street, TORONTO
Consignments stored at lowest rates in city.
All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

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and
Importers

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AGENCY DEPARTMENT: Limited

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co.

81 Front Street East Limited

PHONE M. 2823

Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.

Wholesale Commission Brokers and
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

(Continued on page 4).

We are making
a leader of

Remember especially
"ANCHOR" Brand
FANCY FRASER RIVER
RED SOCKEYES

Canned **SALMON**

½s and 1s

SOCKEYES—COHOES—PINKS

Our quotations make it well worth your while
to buy NOW—

EBY-BLAIN, Limited
TORONTO

Wholesale
Grocers

1909

Begin the New Year well by taking advantage of our special offer
as below.

What About Your Grasping a Chance of This Kind?

25c	BLUE RIBBON TEA	1s	-	-	-	-	-	-	-	at 20c
		½s	-	-	-	-	-	-	-	at 21c
30c	"	1s and ½s	-	-	-	-	-	-	-	at 24c
35c	"	1s and ½s	-	-	-	-	-	-	-	at 25c
40c	"	1s, ½s, ½s and ½s	-	-	-	-	-	-	-	at 30c
50c	"	1s and ½s	-	-	-	-	-	-	-	at 35c
60c	"	1s and ½s	-	-	-	-	-	-	-	at 42c
80c	"	½s and ½s	-	-	-	-	-	-	-	at 55c
\$1.00	"	½s and ½s	-	-	-	-	-	-	-	at 70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET
30 DAYS, delivered your railway station. Compare our prices with other package teas.

The Blue Ribbon Tea Co., Limited

266 ST. PAUL STREET

MONTREAL

Manufacturers' Agents—Continued.

VANCOUVER

W. H. Escott
 141 Bannatyne Ave.
 Winnipeg - - - Canada
**Wholesale
 Grocery Broker
 and
 Manufacturers' Agent**
 For prompt service use the wires

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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

ESTABLISHED 1887
Carman Brokerage Co.
 Wholesale Grocery Brokers
 WINNIPEG, CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 141 Bannatyne Ave. WINNIPEG, MAN.

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
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The Maclean Publishing Co.,
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BASKETS
 You can make money as well as oblige your customers if you handle our
**Butcher Baskets,
 Clothes Baskets,
 Grain and Root Baskets
 and Patent Strawboard
 Berry Box.**
 We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
 OAKVILLE, ONT.

BOY WANTED
 TO START IN BUSINESS FOR HIMSELF.
 We will establish YOU in a good-paying business of your own.
 Profits right from the start, and Prizes.
 No money required to begin.
 We will mail to you FREE 5 copies of our publication.
 These can be sold and will provide the capital for the next week's supply.
 The work is easy.
 You be sure to write at once and we will send you 5 copies for next week and everything necessary.
The MacLean Pub. Company
 10 Front Street East, TORONTO, CANADA

**Coffee, Its History,
 Classification and
 Description**
 By Joseph M. Walsh
 This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,
 Cultivation and Preparation.
 Commercial Classification and Description.
 Adulteration and Detection.
 Art of Blending, Preparing, etc.
 This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
\$2.00
 IT WILL PAY YOU TO SEND AT ONCE.
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ESTABLISHED 1849

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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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MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Throughout 1909

as for the last twenty-five years,
Canadian Cannery Brands of Canned
Goods will be the leaders.

Make it your New Year resolution
to confine yourselves to Canadian
Cannery Brands, viz.:—"Auto," Ayl-
mer "Canada First," Bowlby "Horse-
shoe," "Little Chief," "Log Cabin,"
"Kent," Simcoe "Lynnvalley,"
"Lion," "Thistle," Delhi "Maple
Leaf," Lalor's "Grand River," Lake-
port "White Rose."

CANADIAN CANNERS, LIMITED



Such An Appetizing Flavor

That's the kind of comment your customers make on Old Homestead Brand. And you will not deny that any goods from your store which cause your customers to make a favorable comment are well worth extra hard pushing.

Old Homestead Brand Canned Fruits and Vegetables

are made to please your customers. The stock we use is of the highest quality only; while our plant and processing methods are admitted, even by our keenest competitors, to be strictly up-to-date and thoroughly clean and sanitary. It will certainly pay you to specify Old Homestead Brand when ordering canned goods from your jobber.

The Old Homestead Canning Co.

Picton, - - Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto.

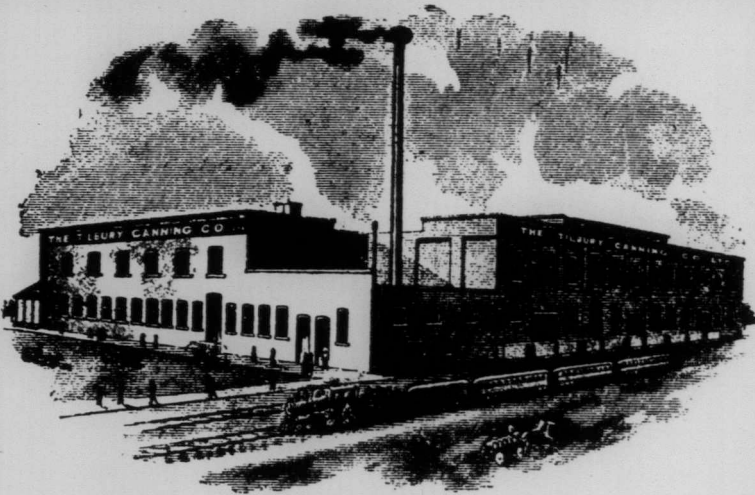
Frank L. Benedict & Co., Montreal.

F. H. Wiley, Winnipeg, Western Agent.

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.



"Tilbury Brand" Canned Goods

are in a group of their
own—the **A1 GROUP**
Nothing Better Packed

One of the best-equipped factories on the Continent
situated in the heart of the best Tomato District in
Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

1892

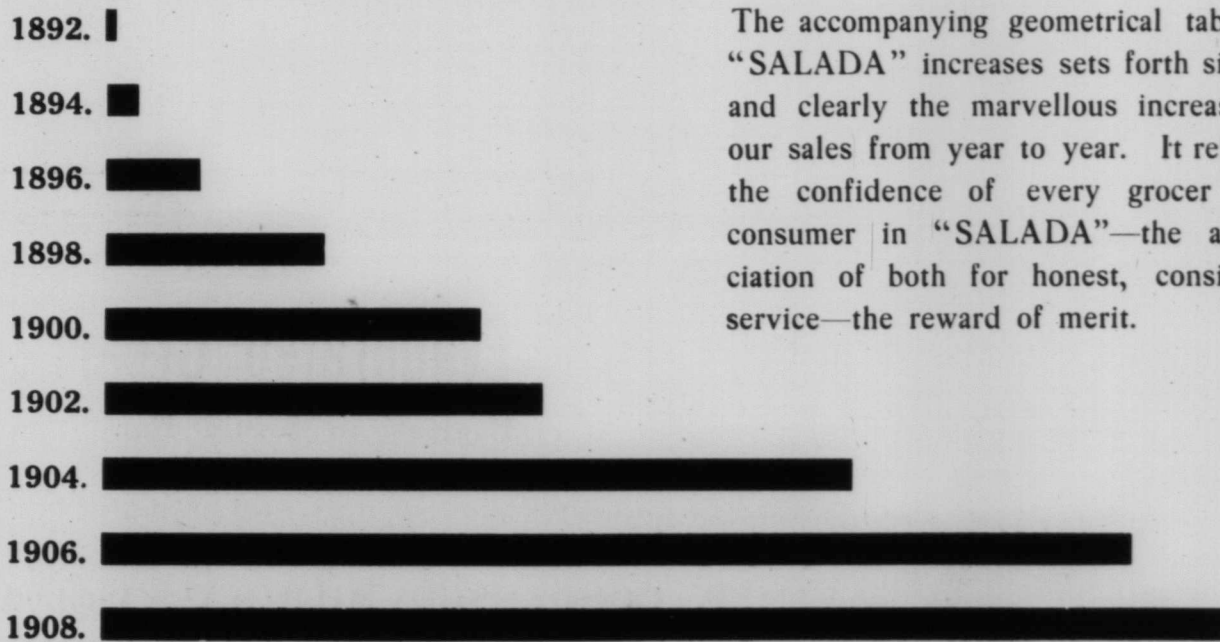


1909

THE TEST OF TIME

is after all the surest test. If anything has merit, it surely gains. If it lacks merit, it falls by the wayside. For seventeen years "SALADA" has consistently—unswervingly maintained its high standard of quality. We have put out a good article—we have told the people of its goodness—the people have bought it and have continued to buy it. We have always aimed to "serve the public well." Have we not done so?

Then think of what this means to you.



The accompanying geometrical table of "SALADA" increases sets forth simply and clearly the marvellous increase in our sales from year to year. It reflects the confidence of every grocer and consumer in "SALADA"—the appreciation of both for honest, consistent service—the reward of merit.



1908 was a splendid year for
BORDEN'S BRANDS

of Condensed Milk and Evaporated Cream. The trade of Canada found that quality, purity and cleanliness counted with their customers.

1909 will be a still better year for you if you stock and push

**"EAGLE BRAND"
 CONDENSED MILK**

and

**"PEERLESS BRAND"
 EVAPORATED CREAM**

WILLIAM H. DUNN, Montreal and Toronto

cott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened



**Compliments of
 the Season**

To our many customers throughout the Dominion we wish a most prosperous New Year.

We trust that the past year has been a good one for you from a business standpoint, and that 1909 will be even more satisfactory in every respect.

Our many lines have helped you do a good year's business in 1908 because of their unvarying excellence, and we trust we may continue to be of similar assistance to you in future years.

Sugars & Cannery
Montreal LIMITED

**Imperial Evaporated
 Cream**



UNIFORM QUALITY ASSURED

A steady supply of the finest milk from the surrounding country, which is Canada's most perfect dairying district, coupled with scientific procedure in a modern factory, ensures a uniform quality always.

This is a good selling argument to use

The Canadian Condensing Co.
 CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons,
 MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited
 AYLMEER, - ONTARIO

The Lever that will lift in 1909

Any merchant can increase his business with the quality-goods lever. Quality-goods make pleased customers, more customers, more trade, hence, more profit.

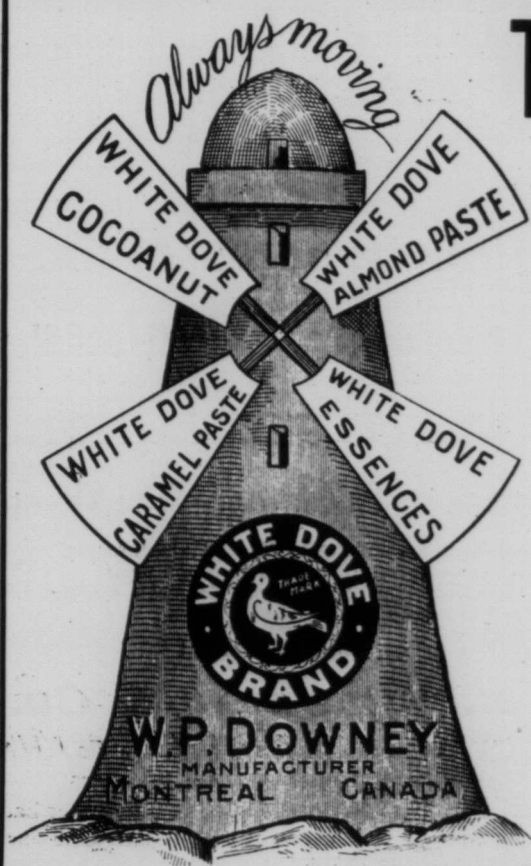
You cannot apply the lever at a better point, beginning 1909, than your tea trade. Red Rose Tea is known by every merchant as "good tea." It will be my aim during the coming year to keep it, as in the past, better tea than any other tea on the market.

Try a package in your home, you will then know that Red Rose Tea is the lever that will increase your tea trade in 1909.

Recommend Red Rose, the Quality tea

3 Wellington St. E.,
Toronto, Ont.

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



The Year 1908 is Finished

*I thank all my Customers
for their patronage ;
soliciting a con-
tinuance for
1909*

*Wishing You All a
Prosperous New Year*

Permit us to thank you for your much appreciated patronage during 1908 and to wish you

A HAPPY AND PROSPEROUS NEW YEAR

May our relations in 1909 be as cordial as in the past.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

Messrs. Hamblin & Breton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.

Wishing You

**A
Happy
New Year**

With best wishes for

1909

**Walter Woods & Co.
Hamilton and Winnipeg**

**A perfect system leaves a good impression
which means more business.**

**THE LOBLAW
CREDIT
SYSTEM**

Cuts your bookkeeping in half.

**The less writing you do in bookkeeping,
the less chance to make mistakes.**

WRITE OR PHONE TO

**THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL**

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

**R. B. Wiseman & Co.
123 Bannatyne Avenue East
WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

ESTABLISHED A. D. 1840



We can supply you with many different kinds of brooms; but the best value we are offering—the best value on the market—is the

Pansy Broom

With Individual Wrapper

Made only from the finest selected broom corn by the highest skilled workmen in Canada aided by the latest machinery. The Pansy is just the right weight—up-to-date housekeepers prefer it to all others.

H. W. Nelson & Co., Ltd.
T O R O N T O

E. D. S. Brand Jams and Jellies

**Guaranteed
Absolutely
Pure**



**Unequaled
in
Flavor**

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

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

By stocking Highest Quality Sage, Savory, Thyme, Mint, Marjoram, Etc.

you secure the best class of customers, not only for these Herbs but for other groceries as well. You buy absolutely the best when you order Ewing's Herbs.

S. H. EWING & SONS 98 King St., Montreal
Also at Toronto

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**

FRUIT CANS

All sizes - All kinds.

SYRUP CANS

For products of Maple, Corn
and Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

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

SYMINGTON'S

COFFEE ESSENCE

UNQUESTIONABLY THE VERY

TO BE HAD OF ALL
WHOLESALEERS

THOS. SYMINGTON & CO.

ALWAYS READY!

ALWAYS PURE!

ONE STANDARD

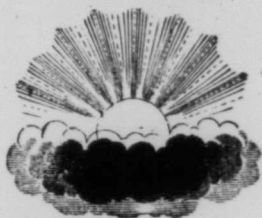
QUALITY!

BEST

EDINBURGH

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

Mr. Grocer

If there is one canned fish a housewife likes for her table above all others, it is salmon—provided it is *the best*. Recognizing this, we decided to pack a line of the choicest fish procurable in the Fraser and Skeena rivers. This is how

Quaker Brand Salmon

originated. We are immensely proud of it and will absolutely guarantee it as the best on the market. This is the brand for you to stock to please your critical customers.

Talls, \$2.00

Flats, \$2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Walter Baker & Co.'s

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, 1/4s	- - - -	35 1/2c. per lb.
" " 1/2s	- - - -	35 1/2c. "
Premium No. 1 Chocolate, 1/4s	-	32 1/2c. "
" " " 1/2s	-	32 1/2c. "
Webb's Cocoa, 1/4s	- - - -	29 1/2c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

ORIGINAL LANGLEY WARE

Speaks for itself



Finish and workmanship of the finest English Manufacture. Colors, Plain Green, Plain Green and Gold, Brown and Green, Chocolate, and Fancy Designs.

Tea Pots, with or without Percolators.

Also the

Original Langley Fire-Proof Ware
in Plain Green and Brown

The most up-to-date and complete line of earthenware Pottery, consisting of Art Pottery, Jardinieres, Vases, Flower Tubes, Tobacco Jars, etc.

Kitchen Ware, Bake Pans, Egg Poachers, Milk Boilers, Sauce Pans and Butter Jars, etc.

LOVATT & LOVATT, Langley-Mills near Nottingham, Eng.

Write for illustrated catalogue and price list to

GARVETH and COMPANY, Sole agents for Canada.

600 Lindsay Building, - MONTREAL

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of Coffee, Cocoa, Chocolate

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE CO.
Montreal.

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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Montreal	-	J. M. Brayley	-	55 St. Paul St.
Winnipeg	-	E. W. Ashley	-	123 Bannatyne Ave. E.
St. John	-	H. S. Daly	-	
Vancouver	-	J. F. Mowat & Co.	-	

The Woman's Friend

BLACK KNIGHT STOVE POLISH



Makes stove polishing a clean and easy matter—puts a lustre on the stove that cannot be equalled by any other stove polish. Good profits, too.

Your Jobber sells it

THE F. F. DALLEY CO., Limited
HAMILTON, CANADA BUFFALO, N.Y., U.S.A.

HEARTS OF WHEAT

STERILIZED

**HEARTS
OF**



WHEAT

REGISTERED

**Mr.
Retailer :**

This package
retails at 15c.,
shows you a
good profit
and saves
your custom-
er 5 to 10c. a
package.
Cases only,
two dozen.
Buy from
your jobber
to-day.

Hearts of Wheat
Co., Ltd.
Toronto

**Hearts
of Wheat**

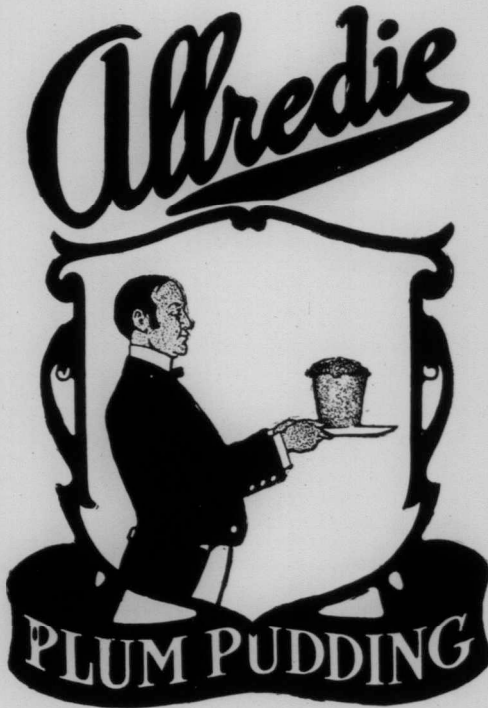
is made from
the hearts of
the best Can-
adian wheat,
thoroughly
sterilized and
packed in
sanitary
packages.

**Hearts
of Wheat**

is prepared
under the di-
rection of the
best food ex-
pert in the
world.

A Selling Line for 1909

Allredie
Pudding,
three dozen
packages to the
case.



One package
makes
sufficient pudding
for
six persons.

Allredie Pudding IS NOT a distinctly Christmas Pudding.

Allredie Pudding is a dainty, delicious dessert, quickly prepared and very inexpensive, within the reach of everyone.

Allredie Pudding, Mr. Grocerman, is a seller at any season of the year. Do not be afraid to try a sample order from your wholesale house. We guarantee the merits of **Allredie Pudding**.

Allredie Pudding, being put up in powdered form (an entirely new idea) will keep indefinitely, as the fruits are so prepared that they cannot deteriorate in the slightest degree.

Do not wait until your competitor gets the pudding. Order at once from your wholesale house and we will assist you in making sales as much as we possibly can.

ALLREDIE PURE FOOD CO.

of Canada, Limited

Bridgewater

Nova Scotia

A. H. CLEMENTS, Sales Agent - MONTREAL
W. H. ESCOTT - WINNIPEG
A. F. RANDOLPH & SONS, FREDERICTON, N.B.

LIND BROKERAGE CO., TORONTO AGENTS
W. A. SIMONDS - ST. JOHN, N.B.
B. R. HOLEMAN, CHARLOTTETOWN, P.E.I.

YOUR COFFEE TRADE

is an important branch of your business

SATISFACTION

is contained in every package of Chase & Sanborn's High Grade Coffees.

Chase & Sanborn
Montreal

The Importers



White Moss Coconut

is made by experts in a scientific manner and therefore cannot but be the finest produced. The steadily growing demand there is for

White Moss Coconut proves its superiority.

Do you sell it?

The Canadian Coconut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

JAMES DOME

BLACK

GIVES A GOOD,
BRIGHT, LASTING
SHINE.

THE BEST
STOVE POLISH
ON THE MARKET

NO DUST LEAD

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



WORKINGMEN

Desire to pay no fancy prices for a common, every day necessity such as a hand cleaner. That's why they all demand

Gilmour's 10c. Hand Cleaner

which possesses all the qualities of the higher priced lines, and which is packed in full sized tins particularly popular with the hard-working man.

Ask Your Wholesaler's Traveller—Or Write Us.

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN."



is without a peer in the Canadian market.

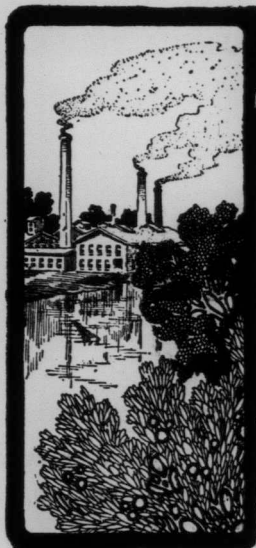
No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridways Tea will be a trade winner for your store.

**CANADIAN OFFICE,
VANCOUVER, B.C.**

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



Day &

The Virtues of

Anchor Brand Flour



Have become so well known that our mills require to run day and night to fill orders. People who live well and want the Best insist on ANCHOR BRAND quality.

Manfd. by Leitch Brothers
Flour Mills, 13
Oak Lake,
Man

Night



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle at dealers or delivered. Horse Book 5 D free.

ABSORBINE, JR., (mankind, \$1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canada Agents.

SAUERKRAUT

German Style. "Silver Thread" Brand. In barrels, pails and 3 lb. tins.

ASK FOR PRICES.

ONTARIO SEED CO.,

WATERLOO, ONTARIO

“Wishing our friends the
Season’s Greeting and a
Happy and Prosperous
New Year.”

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - HAMILTON, ONT.

**“WHITE SWAN GOODS
ARE GOOD GOODS”
— ALWAYS —**

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

SUCCESSORS TO THE ROBERT GREIG CO. LIMITED

TORONTO

A Prosperous New Year to All
 From
The Davidson & Hay Limited
 WHOLESALE GROCERS, TORONTO

SUGAR

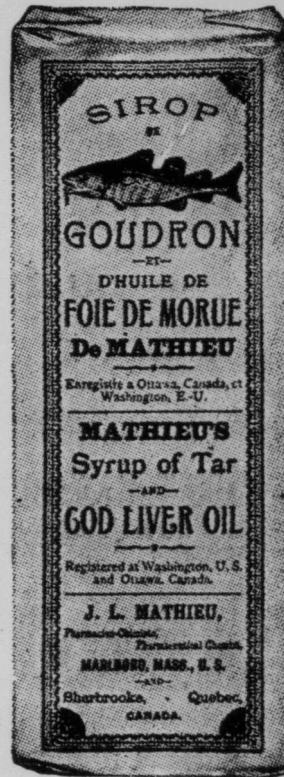
When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The
Canada Sugar Refining Co.,
 Limited
 MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day

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

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

Do You Want Ottawa Business?

Certainly, you do! It's well worth going after. To properly look after customers here you must have a stock right on the spot. We will store it for you, safely and economically. Ask us how.

A 1 Railway Connections.

Advantageous Insurance.

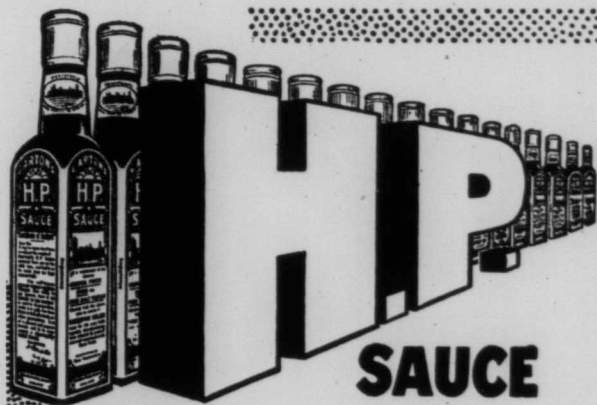
Every Modern Convenience.

WE ARE THE WAREHOUSE PEOPLE!

The Dominion Warehousing Co., Limited

J. R. Routh, Manager

52 Nicholas St., OTTAWA



TO SETTLE DOUBT

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

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

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

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

Large and quick turnover on H.P.

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

Midland Vinegar Co., Birmingham and London, England



Buy Made-in-Canada goods and order a stock of

STERLING BRAND CATSUP

Not only will you be selling Canadian-made goods, but you will be selling an article which will please your customers and bring many repeat orders.

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada

If you would please exacting customers who demand highest quality marmalade obtainable fill their order with

Balmoral Scotch Marmalade

put up by experts who have made a study of the industry. Only the finest Seville bitter oranges and pure Canadian granulated sugar used.

J. W. WINDSOR

MONTREAL



DELICIOUS, APPETIZING JELLIES

are what you can guarantee to purchasers of

Shirriff's Jelly Powders

Their composition is pure and perfect.

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA

WHAT PROFIT?

That's the main question for you, isn't it? Well, we can tell you that the profit on



“SNAP”

the world's best
HAND CLEANER

is an excellent one, as you will readily find by getting a quotation from your jobber on a trial case. The difference between

Snap and soap is the fact that Snap instantaneously removes any kind of grease, paint or dirt from the skin, leaving the hands soft, white and uninjured. One tin of Snap is equal to four times the quantity of soap.

Made only by

The Snap Company, Limited

Montreal, - Canada



More 'CAMP' users every month!

'CAMP' Coffee gives your customers more lasting satisfaction than any other coffee essence—Why? Because 'Camp' is the purest, richest, strongest and best.

'CAMP' COFFEE

Once your customers TRY 'Camp' they'll BUY 'CAMP'—always!
Look after your Stock!
R. Paterson & Sons,
Coffee Spec. lists, Glasgow

At \$7 A Case

and

up

(Cost to you)

Marsala Wine

Makes one of the best sellers imaginable; to your customers a delightful after dinner beverage, takes the place of port and sherry—and so reasonable in price.

Have you tried it yourself? Send for free sample if not.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

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

GOLDEN SLING SYRUP

(IN TINS)

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

“THE BEST THERE IS”

Agents

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

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia



To All Our Friends

We extend our best wishes
for a Happy and Prosperous
New Year.

James Turner & Co., Limited
Hamilton, Ontario

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users

customers
any other
e 'Camp'
and best.

they'll

UPS

SES

Winnipeg.
Calgary
Edmonton.
Vancouver
E. Island

Co.,

Christmas Fair---Country Trade Boomer

Several Ontario Towns Have Adopted the Idea to Hold Trade at Home and Help Holiday Business—Lindsay Tried the Experiment Last Week and Found it a Splendid Success—Some Novel Features.

(By the Canadian Grocer's Travelling Representative.)

A novelty, though perhaps not an innovation, in the way of drawing business to local country centres, is the "Christmas Fair" idea, which, of late years has taken a hold on the merchants in the towns of central Ontario. The credit for propagating this idea is due more particularly to the merchants in the smaller country towns, who, recognizing the fact that some business that by right belonged to them was going to the large cities, decided that some inducement or attraction should be offered the country people in the surrounding neighborhood to do their trading in their local country market town. The "Christmas Fair" was the result.

An Exhibition of Produce.

The central feature of this fair idea is an exhibition of country produce—fresh dressed beef and pork; poultry, eggs, butter and lard, the exhibits and preparation of the exhibits being the property and work of the exhibitor. A set of prizes is offered to stimulate interest, and certainly the contest is keen and occasionally intense, as may readily be supposed.

The claimants for the origination of the idea are many, and it would be a difficult matter to decide to which town the credit is due. However, the principal point is that the fair idea is a success and abundantly justifies its inauguration wherever it has obtained a trial. Newmarket, Goodwood, Sunderland and Little Britain, in York, Ontario and Victoria Counties, have tried the fair a couple of times, and are in the field again for next year. Some elaborate preparations are made in the smaller centres. This year Goodwood had its business street decked out with arches and pillars of evergreen, and the picture was Christmassy and holiday-looking indeed.

"Continual dropping wears the stone," is a proverb used in connection with a drop of water, and the continual and markedly successful yearly repetition of the "Christmas Fair" in the smaller towns is having an effect on some larger centres and county towns.

TAKEN UP IN LINDSAY.

This is the reason why Lindsay, in Victoria County, was taken with the idea. Admittedly a country-buying centre par excellence, and during this passing year of trade depression one of the least affected centres in the country, Lindsay, through its Board of Trade, conceived the notion of following the example of the surrounding small towns and villages, and hold a combined winter

fair and Christmas-buying day. To think was to act, and though the time for preparation was short, yet the enthusiasm was such that the fair was destined to be a success from the start. Scarcely two weeks elapsed since the subject was first broached by W. B. Sparling, President of the Board of Trade, who, by the way, is a wholesale grocer and represented the grocers on the committee afterward appointed at a meeting of the Board and the date of the event, December 22, was set. The idea was thought on all sides to be a good one, and right away a committee was appointed to look after the event. That committee was representative of all lines of business, and included J. A. Williamson, B. L. McLean, John Carew, Wm. Galbraith, W. B. Sparling, F. W. Sutcliffe and D. Cinnamon. The farmers' representatives were Jos. Hickson, Mount Horeb, and Wm. Channon, Oakwood. Johnson Ellis, President of the Lindsay Fair Association, was named chairman and H. B. Clemes, of Dundas & Flavelle, Secretary-Treasurer.

Enthusiastic Merchants.

This committee arranged all details. One point which shows how enthusiastically the idea was taken is the fact that the \$300 given in prizes was raised in a half-day by the merchants of Lindsay, each man giving on an average \$5.

The fair was held in the Market building, which proved too small for the exhibits, many of which overflowed into the square. Prizes were given for dressed and drawn fowl of all kinds; beef, hogs and lambs, and butter and eggs. A number of special prizes were also given by buyers who took possession of the prize winning produce.

A Horse and Baby Show.

Besides this, a horse show was held on Kent Street, the principal business thoroughfare, and on account of its width undoubtedly one of the finest business streets in Canada, and a baby show in the Academy of Music, which latter was conducted by Mayor James Begg.

The Market and Academy are in different ends of the town. One is in the east and the other in the west end, and Kent Street, on which are located the principal business houses, connects the two. As a result, all day long a constant stream of people flowed up and down past the shops and into the stores, and when The Grocer representative, wishing to find out for himself just how the merchants regarded the result of the fair from a business standpoint, entered the shops to speak with the proprietors,

he was hustled about in the crowd, and if at all fortunate in seeing the proprietor was met with a "You-bet-ye; haven't time-to-talk; too-busy" reply to his query.

Eighteen Hundred Visitors.

Some 1,200 to 1,800 visitors were in Lindsay for the fair, and they made quite an addition to the 8,000 inhabitants of the town. The stores were crowded all day and many a tired clerk was glad when night came.

To Be An Annual Event.

It is impossible to state in figures the amount of business transacted, but that it well repaid all outlay and expense is more than vouched for by every merchant in Lindsay. Opinion is unanimous on that point. The "Fair" covered but one day, but the event was so appreciated by the farmers and merchants that it promises to be an annual fixture, second only in importance to the Victoria County Fall Fair, which is known as one of the finest autumn fairs in Ontario. As most of the grocers expressed it, "It is the best thing ever held in town."

The stores presented attractive fronts and specially decorated windows, which helped out the general holiday appearance. The grocers were not behindhand in this regard, and some pretty nice window and interior displays were shown.

Graham Bros., the newest grocers in town, had two nicely arranged windows. Fruits and groceries were in one, and an upset barrel of candy in other. Christmas decorations helped out the show. Adams Bros., grocers and butchers, besides decorating stores and windows, had an attractive display of choice meats and dressed fowl on exhibition at the fair. This exhibit was prettily decorated with holly, evergreen and artificial roses. W. E. Baker, the dean of the grocery trade in Lindsay, devoted his window with a showing of chinaware, which is a prominent side line with a number of grocers in Lindsay. A. Campbell's fine store set one window aside for Christmas fruits and groceries, and the other to a display of chinaware. T. A. Fisher and J. R. O'Neill, away from the main business thoroughfare, had the Christmas decorative spirit prominently shown, as did also John Fleury and A. Primeau, near the market. The latter expressed himself on the value of the fair when he said: "It makes two Saturdays in one week. The only objection being that it did not take place earlier."

The fair will be an annual fixture.

News of the Canadian Grocery Trade

Maritime Provinces and Quebec

Merchants Generally Enjoyed Good Christmas Business in Most Cases Ahead of Last Year—Fire in Montreal Grocery.

ST. JOHN.

December 29.—Grocers, both wholesale and retail, feel very well satisfied with the Christmas business for 1908. Several of the wholesalers report that the month of December has been the best in their existence. The retailers did a very satisfactory business despite the feeling that the depression of the past year would affect the sales adversely. There has been practically no change in the wholesale quotations, the only one being a decline of 10 cents in the price of beans. Turkeys, which were sold at 23 to 26 cents up to Thursday, climbed the ladder on Christmas eve and 30 cents was asked. This price is a record for St. John.

The majority of the wholesale grocers did not open their places of business on Saturday following Christmas. The holiday was extended from Thursday night until Monday morning. T. H. Estabrooks, wholesale tea merchant, also closed his establishment from Thursday to Monday, in fact, the movement was started by Mr. Estabrooks, and it was greatly appreciated by the employees.

Mrs. Louise T. Williams, mother of F. E. Williams and James D. Williams, of F. E. Williams Co., wholesale and retail grocers, died on Thursday, Dec. 24.

HALIFAX.

December 29.—The Christmas grocery trade in Halifax was brisk last week, and a large amount of goods were turned over. The demand for some lines was very heavy, particularly for dried fruits. On the whole, trade was fully up to that of last season. A record price was asked for fresh laid eggs in the local market during the past week. Fifty-five cents per dozen was the price asked for guaranteed stock, and even at these figures they were bought up, as the supply was very limited.

The market was well supplied with poultry the receipts of stock from Prince Edward Island this season being very heavy. On account of the large quantity of stock sent in at Thanksgiving, the receipts from Nova Scotia were not as great as at Christmas seasons in former years. Turkeys sold from 16 to 18 cents, geese 13 to 14 cents, and chickens and ducks 15 cents per pound. The Island poultry this year was of very fine quality.

The jobbers state that the demand for

poultry is becoming greater every year, and this notwithstanding the prevailing high prices. Butter is firm and in good demand. Some of the jobbers this week received a small consignment of 5-pound tubs of choice dairy butter, and these found a ready sale at 30 cents per pound. Creamery is in good demand. The supply the dealers are now receiving is only sufficient to meet the demand of their customers.

There has been a considerable falling off in the shipment of apples during the past week, and it is not expected that any large quantities will be moved during the present cold spell of weather. Some fairly good apples were marketed for the Christmas trade, but the majority of the stock was of very poor quality. Some fancy Gravensteins were offered for sale by several of the leading grocers. These apples were kept in first-class condition and they retained their natural color and flavor. This class of stock found a ready sale.

The Government fruit inspectors called a meeting of the growers and shippers at Kentville last week, and the inspectors informed them that in future the law would be rigidly enforced as regards size. All No. 1 and No. 2 fruit will have to be a certain size. The growers contend that it is impossible to keep within the law, and they point out that the best Nonpariel apples do not come up to the requirements of the law, and, therefore, they cannot comply with it.

Western Canada Notes

Shipping Salmon From Vancouver to England—New Warehouse in Saskatoon—Calgary Grocers Elected to Municipal Offices.

SASKATOON.

December 28.—Currie Bros., of Second Avenue, intend extending their departmental store next year. The addition will be in the rear of the building.

Speers & Paul, the west side grocers, have brick veneered their frame store which adds greatly to its comfort as well as appearance.

Avery Smith, whose place of business is on Avenue A, has taken a sudden spasm for advertising. He not only sent his customers handbills announcing special prices for Christmas, but he took

MONTREAL.

Dec. 29.—Christmas Day had nothing extraordinary to mark its passing. Storekeepers are trying to size up the trade as compared with other years. A large variety of opinions have been expressed regarding this matter. Some say the volume of their business was larger than previous years, while others claim it fell much below the level of other Christmas seasons. When all these opinions are weighed, however, it can be safely said that there has been a falling off. Nearly all express the opinion despite this fact that the pendulum is commencing to swing towards renewed prosperity.

Geo. Newcomes, of Boston, who has been visiting friends and relatives in the city gave an interesting interview recently on conditions in the United States. After a general review of the situation, which, in its general features, is about like our own condition he spoke of the stringency of the Pure Food Law, and the rigour with which it was being carried into effect.

He said that while Dr. Wiley, the chief analyst at Washington, was undoubtedly rendering the nation a great service he was also making a lot of enemies as many sources of revenue accruing from adulteration were now cut off. He paid some attention to the collection agencies, which were springing up and his comment upon these was far from favorable.

J. H. Lefebvre, one of Montreal's progressive east-end grocers, had a narrow escape from death Saturday evening, when, through spontaneous combustion occurring in a barrel of liquor he was severely burned. Damage to the extent of several hundred dollars was done to the store and its contents.

considerable space in the local papers and has come to the conclusion that it pays.

The A. McDonald Co., wholesale grocers, have now settled in their new place of business, which has just received the finishing touches. The electric elevator is not yet in operation, but will be as soon as power can be supplied by the city. The building is three storeys, with full size basement, and is a handsome addition to the wholesale section. The general offices occupy the front part of the building, while behind is the ship-

ping room. On the first floor directly over the offices, is the packing room.

Another new warehouse almost complete is that of the Rogers Fruit Co. Although not yet finished, the staff are occupying the building. A heavy trade has been done these last few weeks in the fruit trade. The building itself is commodious. In the basement there are four heated rooms capable of holding three carloads of bananas. There is also space enough for about twenty cars of other kinds of fruit. The building is well equipped for handling this business. Next year this branch will be known as the Northern Fruit Co.

VANCOUVER.

December 26.—Grocers are interested in the action of the companies which manufacture the Canada First and St. Charles brands of condensed cream. The Canada First, produced at Aylmer, Ont. is a comparatively recent arrival on the market here, and in introducing it one case in ten was given free to the retailer. Recently, however, the local representative, Mr. McIntosh, was notified that if this continued the St. Charles people would enter the lists, so it was stopped. Some time ago the price of the 20-ounce tins of St. Charles was reduced to \$5.10 per case, which made it possible for some of the larger dealers to drop the price to the consumer to two tins for 25c. This was not what was intended, as the family size, a little smaller, which sold for 20c a case less, was the two for a quarter seller. The 20-ounce size was intended for 15c straight. The result has been, of course, that the consumer calls for the larger size, as other grocers have had to meet the cut, and the family size remains on the shelf. Now that there is talk of bringing up the price of the larger size so that it would not be profitable to sell it retail for two for 25c, grocers are wondering if it will be possible to bring the price back to 15c straight. Once the price goes down it is pretty hard to get it back, for when it is done, the consumer always thinks it is another means of extracting just a little more on a necessary article.

The Empress Manufacturing Company, of Vancouver, has placed on the market for the first time a home-made mincemeat in 20-ounce glass packages.

An effort is being made to place the unfermented wines put up by T. A. Lytle & Co., Toronto.

Merchants generally have done a good business this holiday season. The weather was fairly good, several fine days bringing out the people in very large numbers. Every bargain sale, no matter what line, had an unusually large number of buyers, showing that advertisements were eagerly scanned. It is very probable when the totals are counted up, that this year's business will exceed that of any previous.

Carload shipments of bananas are being received twice weekly, and they are being sold lower than at this time in previous years. The quality is good.

California radishes, parsley, etc., have begun to come in, and are a little high in price. The demand, though, is fair.

Navels have advanced at the shipping point 10c and 50c per box, but the quality is only fair. Shipments are arriving on the green side, and none of the stock

has the nice orange color that this fruit should have. Last year, too, the oranges were pale and sour. Japs are short in quantity, but better than usual in quality.

Excellent progress is being made by the Hygienic Dairy with its building at Matsqui, and it is expected that operations will begin soon. At a general meeting held this week a permanent board of directors was appointed, as follows: Dr. S. Tunstall, Messrs. C. E. Hope, M. P. Thomson, A. Cruickshanks, R. A. Mather and M. Desbrisay. F. M. Logan is general manager.

An experimental shipment of fresh salmon from this city to England was recently made by George L. Clayton, of Vancouver, with a view to ascertaining the possibilities of establishing a trade with the English fishmongers. The salmon were packed in ice and sent by express. Mr. Clayton received word this week that the shipment arrived in London in good condition, and he is convinced that if refrigerator cars are used a good business could be worked up.

E. A. Ramsay, senior partner and business manager of Ramsay & Phillips, of Kamloops, who have the largest store of groceries and general goods in the province, outside the large coast cities, has disposed of his interest in the business in exchange for property in Red Deer, Alta., owned by J. P. Rice. Ill health has made it necessary for Mr. Ramsay to secure some relaxation from business worries. The property purchased is in the business portion of Red Deer, and is valued at \$26,350. Mr. Rice will enter the firm at Kamloops, but Mr. Ramsay will also remain financially interested, investing \$10,000 in additional shares, which will increase the working capital by that amount.

Safecrackers operated at the general store of B. B. Smith, Cloverdale, last week and got \$25. No goods were taken.

Mr. Wilson has left Vancouver to take charge of the sales department of Harvey & Dobson, general merchants, of Enderby.

Mrs. R. P. Bradley, with her younger sons and daughter, have arrived from Enderby, to join Mr. Bradley, who lately purchased a grocery store in Kitsilano, one of the western sub-divisions of Vancouver City.

Encouragement is given to land owners in the Okanagan district to grow tobacco by Louis Holman, who offers to take all the leaf that is produced there. He is a tobacco grower of some experience, and since coming to British Columbia from Wisconsin four years ago, has cultivated this profitable plant. Following his advice, a number of others have started growing, and now there is a total tobacco acreage about Kelowna of about 43 acres, from which it is expected that 38,000 pounds of leaf will be obtained. Climatic and general conditions are very favorable, and the indication is that this industry will expand rapidly.

Broder Bros., of Bellingham, are operating a clam cannery at New Westminster. The raw product is obtained from an island in the Gulf of Georgia by Indians, and conveyed to the factory in sacks. Orientals are employed in the work of preparation, but the more important parts of the process are carried out by eight white men. Nothing is wasted, the shells being shipped to Bellingham, where they are manufactured into chicken feed.

CALGARY.

December 26.—The appearance of the stores last week, not only proves conclusively that Calgary is second to none as a modern city, but that the grocers possess both business ability and the skill and taste of the artist. To form an idea of Calgary's prosperity, and the efficiency of its business houses, one could not do better than take the store of the Calgary Milling Co. as a criterion.

Mr. Turcotte, who for the past two months has been in charge of the Calgary grocery store, in 1st Street West, has lately opened another store in the rapidly growing suburb of Sunnyside.

Among the many passengers going east for the Christmas season was J. G. Savage, of Plunkett & Savage, Rumor has it that he will not return to Calgary alone.

The dairymen of Alberta report very good progress during the season just passed. The fifty creameries and cheese factories in the province have done a much better business than last year. Twenty-one of the creameries established on the co-operative principle and owned by the association of farmers, were operated by the Provincial Department of Agriculture on their behalf, and have proved a great boon to the farmers of the various districts.

There appears to be a scarcity of peel this year. The wholesalers, owing to the big demands, have run short. As this was partly anticipated, many of the retailers held on to their stock and will probably be able to meet all requirements.

R. R. Jamieson, for many years superintendent of C.P.R., Calgary, has been elected mayor by about 500 majority. The experience he has had in handling large railway affairs will stand him in good stead in his new position. The coming year will be an important one in Calgary. Several big undertakings will be pushed forward, the street railway being one of them.

The Calgary grocers are honored by having three of their number, F. J. Green, J. C. Speer and G. N. Erb, elected as aldermen, and if they attend to the work of the council as they have to their private affairs, the citizens will have reason to be proud of them. F. G. Green is of Wood & Green, 8th Avenue W. Their business is one of the largest in the city, and Mr. Green's business ability, as well as popularity, counted for much in his election. J. C. Speer runs a store with his brother in 9th Avenue E., where they have been in business about two years. Mr. Speer will be a good addition to the council. G. N. Erb, of Erb & Anderson, flour and feed merchants, 8th Avenue E., is a quiet, unassuming man, but with a good grasp of affairs.

Recently a meeting of the wholesale section of the Board of Trade was held to discuss the question of legislation with reference to the sales of goods in bulk. Wm. Georgeson, of the Georgeson Co., wholesale grocers, was in the chair and read the Bulk Sales Act, as passed by the British Columbia Legislature, and advocated legislation on similar lines. Under existing circumstances it is possible for a retailer indebted to wholesalers to sell out his entire stock, pocket the money and leave the country, when, as many cases have proved, the creditor receives nothing. It seems that

an act to remedy this state of affairs would be welcome, and be of benefit, not only to wholesale houses, but retailers, too, by doing away with fraudulent merchants. A resolution in favor of this act was unanimously passed at the meeting, and will be submitted to the council of the Board of Trade at their next meeting.

Jas. Logan, who for the past five

years has been running a general merchant's store in Olds, has assigned to George Gray, official assignee, of Calgary. When everything is straightened out his assets will in all probability quite cover his liabilities.

L. T. Mewburn, of L. T. Mewburn & Co., wholesale grocers was recently elected president of the Hunt Club just formed in Calgary.

John McCorvie, for the past year chairman of the Board of Education, is this year in the aldermanic race, and is counted one of the likeliest candidates in the list of 40. John Mahler, of the Chatham Evaporating Works, and Chas. E. Lister, of the Maple City Creamery, are also in the race. All things considered, dealers in foodstuffs have a pretty goodly representation in the list of candidates. Harry W. Jacques is the only grocer in the list of candidates for the Board of Education.

Though it was at one time thought likely that the repeal of the market by-law, prohibiting grocers from purchasing on the market before 10 o'clock, which was put through early in the year, would prove an issue in the municipal elections, so far it has been brought up by only one candidate, Fred. H. Briseo. Mr. Briseo comes out flat-footed in favor of the restoration of the 10 o'clock proviso, with respect to grocers and butchers, as well as its extension to include wholesale buyers.

The Christmas season is over. All things considered, it was a very successful season for the grocery trade. Grocers all round are well satisfied with results. "It was miles ahead of last year," was the enthusiastic statement of one merchant to The Grocer representative, while grocers who condescended to be specific reported in some cases that their business for December, 1908, was approximately \$500 to \$600 in excess of that for December, 1907. Christmas displays were on the whole far better than those last year, though in many cases simpler.

Assignee W. G. Burrows states that the estate of R. I. Weaver, the St. Clair Street grocer-butcher, whose assignment was reported last week, is in pretty good shape, the assets being far in excess of the liabilities. The assignment was probably hastened by the pressure of some of the larger creditors to secure payment of their claims. The assignee intimates that the estate will not only pay 100 cents on the dollar, but will leave Mr. Weaver a tidy balance. The business is being carried on by the assignee, pending the winding-up proceedings.

E. H. Ruttan, grocer, of Wallaceburg, has added a new National Cash Register to his store equipment.

O'Flynn & Burgess, Wallaceburg, have brightened the interior of their grocery by installing several additional electric lights.

Gilbert Lombard has opened a new butcher shop in Wallaceburg, in the front part of Jas. Dunlop's premises.

Elmore Selkirk has joined the staff of E. Coulter's grocery at Wheatley.

Harry Gill, of Ouvry, is offering his grocery and other property for sale.

GUELPH.

December 29.—The Christmas trade, the grandest time of all the year in the grocery business, is come and gone, and from outside indications the trade did not pan out as well as usual this year in Guelph. The grocers in some instances

From Ontario Correspondents

Many Grocers Interested in Municipal Elections—Christmas Business Reported Generally Good—Brantford's Christmas Excursion a Success—London Grocers Enthusiastic Bowlers.

LONDON.

Dec. 29.—Local retail grocers agree that this year's Christmas trade has been at least equal to that of last year, while the business of Christmas eve surpassed any previous record.

This is stock-taking week in the wholesale houses and all the travelers are in.

Brokers report trade rather quiet, with little change in prices of staples. Canned goods are moving very slowly.

At the next meeting of the Retail Grocers' Association, to be held on Jan. 12, the matter of holding the annual banquet will be taken up and the date and place named.

Local retail grocers have not yet recovered from the bowling fever. Next week there will be a match for blood between teams representing grocers north of Dundas Street and those south of it. Treasurer Ed. Ryan, will captain the south-siders and ex-President Harry Ranahan will be in command of the north-enders.

Only two grocery men were put in nomination for municipal office on Monday. Samuel Screaton, of Edward Adams & Co., (wholesale), chairman of the Hospital Trust, who is seeking re-election, and T. H. James, whose name is on the list of aldermanic nominees.

It is understood that John Garvey, wholesale grocer, intends erecting during the coming summer a handsome five-storey warehouse on the site on King St. of the Murray Shoe Company's premises, which is the property of Mr. Garvey. Mr. Garvey has long had this project in contemplation, but certain leases have prevented its being carried out.

The local cheese trade has been rather lifeless during the past three weeks, as buyers generally have sufficient stock with which to finish the year. Though there are fairly large quantities in Montreal, the wholesale exporters refuse to let go their holdings at present prices. Their reason for so doing is that cheese stored here is mostly of September and October make, and was purchased at higher prices than the later makes. They are, therefore, willing to hold on and take chances rather than suffer a loss at the present time. One large dealer

states that prospects look 'brighter now, and he looks for an advance in January, although not a large one. The same authority stated that England's supply is nearly exhausted, and they will have to import Canadian cheese in the near future. He does not, however, believe cheese will soar very high.

Thieves entered Gyde's grocery, 508 Grosvenor St., the other night and made off with a quantity of goods.

Roy Moore, driver for Ryan & Russell's grocery wagon, had a close call from serious injury, if not death, at the Richmond St. crossing of the C.P.R. on Saturday. While driving over the tracks he failed to notice an approaching yard engine until it was almost upon him. Then he whipped up the horse, but the engine struck the end of the wagon, throwing it around to one side and pitching Moore and a companion out. Their escape with a few cuts and bruises was little short of miraculous.

CHATHAM.

December 29.—Following the busy Christmas season, keen interest is being taken in the municipal elections. Members of the grocery and allied trades figure quite prominently in the list of candidates placed in nomination to-day.

There is a straight fight for the Mayoralty between Ald. John Edmondson, the St. Clair Street butcher, and Ald. W. H. Westman. Ex-Ald. Wm. Potter, who contested the Mayoralty last year, was in many quarters expected to again enter the race, but a few days ago gave out a statement to the effect that he was not seeking municipal office. He was nominated for the Council, though it is uncertain whether or not he will be a candidate. In addition to ex-Ald. Potter, Ald. Harry Andrew is a grocer candidate out for re-election to the Council, after one year of service. Wm. Anderson, ex-chairman of the Public Library Board, is also in the race, his candidature meeting with widespread approval. Mr. Anderson is president of the City Retail Merchants' Association, and has a general reputation as a hustler. John D. Stark, St. Clair Street, is another grocer nominee, though it is uncertain as yet whether or not he will stand.

were responsible themselves. The window dressing this year was away behind other years, in fact, I do not remember seeing the windows here as a whole so poorly dressed and so little decoration shown. It does not cost so much that any merchant need be afraid of the cost even if they did not pay for themselves. In a few cases some attempt was made but only in a few. The boot and shoe, also the dry goods windows, were all that could be desired, but the grocers for once were not in it at all. George Williams, with a beautiful display of candies, stockings, etc., had the nicest window in the city, but for a right out-and-out grocery window display we did not have any. Some of the grocers claim they had not time, but that is a too far fetched excuse. There was just as much and, perhaps, more time this year, and if there was not it should have been made, as nothing helps Christmas trade more than a well dressed window, and most grocers are well aware of it. "How was the Christmas trade with you?" was the general question among grocers this week and most claim just as good as last year. But then again on the side each one has his own version, and you can put it down as a fact that it was not up to other years. Business in the china and crockery line was all that could be desired, but then again this year one of our dry goods stores put in a line of china at cut prices and most of the grocers who handle these lines had to meet competition, and while a good many more goods may have been sold, the profits were not nearly so large on account of the cut prices. As it was this year, a lot of merchants had a chance to clean up their stocks at a reduced price, for which the public got the benefit.

The market Saturday was conspicuous by its absence, which is not often the case in Guelph. But the other days of the week had spoilt it. Thursday's market made up for it.

The only scarce article this year again was turkeys, and as high as 20c a lb. was paid here.

We were wondering up in Guelph what Charley Smye had to eat at the banquet to change his face so much. Charley's "Tartian Brand" did not do that surely?

Doesn't it take some grocers a long time after the Christmas season is over to change their advertisements? Guelph is not alone in this; long after the new year is in they will still be shouting out their Christmas specials.

The Co-operative Association had an idea for their window at Christmas which helped to draw the crowd. They had a large cake of shortbread with a Merry Christmas done in icing on the top. It was given free to the nearest guesser to its weight.

1909 will soon be here. One of the new leaves in the grocers' case this year who says, "Just as good as last year," ought to be, "The largest trade we ever did and keep it up all the year." Just as good is not good enough for Guelph.

BARRIE.

Dec. 29.—Christmas business this year has been better on a whole than last, as this year we have had four days leading up to the holiday whereas last year we only had one day practically to do it in. This season was a good one for fruits and confectionery and more fancy groceries than usual were sold. Two leading local firms mailed circulars to the buying public announcing Christmas suggestions which they claimed helped them very much, another had a chair contest in which nine fine chairs were given to the parties in town and the surrounding district who received the highest number of votes—every twenty-five cent purchase calling for a vote. This scheme worked well and helped swell the sales of that merchant, as there actually were a couple of ladies in the contest who went around town asking people to buy from that store and give them their votes.

The merchants around town, more especially the older ones, were very much grieved to hear of the sudden death of Chas. E. Kyle in Toronto on Monday. Mr. Kyle had visited this town as a traveler for grocery houses for the past twenty-five years, and a host of old and young friends of this town join in deepest sympathy for Mrs. Kyle.

Christmas turkey was at a premium on the local market last Tuesday and Thursday, there being only a few offering. The farmer could ask any old price he wished—which he did—on Tuesday. Seventeen cents a pound was paid and people were putting off till Thursday market thinking they would buy cheaper, when up went the price to 19c and 20c, and even at that the fowl were unprocurable. Thursday evening the several merchants who had any were retailing them at 25c a pound and cleaned up all they had at that. Geese also followed the prices of turkeys in proportion and were sold at fifteen cents a pound. There were no ducks offered, this being the first year that this has ever occurred.

Edward Luck, late of Luck, Wisdom & Company, has joined the staff of James Vair & Sons.

J. Boyde, of Telfer Bros. Collingwood, has resigned his position with that firm.

Budd, Lawson & Co., have undergone a recent change, Mr. Lawson withdrawing from the firm which is now called Budd & Co.

The elections are now at fever-heat. James Vair looks the likely candidate for Mayor, while W. D. Bothwell is trying hard for a re-election as alderman for No. 3 ward. Sam Calwell is trying to land No. 5 ward.

PETERBORO.

Dec. 29.—The nominations of candidates for municipal honors took place here yesterday and the slate includes a couple of men interested in the grocery

trade. Geo. A. Gillespie, of White & Gillespie, grocers, was named for the council. Mr. Gillespie has already spent a year in the city council of Peterboro and will in all probability remain in the field again. E. F. Mason, grocer, was nominated for the board of education. A few years ago Mr. Mason occupied a seat in the city council here and before he retired was chairman of the finance committee. He is proprietor of three grocery stores.

Among the attractive grocery windows during the Christmas season was that of Peter Connal & Son, George St. The feature of the display was a large wax doll in holiday attire, standing beneath a throne-shaped canopy. The latter was erected on an elevated pedestal, giving the whole display a commanding appearance.

GALT.

December 29.—The merchants in Galt are exceptionally well pleased with the Christmas trade. It was better than for some years past. Of course, the Saturday trade was killed, and the streets in town on that day were more deserted than on an ordinary week day. The big Christmas market in Galt was on Wednesday before the holiday, and it was a record-breaker. The council expended considerable money in advertising, but still the quantity of produce was insufficient to meet the demand. Turkey sold at 22c per pound.

John Sloan, grocer, has been elected president of the Galt Board of Trade.

At the nomination meeting on Monday evening, Ald. Pat. Radigan was elected by acclamation for a second term. He has served the town faithfully during 1908 and his re-election is well deserved.

Thos. G. Robinson, the Waterloo Ave. grocer, will seek election to the aldermanic board from Ward 5. "Tom" is well up in municipal affairs, an energetic worker and a strong labor man, and although he is up against strong opposition, it is quite possible that he will be elected.

The clerks in the various grocery stores were handsomely remembered by their employers at Christmas.

There is practically no destitution in Galt, a statement which any other town could hardly truthfully make.

BRANTFORD.

December 29.—The excursion from outside points under the auspices of the local business men, the week before Xmas, was a great success. The radial companies gave a good service and reported that 1,600 people secured return tickets. The return rates were: From Galt 10c, Paris 5c, Ancaster 5c.

Percy Greensides spent Christmas with friends in Preston.

The wholesale houses reported that stocks of Christmas goods are very low.

Philip Truss, wife and family, spent Christmas with friends in Hamilton.

Christmas is again as far away as ever and your correspondent has received many favorable reports of this year's business. While the majority of merchants report that sales have been

smaller in comparison to the usual amounts, when totaled up they amount to more than last year. The stores all appeared attractive this year, much more time than usual having been spent on the Christmas decorations. The window displays were exceptionally good, as great interest has been taken in the window dressing competition.

Most of the stores kept open the week previous to Christmas until ten o'clock. The last five days were busy ones for everybody. While Brantford is not noted for a large market during the week, it was, nevertheless, thought by all that Thursday's market would be a good one. In this many were disappointed, and especially those who had not purchased their turkeys before. One farmer asked 30c per lb., but most of them were sold at 25c lb. New laid eggs are

they had come to the conclusion weeks ago that the Christmas trade would not amount to much.

Almost every grocer in the city reports the Christmas trade equal to, if not surpassing that of last year. Large quantities of groceries were disposed of and for once stocks were short of many lines. Cranberries were hardly obtainable at any price, table raisins were all sold and there were only one or two varieties of nuts in any quantity. Housekeepers could scarcely believe their ears when, inquiring for these goods, they heard in each instance the same response, "All sold." To guard against a repetition of this a suggestion might be offered which by experience has proven itself quite practical. Take all the invoices of your Christmas stock purchases and list the amounts of each item on a sheet of writing paper, as well as the cost price. After each item fill in as re-

Stock-taking is the next event every grocer has in mind now. Do you take stock? If not, why not begin this year? You can't realize the odds and ends of stock that may have accumulated in unknown corners in twelve months or longer. These represent capital—dead capital—not earning its share of the profits. Stock-taking will reveal these. Then why not know exactly how you stand? You may have worked hard during the past year and if you knew exactly how much your net profit for the year was over and above all expenses you would perhaps be ashamed to tell it.

It follows that after the periodical summing up, the successful grocer will plan ahead for the new year. Don't overlook your advertising. How can you ascertain what amount you should devote to advertising? Take the total of your sales for 1908 and allow one



One of Toronto's Brightest Groceries, the Store of H. G. Macdonald, 223 Spadina Ave.

still scarce and are retailing at 35c per dozen.

Civic nominations on Monday brought out an unprecedented array of candidates for municipal honors. Ald. Sudaby, the West Brant grocer, is in the field for Mayor. He has been chairman of the Board of Works for the past two years, and has done faithful work, especially in connection with the street paving which has been inaugurated this year. Ald. Burns is also a candidate for re-election in Ward 3. Both of these gentlemen's past records should commend them to the favorable consideration of the citizens.

ST. CATHARINES.

December 29.—Many merchants were caught unprepared when the final Christmas rush came last week, simply because

marks whether your purchase was sufficient to meet the demands of your trade. If not sufficient, estimate the quantity you could have sold and enter it in your remarks. If you find you are overstocked in some lines note these and the quantities sold. This should be done carefully with every line you buy for Christmas trade. Then when you have completed your remarks, place them in an envelope marked, "Pointers for Christmas Buying, 1909," and store it in the safe. With price conditions the same a year from now a grocer will be able to place his Christmas orders intelligently and without the chance of over-buying, which happens if he trusts to memory alone. If prices are changed, either higher or lower, some allowances should be made for these altered conditions. If prices are lower on any line naturally larger sales may be expected, whereas if they are higher sales will be curtailed.

per cent. of that amount to be your advertising appropriation for 1909. If your sales were \$10,000 that would mean \$100 for advertising next year. Plan now how you are going to spend your allowance for advertising. Use only the mediums that pay.

The fixtures of the Simson store, of Thorold, are to be sold by auction on Dec. 31 and on January 2.

W. H. Merriman, one of our local wholesale grocers, purchased the Rawson stock at Humberstone at 55c on the dollar. It is expected that the estate will pay from 35 to 45 cents on the dollar to creditors. Mr. Merriman has not definitely decided as to how the stock will be disposed of, as he is considering a very favorable offer which he has received for it en bloc.

T. J. Farmer, of C. A. Farmer & Son, grocers, Perth, was a visitor in Toronto Christmas week.

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JOHN BAYNE MACLEAN President

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THE APPLE SITUATION.

The apple situation just now, while not exactly exciting, presents some features which are decidedly interesting. The crop of 1907 was a light one and this present year's is but little better. The early varieties were plentiful enough, but the late fall and winter apples are very scarce. As is well known the past summer was an exceedingly dry one, and in consequence the keeping qualities of the fruit are very low. The buds in the early summer gave promise of an abundant yield, but the drought during July and August made growth too rapid, and a few windstorms which came on in the late summer played havoc among the trees and blew off a great quantity of fruit.

Early apples were fairly plentiful, although a number of barrels offering contained what seemed more than a fair proportion of windfalls. The later apples looked better, and were better, but the great defect this year with all kinds of apples is that they were too dry. They do not stand up well. That is why good apples are scarce and command a high price.

Nearly three months ago when apples were more plentiful than now and when the price of early varieties ran from

\$1.25 to \$1.85, the statement was made in these columns that \$2.25 a barrel was none too high for the firmer grades, and that later varieties might easily be worth \$2.50. Our estimate proved correct, though the figures were a little conservative, good apples ranging from \$2.50 to \$4.50 per barrel.

A great many commission men who handle general fruit lines, more particularly in the smaller centres of the country, and have in the past dealt in apples, are not touching the fruit this season. They lost money a year ago, and do not wish to repeat their experience. Some of the growers, too, lost money last year, and this season are placing their fruit in a different way and in a different market.

Anyone who reads the reports of apple shipments from Canadian and United States ports to Europe, cannot but be surprised at the small quantities going forward this year. The season opened well enough, and two months ago it looked as though a new apple-shipment record would be established. Such, however, was not to be the case. Evidently the packer for export has not yet learned his lesson, many of the apples reaching Liverpool in an unmarketable condition.

Of course there was some sort of excuse for the earlier arrivals. Forest fires delayed ships in the St. Lawrence and navigation was all but tied up, and this unforeseen catastrophe caused delay in placing the fruit on the European markets. But when a great many later arrivals were seen to be in the same condition buyers grew shy and the price declined. Good stock was put in the same category as early fruit, though of late a good high price is offered in Liverpool for select apples.

The blame for sending unmarketable fruit forward cannot be laid at any one person's door. Some of the fruit from Ontario and Western points was shipped from Montreal, and some Eastern fruit from St. John and Halifax. Nor are Canadians only to be blamed, for not a little of this unfit fruit was shipped from United States ports.

Another feature which strikes one is this. Of late the number of fruit growers who sell apples as they stand on the trees is increasing. It may mean more money for the grower, and it certainly means less work; but is it wise to do this without proper inspection? Let us consider a case. An orchard which looked worth \$300 to a packer yielded but \$200 worth of good fruit. What would

the packer do? Perhaps he would try to make up the other \$100 by putting in the culls and windfalls which would ordinarily go to the cider mill. In fact, this seems to have been done. Now a suggested remedy is that inspection be made on all fruit whether for export or home consumption, and that the inspection be made at the place where picked and packed.

That something along this line is coming to be recognized is shown by the way Annapolis Valley apples are now going forward. For the first time, apples from Annapolis are going out as such, and not under the general designation of Nova Scotia apples. The fruit growers of Kent County, Ontario, too, are recognizing the fact that it is well to look after their output in a personal way. Last year they lost money exporting their fruit through agents to Britain. This year they are shipping to the West and making money.

The West this year is the big market for apples, and that market is taking nearly all the fruit that otherwise would have gone to Britain. Southwestern Ontario has a slight advantage in the matter of climate and its fruit is placed on the market ten days before Niagara lines, and can be offered in Winnipeg two weeks earlier than British Columbia fruit. But other sections of the country are sending apples to the West, and are making money, too. One Toronto dealer a few days ago was offering \$2.80 a barrel for apples which he was shipping to the West.

CANADIAN TRADE WITH JAPAN.

A Japanese merchant passing through Montreal, en route to England recently, when questioned regarding the trade relationship of Canada with Japan, said that he was gratified to know that the interchange of products between the two countries was increasing each year, and that trade had been established, on a good, healthy basis, which had every appearance of being a lasting institution. Canadian canned goods were in especially good demand. A great variety of other lines were also being introduced into the market.

A Canadian authority referring to these statements, said that the flour trade with Japan had dropped off considerably, in fact, almost altogether, owing to the imposition by the Japanese Government of a duty of fifty cents per barrel. The Japanese Empire produced about 15 million bushels of wheat, and the remainder of their supply was derived from Canada and the U.S. The trade in flour reached fairly good dimen-

sions at the close of the Jap-Russian War, when this business received the discouragement above referred to.

IMPROVING THE DEPARTMENT'S USEFULNESS.

A circular received from the Department of Trade and Commerce at Ottawa during the week shows that its officers are taking well-advised steps to make themselves conversant with the ideas of the business men in whose interests, as well as for the country as a whole, they are working.

The Deputy Minister invites Canadian exporters and manufacturers to give the department the benefit of their views on the following questions: (a) "What would you advise should be done to increase the export trade of Canada?" (b) "What improvement or change do you think desirable in the compilation of the trade statistics published by this department?" (c) "Can you suggest any improvement in the collection and publication of commercial information received from the trade commissioners?" Replies should be marked "Trade Suggestions" on the envelopes.

This is something which manufacturers and exporters in all parts of Canada should take an interest in and give due consideration.

LOOK FORWARD TO BETTER THINGS.

With the departure of the old year and the coming of the new, there naturally arises in the mind of the grocerman the question, "What can I do to better my business during the year 1909?" Resolutions are, therefore, in order, and if they are sincerely made they should be kept. The grocer must reflect on the past, find where he has blundered and lost money, and lay his plans for the future to avoid the recurrence of the mistake. If he finds he has paid too little attention to the art of window display and has noticed that his neighbor has profited thereby, he has a good foundation for a resolution.

Again a grocer may have neglected to keep his name and business before the public as prominently as he should have done and might easily have done. Publicity is a contending factor. The public should know who you are, what you have for sale and what you sell it for. The effect of advertising may be determined with little trouble by comparison. From present prospects the grocery business during the coming year promises to

be excellent. Regardless of the financial stringency of the past year, reports from various Ontario towns and cities indicate a splendid Christmas trade—one which, it seems, was scarcely expected by the grocers. With the experiences of the past to go by, the grocers should have a much better year during 1909 than the one which has just closed.

MAY MEAN FAMINE IN LEMONS.

The earthquake and consequent disaster in Sicily on Monday is likely to have a very stiffening effect on the lemon market during the coming season. At the present time a large quantity of the season's supply is stored in warehouses on the docks at Messina, in the centre of the affected district and it is feared that the tidal wave which accompanied the earthquake shock will practically mean the destruction of this stock. Local brokers have been cabling this week trying to secure information regarding the matter, but up to the time of going to press nothing could be learned.

If the possibility spoken of above has occurred it will mean practically a lemon famine in Canada in May and June and prices will be likely to soar very high.

At the present time there are no lemons between Messina and Toronto and local stocks are very light. Shipments for local brokers were due to leave Messina on the 29th, the day after the disaster. Of course these will not be sent and it is possible they have been destroyed.

New crop Messinas will arrive in July, and this should ease the situation a little, but if the disaster has had the effect imagined the prices of lemons will be very high during the coming summer.

COURTESY AND CLEANLINESS.

Courtesy costs nothing, and as a good business investment cannot be surpassed. Everyone whom you know could tell you of numberless instances where courtesy has had a very large pecuniary value, to say nothing of any other aspect of the question. There is, however, a very grave danger of confounding courtesy with servility.

A writer in defining a gentleman, said "He was a man who was lord of his own actions, always expressing that lordship in his behaviour, not subservient nor servile." To draw the line is a very difficult matter, but it can be done. Some

grocers complain that their social position is not what it ought to be, perhaps, however, it would be better to qualify this statement by saying their wives do the complaining in this respect, as the average grocer, is so busy he does not have much time to think over his social status.

The writer was amused some time ago by an incident which occurred in a grocery store. Some time previously the proprietor had sold his business to a younger man. Finding life very dull without something to do, he found himself spending much time on the scene of his past endeavors. He greeted those who came in with the same old smile and enquired in an intensely interesting way regarding their health. What, however, was the most amusing part of this comedy was the fact that the inevitable "Thank you, thank you," escaped him as he still politely opened the door. All of this was force of habit, and so long as he lingered about his old haunts his old habits clung to him. With some people who are in trade, and meet the public this courtesy is studied and oppressive, being obviously for a purpose while with others it comes with a natural grace.

Many and varied are the comments which are passed on the personal appearance and deportment of those who serve customers. Not long ago in a certain store, a lady was heard to remark to her companion "What a nice clean looking lad that is who served us, and he is so courteous." In this young man the employer had an asset, whose full value it would be difficult to estimate. Psychological as well as material impressions play a large part in our daily life, and if these are not pleasant, we are not likely to visit again the places where we receive them. On the other hand, if they are good we are impelled to seek out these places at another time. When a woman moves into a new community, and consequently has to change her grocery patronage she has been heard to say on reaching her home after visiting a nearby grocery: "The man who served me had on a disgustingly dirty collar, and his shirt looked as though he had not changed it for a month." Mentally, she pictures his goods as suffering from the same complaint and immediately transfers her patronage to the grocer whose clerks are immaculate in clean white frocks, and aprons. In regard to politeness and courtesy it may be said that the average grocer is in this respect guilty of the sins of commission rather than omission. In the great majority of cases politeness is overdone, and nothing is more objectionable to people of discernment than this. See to it that you are not too effusive as this offends people quite as readily as the other extreme, especially since they may think that it is only assumed for a material end.

TRAVELERS' MEETING AT LONDON

Decide to Admit Saleswomen as Members—Travelers' Club Elects Officers.

The annual meeting of the Travelers' Club was held on Saturday night. President Townsend, in opening the meeting, said the year had been one of the most successful in the history of the club. The membership had increased greatly, and was now the largest in the history of the club. Financially, they were in a splendid position, and the profits for the year were the greatest yet. The election of officers was then called for and resulted as follows: Honorary President, Hon. C. S. Hyman; Honorary Vice-presidents, Ald. Donald Ferguson, C. W. McGuire, H. E. Buttrey; President, J. S. Townsend (re-elected). 1st Vice-President, S. Frank Glass (re-elected); 2nd Vice-president, A. H. Brener (re-elected); Secretary, Fred Lind (re-elected). Directors, J. W. Ferguson, B. S. Murray, H. W. Lind, Frank Lawson, Edwin Paul, Benj. Noble, J. T. Green and F. S. Fisher. Auditors, A. H. Moran and J. K. Spry.

Association Meeting.

The annual general meeting of the Western Ontario Commercial Travelers' Association was held on Saturday last. The officers were elected by acclamation at the meeting a couple of weeks ago and there were only a few vacancies on the directorate to fill. To these the following were elected: Directors for London—E. M. Hamab, A. S. Wallace, H. W. Lind, Frank Lawson, W. Smithson, R. H. Turnbull and P. M. Millman. For Galt—C. Turnbull.

The re-adjustment of the mortuary benefit fund was the cause of considerable discussion.

It was impossible to arrive at any conclusion in the meeting and a committee composed of W. R. Grant, William Gray, William Turnbull, J. M. Dillon, W. L. Underwood, P. M. Millman and Col. J. W. Little was appointed to thoroughly consider the whole question and report at the next meeting.

The right of a member to give the power of attorney to another member to vote was abolished at the suggestion of R. E. Davis, and in the future each member must vote himself. It was also decided that the trustee should receive the ballot paper instead of the secretary, as in times past. It was also decided to increase the duties of the treasurer, and he was voted a salary of \$200 per annum.

William Gray moved that all the funds of the association should be invested in the name of the president, the trustee and the treasurer. J. M. Dillon seconded the motion, and it was carried.

There was considerable discussion on the motion not to extend the privileges of membership to the ladies, but it was voted down, by a considerable majority.

E. J. Dawson and J. F. Kern were re-appointed auditors for the coming year.

The annual report was received and unanimously adopted. The officers were congratulated on the splendid showing of the year.

The sum of \$300 was voted to the charitable fund.

The new board met directly after the general meeting and elected Col. J. W. Little as trustee, and Alf. Robinson as secretary.

DEATH OF CANADIAN TRADE COMMISSIONER.

Alexander Maclean, an Old Newspaper Man, Passed Away in Shanghai.

The news of the death in Shanghai, China, of Alexander Maclean, trade commissioner of the Canadian Government, which came in a cable dated Shanghai, Dec. 22, has been received with a great deal of regret by his many friends in the Dominion. The deceased



THE LATE ALEXANDER MACLEAN.

Canadian Trade Commissioner in Shanghai.

was widely known throughout Canada, even prior to his appointment, Dec. 1st, 1903, as trade agent at Yokohama, when the Government opened its first agency in China. Mr. Maclean was born in Brant County, Ontario, and after teaching a short time in his early manhood, he became a newspaper writer. He established the Mitchell Reformer, published The Cornwall Freeholder from 1865 to 1872, and represented The Globe in the Parliamentary Press Gallery during the stormy period between 1872 and 1874. His next service in newspaper life was as publisher of the Ottawa Times and his final venture in journalism was as managing director of the Montreal Herald.

During the past few months Mr. Maclean had been too ill to attend to his duties in the east, but the department at Ottawa and his many Canadian friends believed he was on the road to recovery. On Oct. 30th, F. C. T. O'Hara, Deputy Minister of Trade and Commerce, received the last letter from him, and in it Mr. Maclean dealt with business matters, giving the impression that he was regaining his health. Last May he was transferred from Yokohama to Shanghai and since that time he had not been in the best of health. He was 74 years of age and was predeceased by his wife. John Maclean, of the Allis-Chalmers-Bullock Company, is a son, and M. Y. Maclean, M.P. for South Huron, a brother.

DEATH OF GEORGE RANDALL.

Wholesale Grocer, of Berlin, Passed Away Last Week.

George Randall, sr., of Randall & Roos, wholesale grocers, of Berlin, died on Wednesday, Dec. 23, at the ripe old age of 77 years. Mr. Randall was born in Chesterfield, New Hampshire, and at the age of 19 years came to Hamilton, where he entered into partnership with his brother-in-law, Marshall Farr, as contractors. Among the buildings they erected were a large number of railway stations for the Great Western Railway. Other contracts which they filled were the Desjardins Canal, in the course of construction of which Mr. Farr lost his life. The contract was, however, completed by his partner, who afterwards went to Waterloo, joining the late Mr. Hespeler in operating a distillery and general store under the name Hespeler & Randall. This business was later known as Geo. Randall & Co., his partners being Joseph Seagram and William Roos, who had formerly been clerks. Just a quarter of a century ago this partnership was dissolved, and a new one formed, with W. William Roos, known as Randall & Roos. As this time Joseph Seagram withdrew and carried on the distilling business which has grown to its present large proportions. The wholesale grocery business was carried on until Mr. Randall's death, though he did not take a particularly active interest. In addition to his connection with these firms he was also identified with the Hespeler Woollen Mills, now the Forbes Co. He was president of the Waterloo Mutual Fire Insurance Co., of which he made a striking success. His wife was a daughter of Michael Roos, Preston, and he is survived by two daughters and one son. The funeral was held on Saturday to the Berlin Cemetery, and was largely attended by friends and business associates.

GUILD CASE HEARING JAN. 7.

The argument in connection with the Grocers' Guild case, which has been expected now for several weeks, is announced to be resumed on Monday, Jan. 7. The hearing will be in Osgoode Hall, Toronto, at 10.30 a.m., before Chief Justice Falconbridge.

DALLEY EMPLOYEES JUBILATE.

About thirty-five of the employes of the F. F. Dalley Company, Hamilton, including representatives of the company from France, England, the United States and Canada assembled at the home of Mr. Dalley, Main St. west, on Wednesday evening, Dec. 23, to enjoy the hospitality of their chief. The chairs were occupied by F. F. Dalley, sr., and F. F. Dalley, jr., and F. Menzie acted as master of ceremonies. The music during the evening was rendered by Anderson's orchestra and an elaborate supper was served in the large double parlor of the Dalley home, beautifully decorated with flowers for the occasion.

After supper an enjoyable programme was presented. It was principally of a humorous character and kept everyone in a state of laughter until the company dispersed long after midnight.

The numbers included were:

Piano solo, "The Death of Paderewski" W. E. James; song, "Shadows on Burlington Beach," F. O. Creed; recitation, "Did the Cat Eat Father's Mush," J. W. Mill; song, "How Dry I am," M. B. Tufford; oration, "The Upper Ten That's Down," Bay Hill; song, "Why Does He Like to Come Home?" J. B. Mundie; recitation, "What I Dreamed About Shakespeare," J. M. Williams; musical selection, "The Piano's Full of Snow," J. S. Wallace; speech, "How Much Travelers Kneek Down," E. O. Zimmerman; piano solo, "Mus: I Leave on Tuesday," J. B. Mundie; quartette, "Ain't It Awful, Maud," "2 in 1" Bunch; song, "I've Troubles of My Own," F. Menzie; song, "What They Do to Me in Brantford," Geo. Smye; song, "Johnnie Come Home With the Soap," C. L. Farnworth; oration, "That This Could Last Forever," M. B. Tufford; speech, "Jim-Jams," Bay Hill.

DIFFICULTIES IN EVERY CALLING

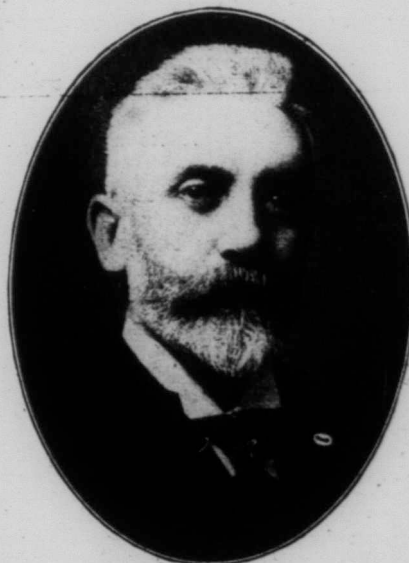
Every trade or business has its peculiar trials or drawbacks. The difficulties encountered in one calling are perhaps not met with in another which has tribulations unknown to the first. For instance, the jeweler has some setbacks to contend with, the boot and shoe merchant never thought of or, perhaps, never heard of. The whole gamut of business experience may be run. The baker has thorns which never cross the pathway of the grocer and the grocer has to overcome obstacles of which the stationer never surmised the existence. Thus it is that we see the briars in our own pathway, and only the roses in the flowered embowered route of a rival. Every man in every trade, every competitor in the same line as you, has difficulties and perplexities all his own. The motto should, therefore, be to look upon the cheerful side; not upon the gloomy or forbidding. This can be largely done by attending strictly to our own affairs. Too much watching the other fellow is apt to engender a jealous spirit

which is not healthy or conducive to contentment or equanimity. The grass in yon pasture may appear greener than in the field near at home but a careful scrutiny may disclose that distance has warped our view and that there are bleak and barren spots in the field beyond not observable at long range. Contentment is a good element to cultivate. It breeds happiness of mind and disposition and helps one to enjoy the pleasures and joys that are at his very doors.

TORONTO BROKER PASSES AWAY.

Charles E. Kyle, of Kyle & Hooper, Died on Sunday.

On Sunday, Dec. 27, there passed away at St. Michael's Hospital, Toronto, Charles E. Kyle, for four years connected with Kyle & Hooper, grocery brokers, 73 Front Street East. His death followed an illness of ten days, due to an intestinal trouble, the immediate cause being the shock succeeding an operation.



THE LATE CHARLES E. KYLE
Of Kyle & Hooper, Wholesale Grocery Brokers, Toronto.

The deceased was born at Thornhill, Ont., and was in his sixtieth year. For seventeen years he was in business in Toronto with H. P. Eckardt, under the name of Eckardt, Kyle & Co., wholesale grocers. During that period he traveled for this company and was considered one of the best men in this line of business. As an indication of the standing he held with the traveling fraternity it may be stated that for a term of two years he occupied the position of president of the Commercial Travelers' Association. He was a member of the York Pioneers for seven or eight years, a member of the I.O.O.F. and of the Central Methodist Church, Toronto. In politics he was a Liberal. He is survived by a widow and two daughters. The funeral was held on Tuesday afternoon from his late residence, 166 Jarvis Street, to Mount

Pleasant Cemetery. The pall-bearers were H. P. Eckardt, W. G. A. Lambe, M. C. Ellis, R. R. Rice, Hugh Blain and John Gibson. Among those who attended the funeral was G. W. Prescott, representing Hudon, Hebert & Co., Montreal.

ADDITIONS TO MELAGAMA STAFF

Several changes will be made at the first of the year in the staff of Minto Bros, Toronto. Billy Meen, who has been with Fred J. White, head of the firm, in different capacities, for eleven years, latterly selling Melagama in a section of Northeastern Ontario, where he has proved his worth, is being taken into the office as assistant manager and will relieve Mr. White of some of the details of business. John Jamieson, who has covered the same territory for ten years, will take Mr. Meen's position on the road.

Robert Algie, of Alton, the hard-working home secretary of the "Snaek" Club for several years, is also being taken on the Melagama staff, doing inside work.

THE NEWEST SKIN GAME.

"I have always acted on my own judgment after sizing a man up," said a Toronto traveler who has a reputation as a good sport. "For 20 years I have believed that I could tell a rascal or an honest man on sight, but something happened the other day to make me doubt myself. I was loafing around the depot, waiting for my train to go, when a man approached me and started a conversation. We were talking away when a second man came sneaking up and told a hard luck story, and asked to be helped out of a hole. After one look at him I was satisfied that he was a skin, and turned my back on him. Not so with the other man, however. He seemed interested and impressed, and finally gave the fellow a \$5 bill to go and get changed, promising him a quarter when he returned.

"That's the last of your money," I said as the hard luck man disappeared.

"No; I think he will come back," was the reply. "He looked to me like an honest man."

"And to me like a deadbeat. Consider yourself \$5 out of pocket."

"I can hardly do that. Something tells me that I am not mistaken in that man."

"Perhaps you'd like to bet another five that he will show up again?"

"To my surprise he said he did, and we found a stakeholder and put up the coin."

"And what happened?" was asked as the drummer paused.

"Why, the hard luck man came back with the change."

"He did!"

"As straight as a string, and was given the promised quarter; I lost my five, of course."

"And—and—"

"And a little later on the depot policeman told me that they were pals working together, and that they skinned half a dozen suckers at the game every day in the year."

"But you—you are a drummer."

"Just so; but it's my business to sell valves and not look for gum games. When you want a soft mark look for a drummer."

A STRIKING STORE ARRANGEMENT

A particularly striking feature of store arrangement is that adopted by the grocers of St. Thomas as will be seen by the accompanying illustration of the interior of Angus McKenzie's store on Talbot Street, in the prominence given canned goods. Instead of having the side of the store opposite the counter given over to a conglomerated showing of all kinds of goods, a shelf narrow or wide, whatever the taste of the grocer may be, and whatever the width of the store will allow, is devoted to a display of varied lines of canned meats, vegetables, fish and fruits,

Canned Goods' Pyramids.

In Mr. McKenzie's display he has made an alternate showing of concave and convex pyramids, each pyramid being devoted to some one line of canned goods. The arrangement is simple, neat, attractive and effective—what else is desired? At a glance the customer desiring canned goods sees what is wanted, and in some cases where other necessities are asked for, there is a suggestion conveyed which may mean a sale not thought of before the customer entered the store.

The arrangement has much to commend it, as a swift glance at the picture will readily show, but to prove this more conclusively it is only necessary to note that the great majority of the St. Thomas grocers have adopted this plan of showing their canned goods.

was successful in winning a prize for his splendid taste in this regard. His experience has been, according to himself, that "a good window display at-



Interior A. McKenzie's Grocery, St. Thomas.

tracts customers and a neat interior arrangement enlarges orders." Mr. Pelan learned the grocery business in Angus McKenzie's store.



A Party of Montreal Business Men in Northern Quebec.

Who was the first person to inaugurate the plan it would be hard to say, but besides in Angus McKenzie's store there is an especially fine display in J. F. Pelan's grocery.

Mr. Pelan also devotes much attention to his window display, and a year ago

HUNTING IN NORTHERN QUEBEC.

Business men from all over Canada and many parts of the United States find the call of the hunting grounds of northern Quebec more than they can resist as autumn annually comes around,

and the group depicted in the reproduction of an amateur photograph on this page will give a very good idea as to the kind of parties that so spend fall holidays. Included in the group are Armand Chaput, of L. Chaput Fils & Cie, No. 1; C. St. Louis, No. 2; T. H. Merrill, Ogilvie Flour Mills, and other promin-

ent Montreal business men, with several guides. They put up at the Club Chapleau, which is located north of Nominig, and in the heart of one of the best hunting districts in Canada. Any of the members of this expedition will give further particulars to interested parties as to the results of their shooting.

DOUGLAS & RADCLIFF ENTERTAIN STAFF.

On Monday night, Dec. 28, the firm of Douglas & Radcliff, Toronto, entertained its members at a pleasant banquet at the home of Fred. L. Radcliff, Rosedale. Among the evening's pleasures was the presence of a Christmas tree. The enjoyable function was also the occasion for the presentation to both heads of the firm of handsome pictures.

The chairman was A. S. Grocott, who introduced a programme which was given entirely by employees of the firm. Among the guests in attendance was J. M. Patterson, the Hamilton manager, and congratulatory telegrams were received from the Winnipeg and other representatives.

TRADE NOTES.

B. Foucreau, grocer, Montreal, has assigned to Alex. Desmarteau.

Parent Freres, grocers, Point Claire, have dissolved.

J. E. Arsenault, general merchant, St. Celestin, has effected a compromise.

The assets of Victor Beaulac, general merchant, St. David, have been sold.

A. Thibideau, confectioner, St. Jerome, has assigned.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Sugar—Declined.
Provisions—Unchanged with a weak undertone.
Fish—Steady.
Eggs—Advanced.
Cheese—Weaker undertone.

Montreal, Dec. 31.

Trade during the week has been as good as usual for this season of the year, in fact, in some quarters is reported as even better than for the corresponding time of last year. There is more money in circulation this year than last, and this, of course, has led to a steadier trade. A year ago public confidence was very much shaken, but now this condition has disappeared before a process of restoration.

Large wholesale men state that they can make a better estimate of the condition of affairs after the 1st of January, as a large amount of country paper will be maturing then.

The enormous harvest in the West has had its effect here, as collections in that quarter have improved vastly, and this Western money is finding its way all over the Dominion. The feature of the week is the drop of sugar prices of ten cents all around. The new prices went into effect Monday morning, Dec. 28. This local condition is a reflection of a like condition, which prevailed in the New York markets last week.

Fish lines are still active owing to the holiday trade. Beans have been rather unsteady during the week, but seemed to have settled down fairly well during the latter part of the week. Butter and cheese are displaying no alarming features, being practically unchanged, with the exception of perhaps a little easier tone indicated in the market. Eggs have been advanced by local dealers owing to small receipts. Nothing of any consequence has happened during the week in any other lines.

SUGAR—Monday morning, Dec. 28, the local refiners made a cut of 10c all round. The New York markets declined last week, and the local people followed their lead shortly afterwards. Locally trade is fairly good.

Granulated, bbls	44 40
" " " "	4 58
" " " "	4 31
" " " "	4 10
" " " "	4 10
Paris lump, boxes, 100 lbs.	5 25
" " " "	5 35
" " " "	5 53
Extra ground, bbls	4 80
" " " "	5 00
" " " "	5 20
Powdered, bbls	4 60
" " " "	4 80
" " " "	4 15
" " " "	4 10
" " " "	4 00

No. 2	3 93
No. 1	4 00
No. 1	3 95

MAPLE PRODUCTS—Business in maple products continues dull, and the market is without any new feature.

Compound maple syrup, per lb.	0 04 1/2	0 05
Pure Townshipe sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb. tin	0 60	0 65

SYRUPS AND MOLASSES—Molasses has been more active during the week than for some time, especially for the better grades. Syrups in small tins have also been in good demand. No changes in quotations have been noted.

Barbadoes, in puncheons	0 40
" " " "	0 42 1/2
" " " "	0 42
" " " "	0 44
" " " "	0 43
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 03 1/2
" " " "	0 13
" " " "	0 03 1/2
" " " "	1 75
" " " "	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" " " "	2 75
" " " "	2 65
" " " "	2 60

TEA—Japans are moving fairly well. Ceylon blacks continue to be in good demand. Ceylon greens are rather quiet. A sorting trade represents about the condition of affairs generally.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
" " " "	0 22	0 23
" " " "	0 21	0 22
" " " "	0 19	0 21
Ceylon—Brok'n Orange Pekoe	0 20	0 38
" " " "	0 19	0 20
" " " "	0 19	0 20
" " " "	0 17 1/2	0 18 1/2
India—Pekoe Souchongs	0 19	0 25
Ceylon greens—Young Hysons	0 18	0 20
" " " "	0 17	0 25
" " " "	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12 1/2	0 16
" " " "	0 19	0 27
" " " "	0 30	0 45

COFFEE—A good steady demand is reported generally by dealers at unchanged figures.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Sultanas are scarce and figs continue somewhat apathetic. Malagas continue to be in good demand. Cleaned currants are moving well. All other lines are selling as well as can be expected. Prices are unchanged.

Figs—	
" " " "	0 07 1/2
" " " "	0 03 1/2
" " " "	0 08

Dates—	
" " " "	0 05 1/2
" " " "	0 06 1/2
" " " "	0 05

Malaga Raisins—	
" " " "	2 25
" " " "	2 50
" " " "	0 75
" " " "	1 10
" " " "	4 75
" " " "	5 75
" " " "	1 8 1/2
Australian raisins	0 07
" " " "	0 08

California Raisins—	
" " " "	0 10
" " " "	0 09
" " " "	0 08
" " " "	0 09
" " " "	0 09

California Evaporated Fruits—	
" " " "	0 12
" " " "	0 11
" " " "	0 13
Prunes—	
" " " "	0 10
" " " "	0 10
" " " "	0 08 1/2
" " " "	0 07
" " " "	0 07
" " " "	0 05 1/2
" " " "	0 03
" " " "	0 09 1/2

SPICES—Peppers continue firm, owing to condition of the primary markets. Cinnamons, both ground and whole, are slightly more active this week. Other lines are unchanged.

Peppers, black	Per lb.
" " " "	0 16
" " " "	0 18
" " " "	0 13
" " " "	0 17
" " " "	0 17
" " " "	0 25
" " " "	0 25
" " " "	0 25
" " " "	0 12
" " " "	0 30
" " " "	0 15
" " " "	0 14

RICE AND TAPIOCA—Featureless absolutely, is all that can be said of this market.

Rice, grade B, bags 250 pounds	3 15
" " " "	3 15
" " " "	3 25
" " " "	3 30
" " " "	3 40
" " " "	3 05
" " " "	3 5
" " " "	3 15
" " " "	3 15
" " " "	0 05

BEANS AND PEAS—The bean market has been performing a few feats during the week, but has settled down to the same level reported last week. There have been some sales at \$1.65, although \$1.68 represents the level of the low side of the market better. Boiling peas are scarce and remain firm.

Ontario, pickers	1 68
Peas, boiling	1 35

EVAPORATED APPLES—This product is scarce and remains firm at last week's quotations.

Evaporated apples, new	0 03
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CANNED GOODS

MONTREAL.—Fruits and vegetables continue in good demand this week. Fish is not quite as active as it has been, owing to the close of the Advent season. Canned meats are beginning to move better.

TORONTO.—Business in these lines is rather dull this week, as a result of the travelers being off the road. Some mail orders have been received, however, for vegetables, showing that sales are fairly good. The new year promises to open up with considerable activity in both fruit and vegetables.

FRUITS.

Apples, 3's standard	per doz.	per doz.
" " " "	Group 1.	Group 2.
" " " "	\$1.00	\$.95
" " " "	1.45	1.40
" " " "	2.55	2.50
" " " "	4.00	3.95

THE CANADIAN GROCER

Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals	6.50	6.00
" red, pitted, gals	8.00	7.50
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals. standard	7.55	7.50
Currants, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals. standard	5.00	4.90
" red, gals. solid pack	7.00	6.90
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals. standard	5.25	5.15
" black, gals. solid pack	8.00	7.90
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 2's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2 1/2's, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals. standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2 1/2's, heavy syrup	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals. standard	3.05	3.00
" Green Gage, 2's, light syrup	1.40	1.35
" Green Gage, 2's, heavy syrup	1.55	1.50
" Green Gage, 2 1/2's, hv. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals. standard	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2 1/2's, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals. preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals. standard	7.05	7.00
" gals. solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals. standard	7.05	7.00
" red, gals. solid pack	9.80	9.75
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals. standard	7.05	7.00
" black, gals. solid pack	9.80	9.75
Peaches, yellow, 1 1/2's, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2 1/2's	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2 1/2's	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals. (add 5 p.c.)		
Pears, 2's, Flemish Beauty	1.70	1.65
" 2 1/2's, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartlett's	1.90	1.85
" 2 1/2's, Bartlett's	2.20	2.15
" 3's, Bartlett's	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"	1.25	1.20
" 3's, light syrup	1.85	1.80
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals. standard	6.00	5.90
" gals. solid pack	8.00	7.90

Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2 1/2's, do. whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals	4.50	4.40
Peas, No. 1 extra fine, sifted, 1's	1.12 1/2	1.07 1/2
" No. 4 standards, 2's	.82 1/2	.77 1/2
" No. 3 Early June, 2's	.87 1/2	.82 1/2
" No. 2 Sweet Wrinkle, 2's	.97 1/2	.92 1/2
" No. 1 extra fine, sifted, 2's	1.42 1/2	1.37 1/2
" No. 4, gals	3.77 1/2	3.72 1/2
Tomatoes, 2's	.90	.85
" 3's	1.60	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	1.20
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	1.20
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1.25
" 3's	1.85	1.80
" gals	5.05	5.00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br. "Simcoe," 2's	.95	.90
" sliced, br. "Simcoe," 2's	.95	.90
" whole, br. "Simcoe," 2's	.95	.90
" whole, br. "Rosebud," 2's	1.15	1.10
" sliced, br. "Simcoe," 3's	1.25	1.20
" whole, br. "Simcoe," 3's	1.25	1.20
" whole, br. "Rosebud," 3's	1.40	1.35

being carried on quite extensively in Cuba. The local market was fairly steady, but followed other influences. At present prices are 10 cents above the price at the same date last year, but the parity between raw and refined is such that there can scarcely be any further decline. With the beginning of a better demand, which is expected in the early months of the year, it seems probable that the market will firm up somewhat.

Paris lumps, in 50-lb. boxes	5 55
" in 100-lb. "	5 45
" in 2-lb. boxes	5 75
" " " " "	5 5
" " " " "	5 85
" " " " "	5 85
" " " " "	5 95
" " " " "	6 15
" " " " "	8 10
St. Lawrence granulated, barrels	4 50
St. Lawrence Beaver	4 20
Red, extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
Phoenix	4 45
Bright coffee	4 40
No. 2 yellow	4 30
No. 1	4 20
Granulated and yellow, 100-lb. bags 5c. less than bbls.	4 10

SYRUPS AND MOLASSES—Little interest is manifested in bulk goods and the prices are very steady.

Syrup—	
Medium	3 0 35
Bright	4 40 0 45
	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 85
20 " " "	2 60
Barrels	0 31
H if Barr ls	0 0 1/2
Quarter	0 1 3
Pails, 3 1/2 lbs. each	1 75
" 2 1/2 " "	1 25
Maple syrup—	
Gallons, 5 to case	4 50
" 12 " "	4 8 1/2
Quarts, 24 " "	4 30
Pints, 24 " "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" " "	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 50
West Indian	0 30 0 35

ONTARIO MARKETS.

POINTERS—

- Sugar—Declined 10 cents.
- Spices—Firm.
- Dried Fruits—Scarce.
- Evaporated Apples—Firmer.

Toronto, Dec. 31, 1908.

The wholesale markets are decidedly quiet this week with the travelers off the road and most of the houses are devoting themselves to stocktaking. Some firms report a very encouraging mail order business, but others have done little in any way. The city travelers have been out during the week picking up what they could get, but their orders have not been very large. Business, however, is expected to pick up early in the new year. Retailers' stocks of staples cannot be very heavy, and this should mean good buying in the next few weeks.

There have been a few changes in quotations, despite the ruling quietness. Sugar dropped 10 cents on Monday, and now stands 10 cents above the price on the same date last year.

SUGAR—A decline of 10 cents on Monday came presumably as the result of large sales at low prices in the United States, and the fact that grinding is

TEA—Business in local markets has been fairly active during the past week, with a better demand for common grades. Highly flavored teas still remain scarce and are likely to continue so. The general situation is summarized in a recent report from Thompson Bros., London, as follows: "The auctions for the year close with a strong and improving market for tea for price which is now higher than it has been since August. Teas of all descriptions are in good demand, and with values by no means excessive, seem to justify a good trade early in the year. The most noticeable feature of the present season has perhaps been the free market with sustained buying throughout November and December, which so often proves a rather unsatisfactory time for sellers. This continued steady business passing in the country coupled with a low bank rate, has no doubt induced buyers to go into larger stocks than is usually the case. It is interesting to note that the total Indian sales to date are 61,000 packages in excess of last year."

COFFEE—Local business continues exceedingly good with no variation in prices. The situation in regard to the growing crop markets in Brazil is not so assuring as it might be, as is evidenced in the following summary by Willett & Gray: "Reports recently received from Brazil begin to admit that

THE CANADIAN GROCER

the growing crop in Santos has not only suffered damage but that the prospects are more unfavorable from the now certain fact that a large proportion of the blossoms did not set at all, and furthermore a great amount of immature berries have fallen off. Climatic conditions, however good they may chance to be, cannot retrieve damage and loss like these. The importance of all this will be manifest because a really large crop is altogether out of the question—and it brings closer to mind the point that the coffee world has to reckon with a yield below the quantity of the present crop, or, in other words, less than 9,000,000 bags.

"Evidence is not wanting that the coffee trade begins to appreciate the importance of the 'Agreement' between the San Paulo Government and the bankers regarding sales of valorization holdings. None at all will be sold here in Europe during the next twelve months and the first 500,000 bags will only be offered to the trade in the six months from January to June in the year 1910, say about 375,000 bags in Europe and about 125,000 bags in this country. After that, another year is to expire before more is sold, when 600,000 bags will be offered in about the same proportion from January to June, 1911. It is because this agreement is so positive and binding that it should be correctly read and understood, since it removes beyond all peradventure the pessimistic fear that seized the public mind that the Government stocks were doomed to slaughter promiscuously. The great success of the loan itself goes to confirm the high credit reposed in the Government contracts and agreements."

DRIED FRUITS—While a scarcity is still evident in some lines, the demand is not at all active since Christmas and the fact is not so noticeable. Locally, prices continue steady.

Prunes—			
40-50's, 25-lb. boxes	0 09	0 11	0 10
50-60's, " "	0 08	0 10	0 09
60-70's, " "	0 08	0 10	0 09
60-70's, 50-lb. boxes	0 08	0 10	0 09
80-90 " "	0 07	0 09	0 08
90-100, " "	0 07	0 09	0 08
Apricots—			
Choice, 25-lb. boxes	0 12	0 14	0 13
Fancy, " "	0 11	0 13	0 12
Candied and Drained Peels—			
Lemon	0 09	0 11	0 10
Orange	0 10	0 12	0 11
Figs—			
Elemes, per lb.	0 08	0 10	0 09
Tapeta, " "	0 03	0 04	0 03
Bag Figs	0 03	0 04	0 03
Currants—			
Fine Filletas	0 06	0 07	0 06
Patras	0 08	0 09	0 08
Uncleaned, 1/2 less.			
Raisins—			
Sultana	0 07	0 09	0 08
" Fancy	0 11	0 12	0 11
" Extra fancy	0 14	0 15	0 14
Valencias, new crop	0 05	0 06	0 05
Seeded, 1-lb. packets, fancy	0 09	0 10	0 09
" 16 oz. packets, choice	0 09	0 10	0 09
" 12 oz. " "	0 08	0 09	0 08
Dates—			
Hallowees	0 05	0 06	0 05
Sains	0 05	0 06	0 05
Fards choicest	0 08	0 09	0 08
" choice	0 07	0 08	0 07

NUTS—There is little demand for these goods since the Christmas buying is over. Wholesalers' stocks were pretty well cleaned up, especially in some lines, but in most cases a supply has been secured which will carry them through the season. Prices are steady, as follows:

Almonds, Formigetta	0 12	0 14
" Tarragona	0 13	0 15
Walnuts, Greenoble	0 14	0 16
" Bordeaux	0 11	0 13
" Marbots	0 12	0 14
Filberts	0 10	0 12
Pecans	0 16	0 18
Brazils	0 15	0 17
Peanuts	0 10	0 12

SPICES—There has been practically nothing doing in these goods during the week, and prices are unchanged.

Peppers, white pure	0 14	0 20
" white, lack	0 22	0 30
" whole, white	0 14	0 18
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 30	0 40
Mixed pickling spices, whole	0 15	0 20
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—These markets are steady with no new features and little interest displayed.

Rice, stand. B.	0 03	0 04
Bangkok	0 04	0 05
Patna	0 04	0 05
Java	0 04	0 05
Sago	0 05	0 06
Seed tapioca	0 05	0 06
Tapioca, medium pearl	0 05	0 06

BEANS—This market is rather a puzzle to dealers this season. Since it is rather difficult to estimate the stock held by growers. At present the feeling is steady with some good-sized shipments being made. Prices are unchanged.

Beans, hand picked, per bush	2 00	2 10
prime No. 1	1 25	2 00
Lima, per lb	0 07	0 08

EVAPORATED APPLES—The market is steady though there is some talk of cold storage stock being offered at cut prices. Five and a half cents is about the price paid for sun dried stock.

Evaporated apples	0 04	0 05
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CORRESPONDENCE

HAMILTON.

December 29.—The Christmas trade among the grocers here was very good. None of them have been heard to complain. The day prior to the holiday their stores were well crowded with good buyers, and in most of them there was made a new cash record for one day's business. The buying of fancy groceries and holiday novelties was larger than ever, making it appear that we must have turned the corner and put our backs to the late depression. This week the grocers have plenty of time to clean up and make good resolutions. The majority of them are getting a little nearer to a cash business, and while it may not be entirely feasible to sell groceries always for spot cash, there is no doubt that with a little effort the large credit accounts might be curtailed. These top-heavy accounts tend to produce sleepless nights. It is reported here that the Grocers' Association is going into this matter thoroughly.

The travelers are absent for a couple of weeks, and the grocers are now getting an opportunity to have a little to say themselves. The travelers, however, are not bad fellows, as they always bring a bag of gossip or a good story.

The municipal elections take place on Monday next. The Grocers' Association are out with two candidates, the president and vice-president. John Forth, the president, was nominated in Ward 3 as an independent candidate, endorsed by the Temperance League. Geo. Cann, the vice-president, was nominated in Ward 1, and endorsed by the Conservative Association. The grocers expect both will win. They live in their wards and have a large following in business and social circles. If both are elected the next meeting of the association will be worth attending.

ST. THOMAS.

December 29.—Both markets on Saturday before Christmas were unprecedentedly large. Turkeys were on sale in abundance, selling fast at 15c per lb. Chickens sold at 12½c lb. On nearly every street leading from the markets could be seen men, women and children returning from the busy squares each laden with a basket of produce and a large fine fowl chosen from the variety on sale. Geese were plentiful and sold from 90c to \$1.20 each, while ducks went at from 60c to 75c each. Butter sold at 28c per lb., although a large quantity was offered. However, it dropped to 25c before the close of the market. Eggs were offered at 28c dozen.

Many citizens went to the ever-accommodating grocer, selected their turkeys, had them charged, and delivered to their homes at the same price, viz., 15c lb., as the cash buyers paid on the market, and who had to carry their purchases home besides. Wednesday's market was not as large as Saturday's, and the price of turkeys, which opened at 15c lb., before the close of the market sold readily at 17c lb.

P. L. M. Egan, of Egan Bros., who has been confined to the Amasa Wood Hospital for the past three weeks, suffering from typhoid fever, is home again. G. R. Rinn, grocer, St. Catherine Street, who spent six weeks in the hospital from the fever, is able to resume his duties again.

St. Thomas grocers agree that this year's Christmas trade was much better than last year.

A "SNACK" CLUB DINNER.

The executive of the Travelers' Snack Club with a few friends, to the number of about twenty-five, held a goodfellowship dinner at the Queen's, Toronto, on Wednesday of this week and afterward a meeting was held to talk over certain matters concerning the "Snack," its probable place of location next summer and its future. At the time of going to press the details of the meeting cannot be learned, but a full report will be given next week.

W. S. Greening, of Todhunter, Mitchell & Co., Toronto, is in New York State this week on a business trip.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

THE SITUATION IN THE WEST.

Winnipeg, Dec. 29.—The Canadian West is taking a breathing spell after the largest, most profitable and satisfactory Christmas trade in its history. It is not that a very high-class trade has been done in some lines, thereby rolling up the actual value in dollars beyond other years, but the trade has been general in every line and the aggregate is very largely made up of what is spoken of in business circles as an "A1" middle-class trade.

For the entire month of December the shops in Winnipeg were crowded in the morning, a sure sign of prosperous times, and commercial travelers returning from late sorting trips, report trade in village, town and country stores good, and farmers buying early and in larger quantities than last year.

Nor is the evidence of prosperity confined to the mere buying of Christmas gifts and Christmas cheer. Payments on loans and mortgages have been met steadily all month, in fact, so much so that some of the mortgage companies almost wish that some of their borrowers were not quite so prompt, as good farm mortgages at the present time look better to them than large sums of money for re-investment. Real estate men report an increasing demand for good inside property in Winnipeg and a steadily growing demand for farm lands, especially improved farms in well settled districts. Another indication of growing activity in real estate is the number of applications for letters patent for companies to handle real estate, more especially suburban sub-divisions. There were no less than three of these new companies gazetted during the past week and all of them with good sized capital. This is no plea for the advantage or desirability of handling real estate by this method but is merely given as an indication of the trend of business at the present time.

The energy with which railway contracts are being pushed and the extensive preparations for next spring are all good and hopeful signs of the times.

In grain circles there is nothing to talk about, the markets are enjoying the usual Christmas lull, at the same time holding very firm, with receipts keeping up well for the time of the year. The superb weather which lasted right up to, and included Christmas Day, which was mild enough for very light spring overcoats, extended the cattle-shipping season and export cattle have been shipped right up to Christmas, which is unusual for the Canadian West.

MANITOBA MARKETS

The turn of the year finds the trade of the West, wholesale and retail, looking forward with confidence to a pros-

perous new year. Wholesale houses report many inquiries from dealers about to start in business in the newer towns and everything points to a good opening in the new year.

SUGAR—

Montreal and B.C. granulated, in bbls.	5 10
" " yellow, in bbls.	5 05
" " in sacks.	4 70
Wallaceburg, in bbls.	5 00
" " in sacks.	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-20's	5 05
" " hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 60
" " icing.	5 70
bar sugar.	5 70
Icing sugar in bbls.	5 90
" " in boxes.	6 20
" " in small quantities.	5 40
Powdered sugar, in bbls.	5 70
" " in boxes.	5 75
" " in small quantities.	6 05
Lump, hard, in bbls.	6 05
" " in 1/2-bbls.	6 05
" " in 100-lb cases.	6 08

SYRUPS AND MOLASSES—There is a good demand for corn syrups, but other lines are moving slowly. We quote:

Syrup "Crown Brand", 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 95
" " 10-lb tins, per 1 "	2 80
" " 20-lb tins, per 1 "	2 65
" " barrel, per lb.	0 08 1/2
" " Sugar syrup, per lb.	3 10
Beaver Brand, 2 lb tins, per 2 doz. case.	3 60
" " 5 " " " "	3 30
" " 10 " " " "	3 20
Barbadoes molasses in 1/2-bbls, per gal.	0 49
New Orleans molasses in 1/2-bbls, per lb.	0 05 1/2
Porto Rico molasses in 1/2-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bats., each.	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 2 lb. boxes, 1/2s. and 1/4s.	5 00
Syrup, gallons 1/2 doz. to case, per case	5 65
" " 1 doz. to case, "	6 10
" " 2 doz. to case "	6 55

ROLLED OATS—Prices continue as before.

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" " 40 " " 80	2 35
" " 20 " " 80	2 40
" " 8 " " 80	2 70

CORNMEAL — The local market is steady at the following slightly reduced prices:

Corn meal, per sack	2 30
" " per 1/2 sack	1 20
" " per cwt (10, 10's)	2 65

BEANS—The market is weak. Hand-picked are quoted at \$2.10 to \$2.15 per bushel and the three-pound picker at \$2 per bushel.

POT AND PEARL BARLEY — Pot barley is quoted at \$2.55 per sack, pearl barley at \$3.75 per sack and \$1.95 per half sack.

FOREIGN DRIED FRUITS—With the close of the rush of Christmas sorting orders only a slow staple trade is being done. This has been the quiet week of the year, of course.

Sultana raisins, bulk, per lb	0 09
" " cleaned, "	0 10 1/2
" " 1 lb pkgs "	0 11 1/2
Table raisins, Connoisseur clusters per case	2 00
" " extra dessert, "	3 85
" " Royal Buckingham, "	4 00
" " Imperial Russian, "	5 25
" " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" " Connoisseur clusters, boxes (5 1/2 lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 35

California raisins, choice seeded in 1/2-lb. packages	0 07
" " fancy seeded in 1/2-lb. packages	0 07 1/2
" " choice seeded in 1-lb. packages	0 09
" " fancy seeded, 1-lb. packages,	0 09 1/2
Raisins, 3 crown muscatels, per lb.	0 08 1/2
Prunes 90-100 per lb	0 05 1/2
" " 80-90 "	0 06 1/2
" " 70-80 "	0 06 1/2
" " 60-70 "	0 07 1/2
" " 50-60 "	0 07 1/2
" " 40-50 "	0 08 1/2
" " 30-40 "	0 08 1/2
Silver prunes	0 09 1/2
Currants, uncleaned, loose pack, per lb.	0 06 1/2
" " dry cleaned, Filatras, per lb.	0 07
" " wet cleaned, per lb.	0 08
" " Filatras in 1-lb pkg. dry cleaned, per lb	0 08 1/2
Pears, per lb.	0 08 1/2
Peaches, standard, per lb.	0 07 1/2
" " choice.	0 08
Apricots, standard, per lb.	0 11 1/2
" " choice, per lb.	0 11 1/2
Plums, black pitted, per lb.	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 07

RICE AND TAPIOCA—There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4 1/2c per lb.; Patna at 4 1/2c; Rangoon at 3 1/2c. Tapioca, 5c per lb.

EVAPORATED APPLES—As noted last week, the local price has been advanced to 8 1/2c per lb., owing to the advance in the eastern market.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2 1/2 lb. tins, in case 14	8 75
" " 5 " " " " 12	8 50

SPANISH ONIONS—New stock is quoted at \$1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb.	0 27
" " small lots, per lb.	0 29
" " Almonds in boxes, per lb.	0 27
" " small lots, per lb.	0 29

CANNED GOODS—

FRUITS.

	Group No. 1	Group Nos. 2 & 3
Apples—3's standard, per case	\$2.44	\$2.34
Gallons, standard, per case	1.55	1.52 1/2
Cherries—Red, pitted, 2's	4.18	4.08
" " black pitted 2's	4.18	4.08
" " white, pitted 2's	4.38	4.28
Currants—Red 3's	4.18	4.08
" " black 2's	4.18	4.08
Gooseberries—3's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" " yellow 3's	6.54	6.44
" " pie, unpeeled 3's	3.34	3.24
" " pie, unpeeled, gallons	2.42 1/2	2.40
" " pie, peeled, gallons	3.30	3.27 1/2
Pears—Flemish Beauty 2's	3.68	3.58
" " Flemish Beauty 3's	4.74	4.64
" " Globe 1.s. 2's	2.78	2.68
" " Globe 1.s. 3's	4.14	4.04
Plums—Danson 1.s. 2's	2.28	2.18
" " Lombard 1.s. 2's	2.28	2.18
" " Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" " red, gallons	3.80	3.77 1/2
" " black 2's	4.18	4.08
" " black, gallons	3.80	3.77 1/2
Strawberries—2's	4.18	4.08
" " gallons	3.80	3.77 1/2

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.85
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" " 2 " " " " "	1 90
" " 3 " " " " "	2 50
" " 1 " tomato sauce, per case	2 50
" " 2 " " " "	1 90
" " 3 " " " "	2 50
" " 1 " Chili " "	2 50
" " 2 " " " "	1 90
" " 3 " " " "	2 50

THE CANADIAN GROCER

Soups, per doz.....	1 25
Cornd beef " 2's per doz.....	2 70
Roast beef " 1's, per doz.....	1 50
" " 2's.....	2 70
Potted meats, 1's, per doz.....	0 55
Veal loaf 1 lb., per doz.....	1 25
" " 1 lb. ".....	1 50
Ham loaf 1/2 lb. ".....	1 25
" " 1 lb. ".....	2 50
Chicken loaf 1 lb. ".....	1 85
" " 1 lb. ".....	3 50
Lanch tongue 1's.....	3 85
Sliced smoked beef 1-lb. tins, per doz.....	1 80
" " 1-lb. tins, ".....	3 10
" " 1-lb. glass, ".....	3 85
Chipped " 1-lb. tins, ".....	1 45
" " 1-lb. glass, ".....	2 50
" " 1-lb. glass, ".....	0 05
Sliced bacon, 1-lb. tins, ".....	3 10
" " 1-lb. glass, ".....	3 25

MANUFACTURERS AND FIXED PRICES.

Vancouver Retail Grocers Secure Legal Opinion on Interesting Points.

The Vancouver Retail Grocers' Association has obtained the opinion of Davis, Marshall & MacNeill, lawyers, of the city, on points which will be of considerable interest to the trade in general. The matter came up in the notice appended to goods shipped by manufacturers, and which is as follows: "The goods contained in this case are sold on the condition which is made a part of the consideration of sale, that the purchaser, if he retails them, will maintain our fixed retail price on these goods, and if he wholesales them, he will sell them subject to the same condition. The acceptance of these goods is sufficient evidence that the purchaser is familiar with these conditions and will abide by

our requirements. Our fixed retail price on _____ for the Pacific Coast is _____." The questions submitted for legal definition, and answers, are:

1. Has the manufacturer of an article, of which he holds the proprietary right through having the name registered, a right to fix the retail price of such an article? Ans.—We would say that the manufacturer of such an article has the right to fix the retail prices at which the same shall be sold.

2. Is the foregoing notice attached to the case containing such article sufficient notice in law to all concerned? Ans.—We do not think it is sufficient to enable the manufacturer to bring action against the retailer in cases where the sales pass through a wholesaler for cutting the price, as there is no privity of contract between the manufacturer and the retailer. There should be an agreement between the manufacturer and the retailer that they will not retail under the retail price and with the wholesaler that the wholesaler will not sell to the retailer except under the condition of obtaining a similar contract from the retailer.

3. What action has the manufacturer against anyone who cuts the price? Ans.—We would say that if the manufacturer sells direct to the retailer who cuts the price, his action would be for damages. If the manufacturer sells to the wholesaler, and the wholesaler sells

to a retailer without obtaining a similar agreement, and the retailer cuts the price, the action would be against the wholesaler for damages for not obtaining a similar agreement. We cannot see how a document can be so drawn up, to be put on the case, as to be binding between a manufacturer and retailer where the package passes through the hands of a wholesaler, except as above lined.

TRADE NOTES.

Violet E. Day, grocer, of Hamilton, has sold out.

C. Sandrelli, grocer, North Bay, was burned out last week.

R. H. Johnston, grocer, of Bothwell, has sold to E. H. Compton.

John D. White, grocer, Toronto, is advertising his business for sale.

T. H. Jacques, general merchant, Edwards, is offering to compromise.

R. S. Watson, baker and confectioner, Arnprior, has retired from business.

P. S. Doyle & Co., dealers in wholesale teas, Montreal, have registered.

Mrs. H. A. Beaudet, who conducted a general store at St. Flavien, has assigned.

White Bros., chocolate manufacturers, St. John, N.B., may locate in Hull, Que. should the negotiations for the removal of the factory to Moncton fall through.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

VINEGAR

MADE FROM FINEST MALT


Commands a Preference Over All Others.

ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto
 Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
 W. H. Escoff, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS WRITE OUR AGENTS FOR PARTICULARS



HOW TO FREE HIGH HALLS OF DUST-WEBS



THE Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mtrs. Toronto, Ont.
 BRITISH DEPOT: 2 Hope Chambers, Liverpool



THE MCGREGOR PAPER BAG HOLDER.

THE GROCER'S GREATEST CONVENIENCE

MCGREGOR PATENT PAPER BAG HOLDER

HAVE YOU SEEN IT? WRITE

175 Borden St., - Toronto

Your Customer's Confidence

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

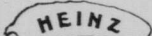
HEINZ

57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the 57 varieties are such good business builders.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

1909

We thank you for the orders entrusted to our care during 1908 and shall be glad to fill them again in 1909.

Wishing you a very happy and prosperous New Year.

F. W. Fearman Co.

LIMITED

Hamilton, Ont.

We advertise widely the Richness, Purity and Uniform Quality of the Truro Milk



This secures customers. The goods hold them.



Reindeer Milk

Jersey Cream



The brands proved the best by Government Analysis.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter

Eggs

Cheese

Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.

LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Dec. 30.

Latest reports from England state that Canadian cheese will figure largely in the requirements of the English public. This looks as though our product was an established fact on the other side of the water. During the week more enquiries have been received from England than for some time, and this is encouraging when we take into consideration the fact that cheese of the choicest variety is held here in comparatively few hands. Realizing this fact, it goes to show, that the English importers expect to pay good prices in future for their stock, which they obtain in Canada. At the present time, however, the market is in a waiting attitude until after the holidays. Locally, the market is steady, and prices rule at 12½c to 12¾c for westerns and 11¾c to 12c for easterns. Receipts for the season since May 1 up to Dec. 26, have been 1,898,722 boxes against 2,052,851 boxes for the corresponding period of last year.

The butter market is not active at the present moment, although there is more enquiry this week from outside points for fresh fodder stock at comparatively low figures. September and October creamery is still high, and not much is available even at high prices. There is considerable activity in dairy stock which is in good demand. Advices from England state that the market there is in a more healthy condition this week, and the future looks better. The English importers are anxiously awaiting the arrival of fresh grass stock from New Zealand and Australia, which will undoubtedly meet with a good demand upon its arrival. If the weather does not change soon, the Townships will be in a bad condition so far as the prospects are concerned for next year. The farmers are having to draw water for their stock, as many springs which have hitherto never failed have now given out. The soil is in a deplorable condition and farmers agree that the hay crop next year will be practically valueless, if a thaw does not soon relieve the situation. The soil in many places is so dry that despite the cold weather, it can be moved without a pick. This is due to a total absence of moisture, and consequently the cold has little if any effect upon it. Such a condition as this is always followed by a light hay crop, as the life of the roots in the ground is completely destroyed.

Locally the market is steady, and prices are quoted at 26c to 26½c for fresh creamery, and September and October at 27c to 27½c. Receipts for the season since May 1 up to Dec. 26, have been

408 121 packages, against 404,930 packages for the same period of last year.

THE PROVISION SITUATION.

The dull condition of the local market has considerably improved, and business is active, with good demand. The run of hogs is light, as is usually the case at this time of the year, and the price is \$5.75 live weight f.o.b. in the country. The British market is dull and unsatisfactory, with light shipments from here, merely to supply their regular customers. With a better local demand for their product, which is always more satisfactory than the foreign, packers expect a good healthy trade.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Demand for practically all lines is limited, and is confined to a small jobbing character. The poultry trade is visibly affecting this market, as dealers have turned their attention to these lines for the holiday season.

Compound Lard—	
Tierces, 375 lbs.	0 08½
Parchment lined boxes, 50 lbs.	0 08½
Tubs, 50 lbs.	0 18½
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases	0 09½ 0 19½
Heavy Canada short cut mess pork, in bbls.	22 50 23 00
Selected heavy Canada short cut clear boneless pork	22 50 23 00
Heavy Canada short cut clear pork	22 00 22 50
Very heavy clear pork	25 50 26 00
Plate beef, 100-lb. bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 12½
Boxes, 50 lbs., grained.	0 12½
Tubs, 50 lbs.	0 12½
Pails, wood, 20 lbs., parchment lined.	0 12½
Tin pails, 20 lbs., gross.	" 12½
Cases, tins, 10 lbs. each.	0 12½
" " 5 "	0 12½
" " 3 "	0 13

CHEESE—The cheese market continues dull, and it is thought no great change will take place until the turn of the new year.

Westerns	0 12½	0 12½
Easterns	0 12½	0 12½
Undergrades	0 11½	0 12

BUTTER—The butter market has not changed much during the week, and the prices reported last week represent about the current levels. Some sales have been made for odd lots at smaller quotations, but have not exerted any influence on the market to speak of, with the exception of an indication perhaps, of a slightly weaker undertone this week.

Fresh Creamery, solids, lb.	0 26	0 26½
" " " " "	0 24	0 27
Dairy, tubs, lb.	0 20	0 21
Fresh large roll	0 21	0 22½

EGGS—Local dealers have advanced their prices owing to small receipts and approaching exhaustion of stocks.

New laid	0 36	0 38
Selected cold storage	0 27	
No. 1 Canned	0 24	
No. 2 Eggs	0 17½	

HONEY—Demand for honey continues limited, as dealers generally have ample supplies, with the result that the market is quiet at unchanged figures.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—The poultry market is firm, as supplies arriving are small. Trade has fallen off considerably in the last few days, as dealers are well supplied.

Spring chickens, per lb.	0 13	0 14
Hens per lb.	0 10	0 11
Young ducks, per lb.	0 11½	0 12
Turkeys, per lb.	0 15	0 16
Geese, dressed	0 09½	0 10½

TORONTO.

PROVISIONS—On account of the high price of poultry and perhaps through a desire for a change there is a better demand for cured meats, although no perceptible change in prices. Some dealers report business very active, which is more than is ordinarily expected right after the holidays.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 14	
Roll bacon, per lb.	0 10	0 11
Light hams per lb.	0 13½	0 15
Medium hams, per lb.	0 13	
Large hams per lb.	0 12	
Shoulder hams, per lb.	0 10	0 12
Bacon, plain, per lb.	0 16	
" " pea meal	0 16½	
Heavy mess pork, per bbl	20 00	
Short cut, per bbl	22 50	
Lard, tierces, per lb.	0 11½	0 12
" tubs "	0 12½	
" pails "	0 13	
" compounds, per lb.	0 8	0 8½
Dressed hogs	8 25	8 75

CHEESE—The cheese market is dull and unchanged.

Cheese, large, prime	0 13½	
" " twins	0 13	0 11

BUTTER—With the exception of some very choice brands of creamery as well as dairy, the market continues to show weakness, and some of the poorer grades are sold as low as 20c a lb.

Per lb.	
Creamery prints	0 29 0 30
Creamery solids	0 24 0 29
Farmers separator butter	0 26 0 27
Dairy prints, choice	0 24 0 25
" " ordinary	0 22 0 23
" tubs, choice	0 22 0 23
Large rolls	0 22 0 23
Baking butter	0 13 0 20

EGGS—The egg market is decidedly firm and the held stock is rapidly being reduced, selling at about 2c higher. With the mild weather there are more new laid eggs coming in, yet these will not effect the price of held stock for some time at least.

Strictly new laid, per doz.	0 35	0 40
Selected cold storage	0 28	0 30
Cold storage	0 25	0 26
Lined	0 23	0 24

HONEY—This article receives very little attention at this time of the year, and therefore there is no variation in prices.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10	0 12
Combs, doz.	1 50	2 50

POULTRY — The wholesale houses have very little stock in hand. On account of the light arrivals for Christmas, the retailers picked up everything in sight at almost wild prices, in order to be able to supply the supposed demand. They met with some disappointment, however, when very many rather than pay exorbitant prices, decided to take a roast of beef instead of a turkey. While the wholesale men made well, a good many of the retailers have lost money. The arrivals for new year will necessarily be light, but retailers will not pay as much for them this week and will likely not be able to hold their own on their left over stock. Turkeys at time of writing are selling for 18c to 21c.

Spring chickens, per lb., live.....	0711	0 12
Spring chicken, dressed.....	0 13	0 14
Hens, per lb., live.....	0 08	0 09
Hens, per lb., dressed.....	0 10	0 11
Young ducks, per lb., live.....	0 11	0 12
Ducks per lb., dressed.....	0 13	0 14
Turkeys, per lb., dressed.....	0 18	0 21
Geese, per lb., dressed.....	0 12	0 14

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
126 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.


Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

WINNIPEG.

BUTTER—Dairy butter has been fairly plentiful all fall and winter and still continues to come in from country points in surprisingly large supply for the season. For No. 1 tubs and bricks the local produce houses are paying 22c per pound f.o.b. Winnipeg; for No. 2, 17c to 18c per pound; for No. 3, 15c to 16c per pound.

EGGS—Supplies are very scant and it was impossible to get a sufficient quantity of new laid to supply the

Christmas demand. Scarcely any Manitoba eggs are being received, practically the only eggs on the market being Ontario storage. Produce houses are paying 30c per dozen f.o.b. Winnipeg.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows :

Chick-n, per lb.....	0 11
Fowl, per lb.....	0 08
Turkeys, per lb.....	0 16
Ducks.....	0 11
Geese.....	0 11

CHANGES IN THE CANADIAN TRADE

Notes From All Districts of Canada Regarding Sales, Assignments, Dissolutions and New Stores Opened.

Ontario.

I. J. Ranks, miller, Norwich, was burned out.

A. S. Morrison & Co., general merchants, South River, have assigned.

A. McCabe, general merchant, Grand Valley, has sold to F. A. Jelles & Co.

F. H. Chapman, general merchant, Holland Landing, has passed away.

The stock of the estate of William Kaeding, grocer, Windsor, is being advertised for sale.

August Elliott, a prominent business man of Brantford, was found dead in his shop on Dec. 23. He was 44 years old and held a large interest in the Beamsville Cannery's Association.

Absalom Peters, grocer, Peterboro, met with a painful accident recently by falling down an elevator shaft in a wholesale establishment and sustaining severe cuts about the head and shoulders.

Western Canada.

James Logan, general merchant, Olds, Alta., has assigned to S. H. Smith.

Lockhart & Gillespie, general merchants, Fernie, B.C., have dissolved.

The Dominion Meat Co., Calgary, has been succeeded by Neils, Morris Co.

J. D. Williams, Didsbury, Alta., has sold his confectionery business to L. S. Curtis.

B. Thordarson, general merchant, Leshile, Sask., has sold to Peterson & Venn.

The Vancouver and Prince Rupert Meat Co., which recently started a retail store in Victoria, has just opened another branch.

F. R. E. DeHart, fruit grower, of Kelowna, B.C., captured over \$4,000 in prizes in the Spokane apple show, where his apples won thirteen firsts and one second prize.

Maritime Provinces.

G. H. Emmett & Co., grocers, Halifax, have registered.

Annie P. Fancy, who kept a general store at Moser's River, is dead.

T. H. Carmichael, grocer, Londonderry, has been sold out.

The grocery store of Mrs. McCallum, St. John, was slightly damaged by fire recently.

Charles B. Adams has sold his grocery business in St. John, N.B., and has been appointed manager of the Royal Hotel, McAdam Junction, owned by the C.P.R. Mr. Adams has had considerable experience in the hotel line.

Quebec.

Doyle & Jackson, wholesale teas, Montreal, have assigned.

O. Dupuis & Co., grocers, Montreal, have compromised.

Detlefs & Co., confectioners, Montreal, have assigned.

S. A. Collette, grocer, Montreal, has effected a compromise.

G. N. Demers, Ste. Marie, dealer in candies, fish, etc., has assigned.

Guyon & Handfield, general merchants, Contrecoeur, have assigned.

The Bell Confectionery Co., manufacturers of candies, Montreal, has registered.

The assets of Audet & Tremblay, general merchants, Black Lake, have been sold.

R. B. Robertson, general merchant, Little Cascapedia, is offering to compromise.

Joseph Raymond, manufacturer of jams, pickles, etc., Montreal, has assigned.

J. J. Vipond & Co., wholesale fruit, Montreal, have assigned to J. McD. Hains.

A meeting of the creditors of Jos. La-chapelle, general merchant, St. Jovite, has been called.

Roberts & Co., confectioners, Montreal, have assigned. A meeting of creditors was held on the 28th inst.

Leclair, Egerton & Furlong, dealers in candies, etc., Montreal, have dissolved. F. W. Leclair and W. J. Furlong will continue under the style of Leclair & Furlong.

THE CANADIAN GROCER



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

- Clark's Corned Beef
- " Ox Tongue
- " Pork and Beans
- " Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer
MONTREAL

Olives

are soaring skyward. Those Canadian grocers who were fortunate enough to stock

Rowat's Olives

last season have reasons for congratulation, both on account of buying the best brands and pack, but also that their present stock is worth fully fifty per cent. more.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Cowan's Cake Icings

are steadily growing in popularity, as



Canadian women find out how easily used, how attractive in appearance and flavor, and how altogether satisfactory they are.

Of course you handle them—but are you getting all you might out of this trade?

The Cowan Co., Ltd.
Toronto, Canada

A Leading British line well-known and largely advertised



THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

“ THERE IS MERIT IN IT.”

The Trade Say:

“ THERE IS MONEY IN IT.”

Write for Sub-Agency to:—

AGENT FOR MONTREAL:

J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:

GREEN & CO.
25 Front St. E., Toronto

**W. H. ESCOTT, 141 Bannatyne Avenue East,
WINNIPEG**

SAMPLE CASES NOW READY FOR DELIVERY

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.

H. & A. B. LAMBE, Hamilton.

C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.

MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.

A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Holiday Season Accounts for Quietness in All Lines—Retailers' Stocks Low—
Good Outlook for New Year.

The holiday season continues to have a dulling effect on all lines in these markets and as a result business is pre-vaillingly quiet, a feature which is quite usual and to be expected at this season. The holding off of really cold weather, which was expected to have a stimulating effect on demand, has also had its effect.

Notwithstanding the present quietness, however, the outlook for the new year looks bright. Judging from dealers' reports, both wholesalers' and retailers' stocks of flour must be comparatively light and it is expected that this market, which has been active up till a few weeks ago, will brighten up again shortly. One large miller said this week that he expected heavy buying would be general within a few weeks and that this might very possibly have some effect on prices.

In the cereal markets conditions are somewhat similar. While business all fall has been somewhat quieter than usual, dealers' stocks are thought to be low and this should mean more activity early in the year.

Little attention is being paid to export business, the holiday season interfering both in the British and home markets.

MONTREAL.

FLOUR—Considering the season of the year the volume of trade passing is fairly good. Country trade is fair where stocks are reported low. There has been during the week some inquiry from England for low-grade Canadian flour, prices, however were not mutually advantageous, so no business to speak of has resulted.

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

ROLLED OATS—Dealers report a slight improvement in the demand during the week, but sales are not in large blocks, but fairly good in a jobbing way. No changes in quotations have been noted.

Fine oatmeal, bags.....	2 75
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Gold dust cornmeal, 98-lb. bags.....	2 10
White cornmeal.....	2 00 2 05
Rolled oats bags.....	2 35
" bbls.....	5 05

FEED—Demand for bran continues good, with supplies still limited. Inquiry for shorts and middlings continues active. Other lines are unchanged.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
" bran.....	21 00

Mouille, milled.....	35 00 27 00
" straight grained.....	30 00 31 00
Feed flour.....	1 50 1 60

TORONTO.

As is usual at the holiday season, business is rather dull. The markets, however, continue firm though no changes are in evidence. So far as can be learned, both wholesalers' and retailers' stocks are rather low and it seems probable that the early weeks of the new year will see a material strengthening of markets and possibly an increase in prices. Little attention is being paid to export business just now.

Manitoba Wheat.

1st Patent.....	5 70 5 80
2nd Patent.....	5 40
Strong bakers.....	5 20

Winter Wheat.

Straight roller.....	4 20 4 30
Patents.....	4 80
Blended.....	5 00

CEREALS—The market continues unchanged, with somewhat of an easier feeling. Business is rather dull, the lack of really cold weather having been felt in these circles. The outlook for the new year, however, is very encouraging. Dealers' stocks are thought to be low and some fairly heavy buying should follow shortly. Nothing more has been heard of exports of oats to the United States so this will not be any factor in future conditions as was anticipated a few weeks ago. Prices ruling this week are:

Rolled wheat in barrels, 100 lbs.....	2 85
oats in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, in bags 98 lbs.....	2 75

CHRISTMAS PRESENTATIONS TO CEREAL MANUFACTURER.

R. K. McIntosh, the head of P. McIntosh & Son, cereal manufacturers, Toronto, was remembered very pleasantly by the employees of the firm last Thursday afternoon, Dec. 24, when he was presented with three pieces of hall furniture.

The presentation was made by J. F. Howitt, one of the oldest employes, who in a witty speech spoke of the high esteem in which Mr. McIntosh was held by the employes, who regarded him as a friend, as well as an employer.

Mr. McIntosh made a happy reply, expressing his appreciation of the remembrance and of the regard evidenced by the staff and spoke of the good outlook for the growth of the business and a continuance of the present happy relations.

L. R. Wolfe, grocer, Toronto, has disposed of his business to Louis Turofsky. J. H. Deeks, general merchant, Williamsburg, has assigned to Osler Wade.

A Problem Solved

When we entered the biscuit field we were up against the problem of how to make a crisp soda biscuit that would stay crisp. Every package of



contains indisputable proof that we have satisfactorily solved the problem. Now, it is up to you to push

Mooney's Perfection Cream Sodas

because their quality will bring you more and better business. They are the crackers you may guarantee to be crisp and keep crisp.

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA


Goose Wheat or Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S: No better Chocolate



Despite the high price of raw material

Mott's

"Diamond" and "Elite" Brands of

Chocolate

will be the same in quality as during the past 30 years.

—Your trade knows that they are Canada's Best Chocolate lines.


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		

By Royal Letters Patent



Nelson's

Opaque, Brilliant, Isinglass, Leaf, and Powdered

Gelatine

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's

Gelatine and Liquorice

Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA


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

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Registered U. S. Pat. Off.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.
MONTREAL, CANADA

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.



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

Freight is no more on full strength

MAPLE SYRUP

containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers

Canada Maple Exchange, Limited, Montreal




GOX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:

G. E. Colson & Son, Montreal	J. & G. COX Ltd
D. Masson & Co., "	Gorgie Mills
A. F. Tippet & Co., "	EDINBURGH

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

(ADVERTISEMENT.)

The Cream of Wheat Company

To the Retail Grocers of the United States and Canada.

Mr. C. M. Wessels, of the Grocery World and General Merchant, of Philadelphia, has published what purports to be an interview between him and Mr. E. Mapes, the secretary of the Cream of Wheat Company, which interview he has embodied in an affidavit in which he states that Mr. P. A. Robinson, of this city, was present during that interview. As Mr. Wessels and others have in different ways given wide publicity to his version of that interview, we have decided to publish a refutation of what we consider a scandalous, malicious and entirely unwarranted attack upon this company. We herewith attach the affidavit of Mr. Mapes with reference to that interview, which includes the statement as to the same by Mr. P. A. Robinson, who was the only person present besides Mr. Mapes and Mr. Wessels. We call attention to the fact that Mr. Robinson's statement is in reply to a request for a statement made by the secretary of the Minneapolis Retail Grocers' Association, and that it is made up for the most part of a transcript of statements made by Mr. Robinson to Mr. Wessels himself prior to the time of publication of Mr. Wessels' affidavit. The latter was published on November 30, 1908. We believe that the grocers of the United States and Canada, with whom we have been upon the most friendly terms, and whose interests and welfare are identical with our own, will agree with us that Mr. Wessels' attack is entirely unwarranted.

Dated, December 15, 1908.

CREAM OF WHEAT COMPANY.

Affidavit of E. Mapes.

State of Minnesota, }
County of Hennepin, } ss.

I, E. Mapes, being first duly sworn, on my oath say.

I am the secretary of the Cream of Wheat Company, of Minneapolis, Minnesota. On or about the 20th day of October, 1908, C. M. Wessels, of Philadelphia, and P. A. Robinson, of Minneapolis, came to my office, where Mr. Wessels was introduced to me by Mr.

Robinson. Mr. Wessels' call was, as he stated, for the purpose of selling the Cream of Wheat Company advertising space in the grocery publications of the United States, practically all of which he claimed to control so far as their advertising space was concerned. We talked from half to three-quarters of an hour and discussed the advertising proposition quite extensively. He was arguing as to the advantage to the Cream of Wheat Company of advertising in the grocery trade papers. In answer to his arguments I explained the policy of advertising pursued by the Cream of Wheat Company, which was in general to reach the trade through the consumer, and not vice versa, and I declined to make a contract with him. There was nothing, however, said by me in that discussion which would in any way warrant the statements attributed to me by Mr. Wessels.

Taking his statements seriatim (each of which Mr. Wessels says is a correct transcript), I call attention to them as follows:

1. Mr. Wessels states that I said: "We don't care a continental for the grocer. He has to sell our goods whether he wants to or not. We make him. We used to give the retailer a profit, but we found that the best way to keep him good was to keep him poor. Now we give him very little profit."

This statement, and every part of it, is false. I never expressed any contempt or disregard for the retail grocer; neither did I say that we made him sell our goods. The substance of what I said upon this point was that we created a demand by reaching the grocer through the consumer, and that we could best increase sales, both to our profit and to the retailer's profit, by such policy of advertising. Neither did I say that we gave the retailer less profit than before, nor that the best way to keep him good was to keep him poor. On this point I explained to him that the margin of profit allowed had been fixed as a fair margin, but at the same time that it was not so large as to induce a cutting of

prices, and that it was a common experience that the allowance of a larger profit would bring about a cutting of prices either by the jobber or the retailer, and to the detriment of both the manufacturer and the retailer. As a matter of fact, we have not changed our prices for the past ten years.

2. Next Mr. Wessels says that I said:

"But we have competitors; Vitos (made by the Pillsbury-Washburn Company) is exactly the same as Cream of Wheat. If the retailer has so much influence, why don't he substitute Vitos for our goods?"

This statement is absolutely false. The question of competitors had been mentioned, and Mr. Wessels had stated that there was no product like ours on the market, whereas there were plenty of flake foods. I told him that there were other products on the market which, like our product, were not flake foods, and I mentioned Vitos as an example. That is the entire substance of my statement upon this point.

3. Mr. Wessels next says that I, referring to the friendly feeling of the retail grocers, said:

"We don't want it—don't need it—don't care anything about it. The grocer has not any say about handling our goods. We make him handle them—he must. The grocer has got to handle Cream of Wheat, no matter what he says."

This statement is also entirely false. In no part of the discussion did I for a moment feel or express any ill feeling toward the retailer nor lack of regard for his good feeling. More than that, the question of my feeling toward the retailer was never raised in that discussion. The only question on this point that was raised was with regard to the good or ill feeling of the grocery papers, if we did or did not advertise in them, and in that connection I explained to him the impossibility and inadvisability of advertising in every trade paper, or any of them, that is from our standpoint, and that we had the good-will of

all the jobbing houses, although we did not advertise in any of their publications. This was all in connection with my main argument that in the end it was the best for us and the best for the retailer to reach the retailer through the consumer rather than the reverse.

The above covers every one of the statements made by Mr. Wessels. He was naturally disappointed at my conclusion, and showed his disappointment both in statement and in his manner, his last remark being, as he left the room: "Well, Mr. Mapes, of course, we" (meaning the grocery papers), "are going to stand by our friends, and, as you can naturally imagine, the reverse of this proposition will be true regarding those who are not." The fact that Mr. Wessels immediately started upon a campaign of attack against the Cream of Wheat Company and that at the same time requests were made upon wholesale and retail grocers to boycott Cream of Wheat, shows clearly, I think, without further explanation, the animus of his attack.

The Cream of Wheat Company has always endeavored to treat the retail grocers, with whom we do not come into direct contact, fairly, and to protect their interests as far as possible. With this end in view, we have always refused to sell direct to department stores, mail order houses, or any house which we considered an unfair competitor of the retail merchant. In addition to this, we are one of the few cereal companies that absolutely guarantee their goods and take back all goods damaged by becoming weevilly, etc.

I attach hereto, as part of this affidavit, the letter of Mr. P. A. Robinson, which was recently written to the secretary of the Minneapolis Retail Grocers' Association in reply to a request for a statement as to Mr. Robinson's recollection of the discussion referred to.

E. MAPES.

Subscribed and sworn to before me this 12th day of December, 1908.

[Seal] SIDNEY R. MATHER,
Notary Public, Hennepin County, Minn.
My commission expires June 8, 1912.

(Copy)

Mr. T. O. DAHL, Secretary,
Minneapolis Retail Grocers' Association,
Minneapolis, Minn.

Dear Sir: As my name has been used in Mr. Wessels' affidavit in a way that may be construed as implying agreement on my part with the statements contained therein, I cannot do otherwise than

respond to your request, based on this mention of my name, for a statement.

My answer to your direct question as to whether I agree with Mr. Wessels' statement as published, is that I do not. I am on record to that effect in a telegram sent to Mr. Wessels Nov. 25th (on receipt of a letter from him in which he stated he was going to use my name in his affidavit), and as my letter confirming the wire covers the second clause of your question—if I do not agree, wherein do I differ?—I think the simplest statement I can make to you, and the fairest to all concerned, is to repeat to you these communications, which are as follows:

Telegram of Nov. 25th.

"Do not use my name in connection with Mapes interview. My recollection and understanding of same do not agree with yours as published."

Letter of Nov. 27th.

"On receipt of your letter of the 23rd saying you were going to use my name in an affidavit covering your statement of the interview with Mr. Mapes, I telegraphed you not to do so. Your published version of what he said goes beyond what I heard him say and puts words in his mouth which I did not hear him use.

"Even aside from this, I should object very much to being dragged into this controversy, which has been precipitated against my protest and for which I have no responsibility, and having expressed myself at the start against your idea of exploiting the situation, I have, of course, no apology to offer for not taking your view of the matter now, nor taking a hand in it. My attitude is not based on any fear or favor as to the Cream of Wheat Co., but on my own views and the value I place on the confidence I have gained from the advertisers of my acquaintance generally, by never abusing it.

"While I have not received copies of your paper or proofs of your articles, I have seen them, and it seems to me they go considerably too far in attributing to Mr. Mapes expressions of wholesale contempt for the grocers.

"I have not seen Mr. Mapes, but he telephoned me and called my attention to what he had 'drawn' as the result of my introduction, as he put it. When I mentioned the remark he made about keeping them honest by keeping them poor, he claimed that he did not apply it to the retailer, but to the jobber, for he had no dealings with the retailer; he

said that he spoke facetiously, not seriously, and had often said the same thing to a jobber customer without giving offense. This was the particular remark that you and I discussed afterward, and understood it as having been applied to the retailer; but I did not take it as seriously as you did, and it is true that his tone was more bantering than serious.

"The rest of what he said, so far as I took it in, struck me as simply an argument for the opposite side to your proposition, and not as expressing contempt for the grocers, though perhaps rather strongly independent. Naturally in combatting your plan (as applying to his business) and upholding his own system, his attitude would not be to your liking; if everyone agreed with you, you would have no soliciting to do; and your plan being based on getting the co-operation of the grocers, the other side of the debate, conducted by a pretty outspoken man, would in the nature of things give opportunity for offense, if not carefully handled. That is one reason why I differ with you as to the ethics of going into print with an advertising interview; the advertiser is bound to make his opposing argument as strong as he can, and has not time to weigh every word or expression he uses. He has the right to feel, however, that the solicitor appreciates this and will not take advantage of it. You and I know, for instance, that the expression, 'keep them honest' meant simply 'prevent their cutting prices'; but in print it conveys far more offense than if otherwise expressed.

"I intended to write you on Wednesday following my wire, but was unable to do so, and then Thanksgiving Day intervened, and absence from town, so pardon delay."

In response to the telegram, I received a letter stating that in accordance therewith my name had been cut out; so I am at a loss to understand why it appeared in the affidavit.

In a letter dated November 30th, Mr. Wessels mentioned that he had used my name as it appears, but gave no explanation. I wrote him December the 5th a letter which ought to bring some explanation, but have not received a reply. Having been obliged to refer to this phase of the matter to make my position clear, I will also advise you if I receive a reply, and the explanation of this complication.

Yours very truly,

P. A. ROBINSON.

Since the above is written I am in receipt of a letter from Mr. Wessels, in which he states that he ordered my name cut out of the affidavit, and telegraphed all publishers to whom he had mentioned it in this connection, cancelling such references; that he then went out of town and on his return found his instructions had not been complied with, as far as the affidavit was concerned.

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.

Green, 2,912,100 lbs.

An Increase in Direct Shipments

of 24.92%

And in a Year of Trade Depression, Too!

Mr. Grocer— Read This— It's For You

Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. **REDUCES IRONING TIME BY HALF.**

Save Your Elbow Grease



PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.

REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used. By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

- The cost to use it is almost nothing.
- The Iron does not adhere to the fabric.
- It imparts a splendid perfume to the clothes.
- It saves a great deal of hard work in Ironing.
- It gives an excellent lustre to the Linen or Muslin.
- The Clothes will remain clean and neat much longer.
- It gives the Clothes a much better finish than by any other method.
- It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do Good Work should have one. We claim there is nothing on the market is its equal to the KAISER IRON CLEANER & WAX PAD, for quickness, convenience, satisfactory work or economy.

Advertise Your Business!!!

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

Manufactured by

The Ancker-Thiem Co.
CHICAGO, U.S.A.

Canadian Agents:

Richards & Brown, Winnipeg, Man.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.

WANTED — Agents throughout Canada in unrepresented distributing centers.

NEW WESTERN WHOLESALE HOUSE

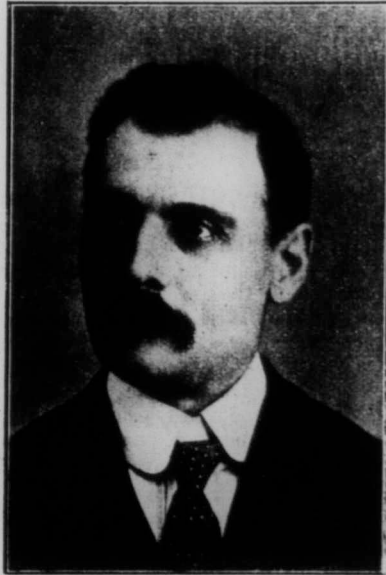
The John King Company, of Fort William, Now Occupying New Warehouse With Good Facilities—A Firm That Has Grown Up With the Town.

The John King Co., which has just opened a wholesale grocery business in Fort William, has, in one form or another, been intimately connected with

tion of the construction work of the railway in its earliest inception, and was here when the wheat crop of 1884 was unloaded from cars on the banks of the Kaministikwia River, and placed on board a vessel by means of barrows, before the age of mammoth elevators at the lake terminal had arrived, the first shipment being only 800 bushels. A year later, in 1885, he opened a general store in the town which was some distance from the mouth of the river, and

a constantly increasing business with uniform success, until on July 20th of the present year a fire breaking out in a storehouse to the rear of the block spread into the main building and completely destroyed the building and stock.

This fire, which put a sudden end to the retail business of the company, may have decided the firm to take a step which had been previously contemplated, leaving the retail business in favor of the wholesale trade. On Aug. 25, barely a month after the fire, they had commenced work on the construction of the big three-storey warehouse which is now occupied, and by November they were occupying the new premises. Meanwhile, they have almost completed the rebuilding of the block on Victoria



JOHN KING,

President and General Manager of the Company.

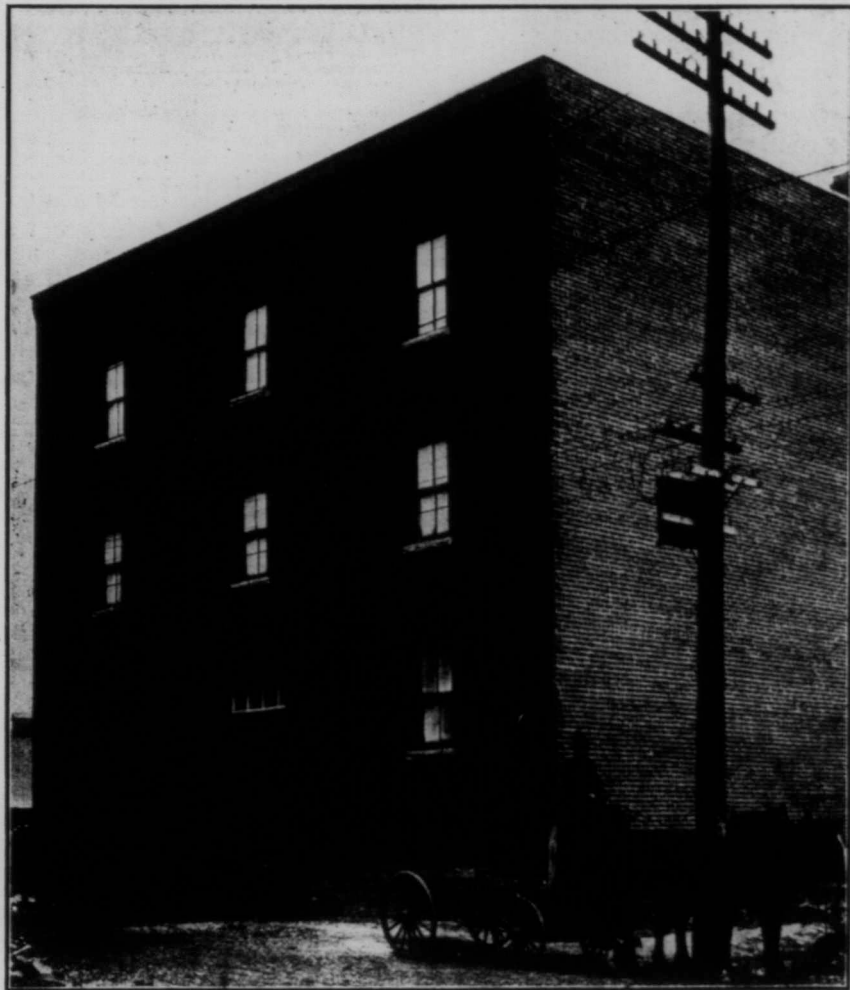
that city since the first settlement followed the construction of the railway connecting the Great Lakes with the Western Prairie Provinces.



F. W. FRASER,

Secretary-Treasurer the John King Company.

John King himself came to Fort William in 1877, and was in charge of a por-



New Warehouse of the John King Company, at Fort William.

which forms to-day the west ward of the present city, and in which the works of the Grand Trunk Pacific are located. Three years later, when the C.P.R. moved their works down the river and formed the present city, a branch of the firm was established in the east end under the name of King & Pelletier. Mr. King, in 1890, buying out Mr. Pelletier. In 1900 the present firm of John King Co. was incorporated and conducted a departmental store in one of the largest business blocks of the city, carrying on

Avenue destroyed by fire which will be rented for retail purposes to other firms.

The new wholesale block, which has a capacity of over 80 carloads, is situated on Hardisty St., which is now practically established as the warehouse street of the city, being alongside the C.P.R. with facilities for running spur tracks from the local spur into the private warehouses and elevators that have been established along several blocks of this street.

(Continued on page 59.)

FRUITS, VEGETABLES AND FISH

CALIFORNIA NAVELS

Our stock is all fresh. Having sold out at Christmas, all orders will be filled with fresh arrivals. Have to arrive this week

California and Messina Lemons
California Celery, Head
Lettuce, Grape
Fruit, &c.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

**A
NEW YEAR'S
POINTER**

Avoid the "In and Outer" (sometimes good, sometimes bad and sometimes worse) brands of fruit.

Stick to the reliable
"St. Nicholas," "Home
Guard," Lemons,
"Golden Flower" Navels
and "Chase & Co."
Florida Products.

J. J. McCabe

Agent

32 Church Street - Toronto

MONTREAL.

GREEN FRUITS—Oranges continue to have a good sale. Nearly all other lines are in good demand. The holiday trade has been very good according to statements of local dealers. No changes in prices are noted this week. The supplies on hand have been ample to meet all demands.

Christmas Decorations—	
Evergreen wreathing, bale	1 75 2 00
Delaware holly	4 25
" wreath s, per doz	1 50
Almeira, extra fancy	6 50
" extra choice	5 50
" fancy	6 00
California navels, 96, 126, 150 size	3 40
17, 20, 216, 350 size	3 25
Floridas, 126, 15, 176, 200, 216, 350 size	3 25
Mexican oranges, 176, 300, 216, 350 size	2 40
Valencia 420 size	3 50
Valencias 714 size	4 25
Grape fruit	4 25
Lemons, cho'ce, 300 size	3 00
Bananas crated	1 50 1 75
Pears, boxes	3 50
Pineapples, extra fancy, 24 size	3 50 3 75
30 size	3 50 3 75
Cranberries, Nova Scotias, early blacks, lb	8 00
Apples, Fameuse, XXX, bbl	5 50
XX	3 50 3 75
winter	4 51
Spies, XXX	5 50
Baldwins, Greenings, Russetts, XXX	4 25
Spies, XX	3 25 3 75

VEGETABLES—A very firm feeling prevails in the market for potatoes, there being a good demand and an active trade passing. The market is stronger in many respects this week. The prices of lines which have not actually advanced have been fully maintained, and the demand has been very good.

Oyster plant doz	0 50
Artichokes bbl	2 40 3 00
Leeks, dozen	0 75
Parsnips, bag	0 75
Sweet Potatoes, basket	2 00
Marrows, dozen	1 00 1 50
Cal. Cauliflowers, crates	3 00
Parsley, per doz bunches	0 75
Sage, per doz	0 60
Savory, per doz	0 50
Celery, crate	6 00
Water cress, large bunches, per doz	0 60 0 75
Spinach, barrels	3 00
Green peppers, crate	1 00
Beets 1/2 cr	0 75
Carrots, bag	0 75
Spanish onions, large cases	3 50 4 00
Lettuce, per doz	1 10
Radishes, doz	0 60
Horse radish, per lb	0 15
Cabbage, bb's	1 50
Montreal potatoes, bag	0 75 0 95
Green Mountains	0 80
New Brunswick potatoes	0 95
Onions large bag	1 30
Red onions, barrel	0 70
Turnips, bag	1 50
Pumpkins, doz	3 00
Squash, doz	3 00
Brussels sprouts, quart	0 22 0 25

FISH—There is an exceedingly good demand for green cod, and as supplies are light prices continue firm. Oysters are selling well. The Advent season has been a particularly good one with the fish people, and all lines have moved well.

Fresh and Frozen Fish.

Qualla salmon	0 07 0 08
B.C. salmon, frozen	0 04 0 09
Haddock, per lb	0 04 0 05
Fresh halibut	0 08 0 09
Mackerel	0 10
Dore	0 07 0 08
Steak cod	0 15 0 05 1/2
Frozen Grass Pike	0 16 0 05 1/2
Whitefish, lb	0 06 0 07
Lake trout	0 09
Sea trout, lb	0 10
Flounders, lb	0 10
American live lobsters	0 24
Bullheads (dressed)	0 10
New Smelts	0 10
Sea herring, per 100	1 70 1 50
To n cods, bbl	2 00
Smoked—	
Haddies (exp) 15 lb. bxs, per lb	0 06 1/2
Bloaters, per box, large, Yarmouth	1 00
Smoked herring, per box	0 16
Kipperd herring, 1/2 box	1 00

Prepared—

Skinless cod, new, 100 lb. cases	5 25
Shredded cod, 1/2 lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20 lb. boxes	0 08
Boneless cod, 20 lb. boxes	0 08
Boneless fish, 20 lb. bxs, 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs, loose	0 04 1/2
Pure cod in crates, 1 and 2 lb. bricks	0 03
Salted and Pickled—	
No. 1 Labrador herring, bris.	5 50
" " " bris.	3 25
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
Boiled lobsters, lb	0 18
Live	0 15
Standards, 4 gals	6 80
Selects	7 60

TORONTO.

GREEN FRUITS—The Christmas rush is over, trade is at a standstill, and dealers are looking at each other, waiting for some one to move. All report no change in the prices, yet admit that there is a decided weakness, especially in oranges. The stock on hand is heavy with several cars of excellent California navels on the track. The quality is exceptionally good, and prices are about 25c a box cheaper. A small consignment of Florida strawberries were sold at 75c a quart box.

Grapes, Almeria, keg	6 00 7 00
Apples, Spies	5 01 6 00
" Kings	3 00 3 50
" Greenings	3 00 3 50
Oranges, Mexican, boxes, new	2 00 2 25
" Florida, boxes, new	2 25 2 50
" Valencias	3 75 4 75
California navel s	3 10 3 50
Lemons, Messina	2 50 2 75
" California, box	4 00 4 25
Bananas, Jamaica, firsts	1 50 1 85
" Jamaica eights	1 10 1 25
Cranberries, Cape Cod bbl	16 40
" crate	5 00
" Nova Scotia, bbl	10 00 11 00
" Ontario, cases	2 50
Citrons, doz	0 75
Grape Fruit, Florida, box	3 50 4 00
Pineapples, Florida, crate	3 50 4 00

VEGETABLES—In this line, as in almost everything else, there is nothing but the usual after-holiday dulness to report. There is very little doing, with no regular prices. The main object is to clear out odds and ends at whatever prices that can be obtained.

Beets, Canadian, bag	0 45 0 50
Potatoes, Ontario, per bag	0 70 0 75
" sweet, barrel	4 00 4 50
" hamper	1 75
Onions, Canadian, dried, bag	0 75 0 80
Carrots, new, per bag	0 35 0 40
Cabbage, per ton	20 00 22 00
" barrel	1 25 1 50
Squash, basket doz	0 50 0 75
Cauliflower doz	0 75 1 25
Celery native, doz	0 25 0 40
California celery, per case	6 00
Pumpkins, dozen	0 50 0 45
Turnips	0 30 0 35

FISH—With the high prices of poultry the fish men are expecting a good business, as soon as the people settle down to their regular daily wants, which will be as soon as they get through with their Christmas extras. In the meantime, prices are not changed.

Perch, large, per lb	0 06 0 07
Herring, medium, per lb	0 06 1/2 0 06
Whitefish	0 10 0 11
Cod	0 08 0 09
Halibut	0 09 0 10
Haddock, frozen	0 07
Sea salmon, Silverside	0 10 0 12
Pike	0 08 1/2 0 07
Pickarel, yellow	0 08 1/2 0 09
Soft shell crabs, doz	4 00
Herring, Digby, smoked, bundle 5 boxes	1 30
" Kipperd, 15-lb. box	3 00
" Labrador, keg	4 00
Mackerel, each	0 18 20
Smelts, per pound, No. 1	0 09 10
" extra	0 11 0 12

Oysters, Long Island.....	1 60
" " medium selects.....	1 75
" " extra.....	1 85
" " shell, per 100.....	1 50
Cisoces, basket.....	0 50
Finnan Haddie, smoked, 15-lb. package.....	0 06
Boneless cod, quail on toast.....	0 06
" " imperial.....	0 06
" " steak.....	0 06
Shredded cod, doz.....	0 91
Acacia cod, crate.....	2 40
" " tablets, box.....	1 60
Bloaters.....	1 25
Qualla.....	0 09
Catfish, dressed.....	0 10

ALLEGED INFRINGEMENT.

In the Practice Court in Montreal on Dec. 24, application was made by the Walter M. Lowney Co., for a writ restraining Demetrious G. Pergauton, Montreal, doing business as P. G. Demetri & Bros., from using a trade-mark similar to theirs. In 1906 the Lowney Company registered a medallion style trade-mark, which, they allege, has been infringed. The case has been taken en delibere.

WM. CLARK'S XMAS CARD.

Perhaps one of the finest Xmas cards which has made its appearance during the holiday season is that of William Clark, Montreal, manufacturer of canned meats. The cover of the card referred to consists of the coats of arms of the various Provinces arranged in a circle, in the centre of which is a fine Gothic C. The whole is done in gold, embossed in colors on a white background. For taste, quiet elegance and artistic design this Xmas greeting card is difficult to beat.

R. E. Brigham, Ottawa, has entered into partnership with M. J. Allen, proprietor of Allen's grocery, Ottawa.

The Empire Grocery Store has been opened in St. Johns, Nfld. James Chaffey is in charge and his assistants are P. Murphy, C. Renouf and J. Malone.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

A HAPPY NEW YEAR

We start the new year with fresh stocks of

ORANGES, LEMONS, BANANAS

The famous Bronco Brand Navels are now arriving in the pink of condition.

Stock up with these fresh, profit-making goods.

WHITE & CO., Limited

Fruit, Produce and Fish

TORONTO and HAMILTON

A NEW YEAR

Resolution that will increase your trade, add to your bank account, make everybody happy—Resolve to handle

"SIGNAL" Brand Navels, "BICYCLE" Brand Lemons.

W. B. Stringer, Toronto, District Agent

**"Squirrel" Brand
California Lemons**

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON
GUELPH, ONT.

LEMONS

We have a bargain in *Massina Lemons*—excellent stock
Price only \$2.25 per box cash.

THE DAWSON COMMISSION CO., TORONTO

Our outlet for Poultry, Butter and Eggs is the best.

For Fish and Oysters

Write **The F. T. James Co., Ltd.**
Toronto

Prompt Shipments
Write us for Quotations

Correspondence answered same
day as received.

3 BRUNSWICK BRAND LEADERS!



Brunswick Brand Kipper Herring



Brunswick Brand Sardines in oil



Brunswick Brand Herring in Tomato Sauce

These three lines we class among the best sellers we have to offer you. They are fish that we specialize upon. We have the pick of the herring and sardine catches, and select the choicest fish for Brunswick Brand. The fish are put up by our own special process, giving them that "something" which tickles the palate of the fastidious customer, and makes for steady sales of the famous Brunswick Brand.

A TRIAL ORDER WILL BE GLADLY SENT YOU.

CONNORS BROS., LIMITED

Leading Canadian Packers of Sea Foods

LEONARD BROS., Montreal Agents.

BLACK'S HARBOR, N.B.

DREXEL & CO., Vancouver and Victoria, B.C. Agents.

FISH and OYSTERS

Now at your call

LARGE FROZEN SEA HERRING
NEW PACK BRIGHT LARGE FISH

Also anything you require in

**PIKE
PICKEREL
SALMON
HALIBUT**

**HADDOCK
WHITEFISH
SMELTS
COD**

**HADDIES
BLOATERS
SKINLESS COD
BONELESS COD**

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons.

SOLID MEATS

NO WATER ADDED

NO ICE USED

All kinds Fresh, Frozen, Salted, Pickled, Dried and Prepared Fish.

LARGE ASSORTMENT

QUALITY GUARANTEED

LOW PRICES

**4 LONG
DISTANCE
TELEPHONES.**

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

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



Lobsters

"Mephisto"

and

"Purity" Brands

EVERY CAN GUARANTEED.

Sold by Jobbers in Canada from Atlantic
to Pacific.

SOLE PACKERS:

FRED MAGEE

Port Elgin, N.B. and Pictou, N.S.



Trade Mark

Registered

This trade mark is a guarantee of pure, clean and fresh oysters.

The genuine "Sealshipt" Oysters are always sold from a white porcelain display case bearing the above "Sealshipt" trade mark in blue.

"Sealshipt" Oysters

are the best sellers, the best profit makers and the best in quality.

They come to you sealed in airtight steel cans packed with ice around the cans, but not in contact with the oysters. All the delicacy of flavor and naturalness of size and color are preserved.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

The "Sealshipt" Carrier System is patented. Infringements will be prosecuted to the full extent of the law. Write for an agency.

National Oyster Carrier Company

South Norwalk, Connecticut

AGENTS—

Leonard Bros. Montreal.
R. M. Cline, Hamilton.

Samuel Egan, Toronto.
Steele Fruit Co., London.

W. J. Guest Fish Co. Ltd., Winnipeg.

Winnipeg Fish Co., Winnipeg.

\$3,000,000 FOR VICTORIA COUNTY FARMERS

Local Merchants Say Appointment of Agricultural Inspector will Benefit Country Immensely—Will Improve Merchants' Business Also.

That the spending money of the farmers of Victoria County will be increased by \$3,000,000 yearly, through the appointment of an agricultural instructor for that county, is the belief of J. D. Flavell, one of Lindsay's foremost merchants. This amount looks like a pretty big sum, but so far there are none to gainsay it. Rather the feeling is the other way, for while no other Lindsay merchant would commit himself to stating any certain amount, when seen by The Grocer representative, they all felt that by the Provincial Government helping the farmer along educational lines a great deal of benefit, financially, will accrue to the local merchants.

It has taken some time to impress on the Government the necessity of helping the farmer to increase the output of his farm. Very good work has been done by the Agricultural College at Guelph, but it has been recognized that only a small proportion of the farming community is able to avail itself of the advantages offered at Guelph. A step forward was made some years ago when the farmers' excursions to the college were fostered, and a still further step was taken a year ago last spring when the Government allowed the Department of Agriculture to appoint instructors for the counties of Victoria, Essex, Simcoe, Perth, Waterloo and Dundas. This year Prince Edward and Ontario have been added, which speaks well for the success of the scheme. The inauguration of this instruction plan, no doubt, is due to the representations made to the Government by those in a position to know. For instance, Prof. Creelman is credited with saying that the extra profits derived by the farmers of the Province from the growing of Manchurian barley, which yields about five bushels per acre more than any other kind, would more than pay for the building and equipping of the college at Guelph.

The Instructors' Work.

The work of the instructors may be summed up under three headings. Instruction in the Collegiate Institutes and special classes for farmers, experimental work, and actual work among the farmers. This latter, of course, will vary in the different sections of the Province, as Ontario is essentially a country for mixed farming.

It cannot be said that all is smooth sailing as yet. The general run of scholars attending the collegiate institutes living in towns, know very little about farming and want to know very little more, and the farmers' sons attending the institutes who would directly benefit by the special courses want to get away from the farm. Then the teachers, while not frowning down on

the innovation, treat the instructor and his course only with toleration.

Victoria County was fortunate in securing the services of F. H. Reed, a man who mixed well with all classes of the community; so much so that the farmer and merchant, who were his friends, are brought closer together. The Saskatchewan Department of Agriculture, however, has now secured Mr. Reed's services for its seed branch, and D. A. McKenzie is looking after the work at Lindsay.

Making the \$3,000,000.

To get back to the \$3,000,000 and how it is to be raised, however. Victoria is a county of first-class farms, but there is also in it lots of low-lying, swampy land. Some of this land is naturally low, and swampy, but not a little of its swampiness is due to the building of the Trent Valley Canal. Streams have been dammed to help the construction of this work, and the water has backed up and covered some lands that should be raising crops. Apart from this, however, the county contains quite a lot of muck land, covered with a vegetable mold from three to eleven feet in depth, rendering necessary the use of commercial fertilizers, for this land otherwise could raise but one crop in four years. Here is where the work of the instructor comes in, and the above information is based on his report.

An experimental plot of about an acre in extent is situated on the outskirts of Lindsay, and in it many of the demonstrations take place. One thing necessary to be done is the under-draining of some of the land, and Mr. McKenzie is paying special attention to this work, as well as the tile-draining of many farms. The raising of stock is another work which will benefit by the appointment of the instructor, for Victoria is somewhat behind Ontario, its neighboring county, in this respect.

The Year's Work Outlined.

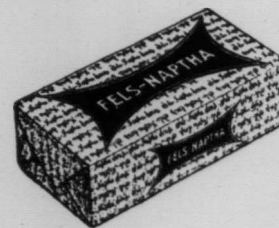
The work for the early part of 1909 includes a free course for farmers in stock and seed judging, to be held in

Lindsay from Jan. 26 to 30, by Professors C. A. Zavitz and G. E. Day, and a number of evening lectures to be delivered by Dr. Fletcher, of the Dominion

Fels-Naptha soap is profitable and well advertised.

Policy demands that you keep prominent in your store goods that pay and are advertised, because there is the minimum amount of work in selling them.

Fels-Naptha's great quality and prominence move it quickly.



FROZEN LAKE FISH

For Prompt Shipment.

Get Our Prices

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER

ONTARIO

Experimental Farm, Ottawa, and Dr. Falconer, of Toronto University. A three months' course in agriculture will be given in the Lindsay Collegiate Institute, beginning immediately after the opening of the school in January. This course will include practically every branch of agriculture, and will be conducted by Mr. McKenzie. This is the means by which instruction is given, and is the preparatory step by which the farmer of Victoria is going to better his condition and his farm, and eventually make it a better paying proposition.

A Banner Township.

Though some may question the amount stated as accruing to the farmer (\$3,000,000) there is no doubt at all in the minds of any persons interested that the sum will be very large, for right at Lindsay's doors is the Township of Maraposa, the banner township of the Province, where grain-growing is carried on to perfection, and where the farms and farm buildings are models to be copied by farmers located in less favored sections. That this is so is proved by the fact that Maraposa is the most highly assessed township in Ontario.

It speaks well for the farmers and merchants of Victoria County that they have been able to prevail on the Government to have an instructor appointed, and already a slight impetus has been given to trade through the help of the instructor in bettering the farming industry and making it a more profitable business proposition.

NEW WESTERN WHOLESALE HOUSE.

(Continued from page 53.)

The active personnel of the firm consists of John King, president and general manager of the business and F. W. Fraser, secretary-treasurer. Mr. King has risen from the comparatively small beginnings of a general merchant in what was practically a village, to be one of the leading business men of a large and rapidly growing city, combining unflagging ambition and restless energy with optimistic perseverance. In the face of difficulties that might have discouraged many others, he has built up a business house that any city may be proud to possess. In the secretary-treasurer, he has an able lieutenant whose qualities fit him admirably to handle the finances of such an institution. Mr. Fraser is of Scotch descent and came to Fort William from Nova Scotia, and for six years has been in charge of the financial end of the affairs of the John King Co., and is to-day reckoned among the brightest of the young business men of the city.

Since the new wholesale house was opened for business the trade has been most gratifying in spite, too, of the fact that many of the local retail grocers had already laid in a considerable quantity of their winter supplies before the company was ready to do business, acting, indeed, upon the advice of Mr. King himself, who was unwilling to allow prospective customers to suffer in the

event of any delay on the part of the builders preventing him having his stock complete before the lake and rail transportation closed for the winter. The firm is handling a very large proportion of the wholesale trade along the line of the Grand Trunk Pacific, now completed to the junction with the National Transcontinental Railway.

TRADE NOTES.

Prudhomme & Russ have purchased the flour and feed business of Cline & Merrett, Beamsville.

At the annual meeting of the Numismatic and Antiquarian Society last week, S. W. Ewing was elected president.

J. A. Cuttle, managing director of the Montreal Transportation Company, and widely known in the grain trade, died suddenly in California last Sunday.

The Postum Cereal Co., Battle Creek, Mich., will establish a branch factory in Windsor. The building will cost \$50,000, and about 25 hands will be employed.

B. A. McEwen, formerly of McEwen Bros., grocers, Goderich, has purchased the grocery stock of Linder & Watson, Clinton. The McEwens now have four stores, two in Goderich, one in St. George and one in Clinton.

The B.C. Packers' Association have installed a new plant in the mill recently leased by the association at Alert Bay. The company expect to turn out 400,000 bushels per year, besides supplying the local trade.



Becoming indispensable to every grocery catering to critical people

"King Oscar" Brand Norwegian Sardines

These splendid fish have taken so well with the Canadian consumer that wise business policy dictates your handling them. They show you a good profit and bring customers back for more.

Ask your jobber or write us. We will tell you where you can buy them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

HAND POWER ELEVATOR

LOAD, 1,500 lbs. **\$100⁰⁰**
CAR, 6 x 5 FT.

F. O. B. HAMILTON ONTARIO



We supply drawings and instructions enabling anyone to install.

SAVE TIME LABOR EXPENSE HANDLING GOODS FOR UPPER FLOORS

Write our nearest office for full particulars.

MONTREAL | WINNIPEG | VANCOUVER | OTTAWA
St. James St. | McRea Block | Alexander St. | O'Connor St.
Otis-Fensom Elevator Company, Limited
HEAD OFFICE - TORONTO, ONTARIO

THE GROCER'S ENCYCLOPEDIA

Cloves, the Unexpanded Flower Bud of a Large Tropical Tree—Canada's Supply Comes Largely From Zanzibar.

CLOVES.—This common spice is originally the unexpanded flower bud of a tree belonging to a particular order not necessary to mention here. They are so named from the French word "clou" on account of their resemblance to a nail. The clove tree is a beautiful evergreen which grows to a height of from thirty to forty feet, having large oblong leaves and crimson flowers in numerous groups. The flower buds are at first of a pale color and gradually become green, after which they develop into a bright red, when they are ready for collecting. Cloves are rather more than half an inch in length.

The tree is a native of the small group of islands in the Indian archipelago called the Moluccas or Spice Islands. The product was one of the principal Oriental spices which early excited the cupidity of Western commercial communities, having been the basis of a lucrative trade from an early part of the Christian era.

The Portuguese, by doubling the Cape of Good Hope, obtained possession of the principal portion of the clove trade, which they continued to hold for nearly a century, when, in 1605, they were expelled from the Moluccas by the Dutch. The latter power is said to have exerted great and inhuman efforts to obtain a monopoly of the trade, attempting to extirpate all the clove trees growing in their native island and to concentrate the whole production on the Island of Amboyna. The French, however, succeeded with great difficulty in introducing the clove tree into the Mauritius in 1770. Subsequently the cultivation was introduced into Guiana, in South America, and at the end of the century the trees were planted at Zanzibar in East Africa. The chief commercial sources of supply are now Zanzibar, its neighboring island, Pemba and Amboyna. Cloves are also grown in Java, Sumatra, Guiana and in the West India Islands.

Cloves as they come into the market have a deep brown color, a powerfully fragrant odor and a taste too hot and acrid to be pleasant. When pressed with the nail they exude a volatile oil with which they are charged to the unusual proportion of about 18 per cent. The oil is obtained as a commercial product by submitting the cloves with water to repeated distillation.

Cloves are employed principally as a condiment in culinary operations, in confectionery, and in the preparation of liquors. In medicine they are tonic and carminative, but they are little used except as adjunct to other substances on account of their flavor or with purgative to prevent nausea and griping. The essential oil forms a convenient medium for using cloves for flavoring or medicinal purposes, and it also is frequently used to relieve toothache.

The sources of the Canadian supply of this particular spice are Zanzibar, Amboyna and Penang, the latter place being an island in the Straits Settlements. Zanzibar is, however, the most important of these, principally because the cheapest cloves can be secured from there. These sell at 25 cents per pound, while the retailers have to pay from 35 to 40 cents for the other varieties.

The demand for cloves extends in Canada over the whole year, but more particularly, as above mentioned, over the pickling and preserving season. At times efforts are made to corner the market on cloves, but these are invariably failures. When the price advances few sales are made and it has to come back to normal conditions again.

PERSONAL NOTES.

W. H. Stewart, who up to six years ago was assistant editor of The Canadian Grocer, and since then on the reportorial staff of the Toronto Mail and Empire, has been appointed editor of the Daily Columbian, New Westminster, B.C.

J. J. McCabe, wholesale fruit merchant, Toronto, is distributing this week attractive calendars, in a couple of different forms, one in particular bearing the figure of an attractive young lady, and also the names of the foreign firms which Mr. McCabe represents.

The wholesale fruit firm of J. J. Vipond & Co., McGill Street, has assigned to Mr. McD. Hains. The liabilities are about \$7,000 to \$8,000. It seems a combination of singularly unfortunate circumstances has led to this result, and Mr. Vipond has the sympathy of the trade.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST

CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow, Scot.

Imported Cigars from Philippine Islands

Germinal	{	Pikaninny, 1/20, \$37.50
		Damas, 1/20, 55.00
		2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.

JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076

Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





THE A1 SAUCE

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

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

For full particulars and prices write our Agents :

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
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W. H. AHRENS, 396 Victoria St., Winnipeg
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BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

LIMITED

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

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

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of **Berlin, Ontario**
Modern Store Fixtures

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an "Enterprise" Electrically-Driven Coffee Mill.

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee, a month with an "Enterprise" Mill electrically-driven at a cost for current of \$3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with $\frac{1}{2}$ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York

438 Market Street, San Francisco



The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders**
Easiest Runners

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

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "**POLYGRAPH**" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

FOR SALE.

FOR SALE—General store in a good country town with two railways. Doing a thriving business; established twenty-five years. This business, with store property, will be sold cheap; very reasonable terms as the owner is retiring from business. Address Box 257, **CANADIAN GROCER**, Toronto. (1)

GROCERY and china business for sale in one of the best towns in western Ontario. Capital required between four and five thousand dollars. A business that has always been successful, stock well assorted, good location, bright store. The present owner wishing to retire, the opportunity is here for one or two good hustlers to make good. Address correspondence to Box 259, **CANADIAN GROCER**, Toronto.

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J. A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **GROCCERS**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, **CANADIAN GROCER**. (1)

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

WANTED—Intelligent and active salesman to call on wholesale grocers, confectioners and druggists with full range of French specialties: Toronto and larger cities. Box 258, **CANADIAN GROCER**, Toronto. (1)

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. **THE CANADIAN FAIRBANKS CO. LTD.**, Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

MISCELLANEOUS.

SARDINES AND CHEESE—A Barbados firm of commission agents would like to have correspondence with packers of sardines in oil and makers of cheese in Canada. Box 258, **THE CANADIAN GROCER**, Toronto.

MISCELLANEOUS.

60,000 Shrewd merchants all over the world have paid \$60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont. (8)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BUTTER—A Manchester produce firm wishes to correspond with shippers of Canadian butter. Box 260, **THE CANADIAN GROCER**, Toronto.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

CHEESE—A Manchester produce house wishes to correspond with exporters of Canadian butter. Box 259, **THE CANADIAN GROCER**, Toronto.

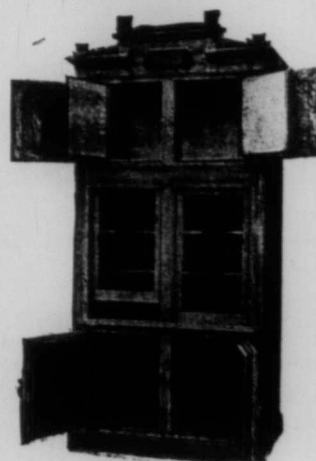
CANNED GOODS—Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in communication with Canadian manufacturers and exporters of canned goods. Box 262, **THE CANADIAN GROCER**, Toronto.

CONDENSED MILK—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in touch with Canadian manufacturers and exporters of condensed milk. Box 261, **THE CANADIAN GROCER**, Toronto.

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

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

WHEAT—A Manchester firm wishes to correspond with Canadian exporters of wheat. Box 263, **THE CANADIAN GROCER**, Toronto.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Driest and most up-to-date refrigerator on the market. Western representatives, Ryan Bros., Winnipeg. Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd., 124 George St., Toronto



**Klondike
Jubilee
Sterling**

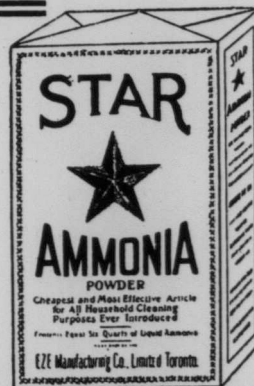
These three names have for years stood for **high quality** in **Brooms.**

They are now put up with polished maple handles and are unequalled for value.

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario, Canada



The most profitable household cleaning powder you ever handled.

—BUY—

Star Brand

COTTON CLOTHES LINES

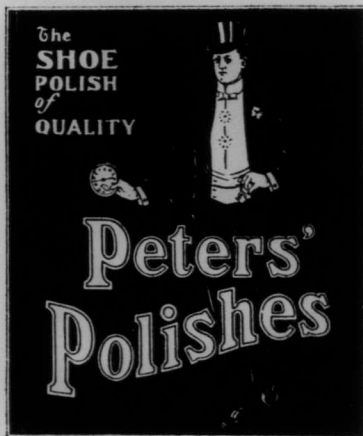
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

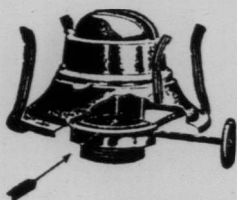
Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

TALKING POINTS FOR DEALERS

ON

**BANNER, CANADA, ONTARIO and HIGONE
LAMP BURNERS**



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

TRY

A

CANADIAN GROCER

WANT

AD.

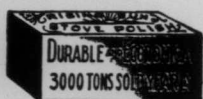
- IF you want a new clerk.
- IF you want to rent your store.
- IF you want a situation.
- IF you want to sell your store.
- IF you want to buy a store.

**THEY
BRING
RESULTS**

See page 76.

RISING SUN
STOVE POLISH
IN CAKES

SUN PASTE
STOVE POLISH
IN TINS



NINE ACCIDENTS from inflammable stove polishes reported by daily papers during November. Two of them proved fatal after untold agonies suffered by the victims, and one resulted in horrible disfigurement of a housekeeper.

You can't afford to sell dangerous stove polish. Push **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins. They are absolutely safe in the hands of the user, and afford you a good margin of profit.

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

**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."

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for \$3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



**CAPSTAN BRAND
 PURE MINCE MEAT**

Package Mince Meat
 Put up in 1/4 gross cases

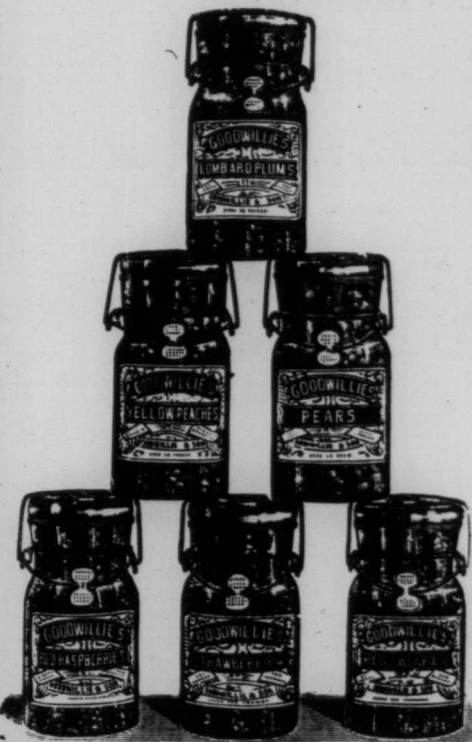
Bulk in 7-lb. Pails,
 1/2 doz. in crate.

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

Capacity one ton per hour.
 Sold by all wholesale dealers.

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

Goodwillie's Fruits IN GLASS



Have
You
Tasted
Them
Yourself
?

If Not
Do So

Agents:

Rose
&
Laflamme
Limited

Montreal
and
Toronto



PATERSON'S WORCESTERSHIRE SAUCE

sells quickly because of its great merit
It affords the dealer a good profit—
what more do you want?
Have you enough in stock?

ROSE & LAFLAMME, Ltd.
Agents, Montreal and Toronto

Jams and Jellies.

BATCHELOR'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.
1-lb. glass jar, screw top, 4 doz., per doz \$ 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

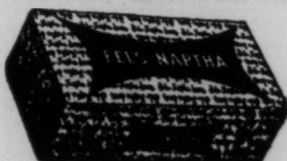
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 07½
5 and 7-lb. tin pails, 5 and 9 pails in
crate, per lb. 07
7 and 14-lb. wood pails, per lb. 07
30-lb. wood pails, per lb. 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case, per lb. 07½
7 and 14-lb. wood pails, 5 pails in crate
per lb. 07
30-lb. wood pails, per lb. 06½
Pure Jams—1-lb. glass jars (16-oz.
gem) 2 doz. in case, per doz. \$1 50

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.
Soap
The GENUINE. Packed 100 Bars to case.



Price. Ontario and Quebec:
Less than 5 cases, per case \$ 55
Five cases, or over, per case \$ 50



THE ROBERT GREIG
COMPANY.

White Swan, 15
flavors. 1 doz. in
handsome counter
carton, per doz., 90c.



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

Lard.

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

Tierces... \$0 09
1-bbls. 0 09
Tubs, 50 lbs. 0 09
20-lb. Pails. 2 00
20-lb. tins.. 1 90
Cases 3-lb.. 0 10
" 5-lb.. 0 10
" 10-lb.. 0 10



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (25 or 50 sticks)... per box 1 25
"Kinged" 5-lb. boxes... per lb. 0 45
"Aroma" pellets, 5-lb. cans... per can 2 00
" (fancy boxes 60) per box 1 50
Tar Licorice and Tolu wafers, 5-lb.
cans... per can 2 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 20 5-lb. cans... 1 50
"Purify" Licorice 10 sticks... 1 45
" 100 sticks... 0 75
Duo's large cent sticks, 100 in box... 0 75

Lye (Concentrated)

GILBERT'S PERFUMED. Per case
1 case of 1 dozen... \$3 50
3 cases of 4 dozen... 3 50
5 cases or more... 3 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 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.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails per lb. 0 07
Golden shred marmalade, 2 doz. case
per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 45
7-lb. " " " 7 35
"Sbradded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25

THOMAS J. LIPTON

Prices on application
Mince Meat
Wetley's condensed, per gross net.. \$12 00
" per case of 3 doz. net..... 3 00



ST. CHARLES CONDENSED
CREAMING CO.

PRICES:
St. Charles Cream,
family size, per case
..... \$1 70
Ditto, hotel, 4 90
Silver Cow Milk, 5 00
Purity Milk, 4 70
Good Luck, 4 30

Mustard

COLMAN'S OR KERR'S
D.S.F. 1-lb. tins... per doz. \$ 1 43
" 1-lb. tins... 2 50
" 1-lb. tins... 5 00
Durham 4-lb. jar... per jar 0 75
" 1-lb. jar... 0 25
F.D. 1-lb. tins... per doz. 0 85
" 1-lb. tins... 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts. 24's 6 50
" 1-pt. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and
Toronto

1-pint bottle, 3 & 5 doz., per doz. 0 90
pint " 3 doz. 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND

DWIGHT'S
BAKING SODA
Case of 1-lb. contain-
ing 60 packages, per
box, \$3 00
Case of 1-lb. contain-
ing 120 pkgs. per
box, \$3 00
Case of 1-lb. and 1-lb.
containing 30 1-lb.
and 60 1-lb. pkgs. per
box \$3 00

Case of 50 pkgs. containing 96 pkgs. per
box, \$3 00

MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
No. 3, " 60 1-lb. " 2 75

No. 3 Magic soda—cases 100—10-oz. pkgs.
1 case 2 95
5 cases 2 75

A HAPPY NEW YEAR

not a thoughtless expression to our friends, the Grocers—but given in the light of the true meaning of the word "Happiness"!

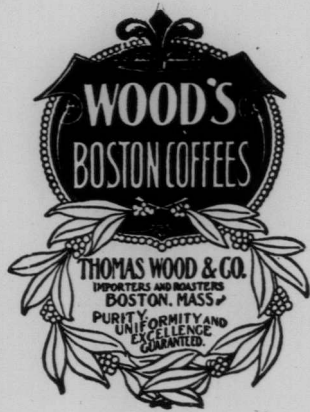
"A sunbeam, which may pass through a thousand bosoms without losing a particle of its original ray."

May that light shine undimmed throughout 1909 in your social and business life; and may

WOOD'S COFFEES

continue a never failing support in your efforts to please an exacting public.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL



Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....	per gross	\$10 80
" " black.....	" "	15 80
Oricle soap.....	" "	10 80
Glorigia soap.....	" "	12 00
Heraw soap.....	" "	18 80



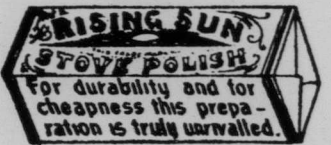
Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb	
No. 1 White or blue, 4-lb. carton		
No. 1 " " 4-lb.		0 06
Canada laundry.....		0 06
Silver gloss, 6-lb. draw-lid boxes		0 08
Silver gloss, 6-lb. tin canisters.....		0 08
Edward's silver gloss, 1-lb. pkg.		0 08
Kegs silver gloss, large crystal.....		0 08
Benson's satin, 1-lb. cartons.....		0 08
No. 1 white, bbls. and kegs.....		0 06
Canada White Gloss, 1-lb. pkgs.		0 06
Benson's enamel..... per box	1 50 to	3 00
Culinary Starch—		
Benson & Co.'s Prepared Corr.....		0 07
Canada Pure Corn.....		0 06
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.		0 10
" " " " 4 lb. lumps.....		0 8
BRANTFORD STARCH WORKS, LIMITED		
Ontario and Quebec.		
Laundry Starches—		
Canada Laundry, boxes of 40-lb.		\$0 06
Ame Gloss Starch—		
1-lb. cartons, boxes of 40 lb....		0 6
Finest Quality White Laundry—		
5-lb. Cartons, cases of 48 lb....		0 06
Barrels, 200 lb.		0 7
Kegs 100 lb.		0 6
Lily White Gloss—		
1-lb. fancy cartons, cases 80 lb.		0 08
5-lb. toy trunks, 8 in case.....		0 08
5-lb. enameled tin canisters, 8		
in case.....		0 08
Kegs, ex. crystals, 100 lb.....		0 07
Brantford Gloss—		
1-lb. fancy boxes, cases 25 lb....		\$0 06
Canadian Electro Starch—		
Boxes of 40 fancy pkgs., per case		3 00

Stove Polish.

Rising Sun, 8-oz. cakes, 4-gross boxes		\$5 50
Rising Sun, 2-oz. cakes, gross boxes		4 50
Sun Paste, 10c. size, 4-gross boxes....		10 00
Sun Paste 5c. size, 4-gross boxes....		5 00



JAMES' DOME BLACK LEAD

5a size.....	Per gross	\$2 40
2a ".....	" "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
gallons.....	5 10
gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03	per lb.
Half-barrels, 350 lbs.....	0 03	"
Kegs, 150 lbs.....	0 03	"
2-gal. pails 25 lbs.....	1 25	each
3 " " 38 1/2 lbs.....	1 75	"
Plain tins, with label—		Per case
5 lb. tins, 2 doz. in case.....	2 40	
5 " " " " " ".....	2 75	
10 " " " " " ".....	2 85	
20 " " " " " ".....	2 60	

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.....	0 03	per lb.
Half-barrels, 350 lbs.....	0 03	per lb.
Kegs, 150 lbs.....	0 03	"
2-gal. pails 25 lb.....	1 25	each
3 " " 38 1/2 lbs.....	1 75	"
2-lb. tins, 24 in case, per case.....	2 40	
5-lb. " " " " " ".....	2 75	
10-lb. " " " " " ".....	2 65	
20-lb " " " " " ".....	2 60	



THE "SALADA" TEA CO.

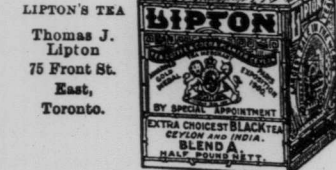
Wholesale	Retail
Brown Label, 1's, 1/2's	\$0 25 \$0 30
Green Label, 1's and 1/2's	0 27 0 35
Blue Label, 1's, 1/2's and 1/4's	0 30 0 40
Red Label, 1's and 1/2's	0 34 0 40
Gold Label, 1's and 1/2's	0 44 0 50



Empire Package Tea

Cases 30 and 50 lb. each.	
Black, Mixed and Green Ceylon.	
25c.....	1s, 20c. 1/2s, 21c
30c.....	1s. and 1/2s. 23c
40c.....	1s. and 1/2s. 25c
50c.....	1s. and 1/2s. 35c
75c.....	1s. and 1/2s. Vulcan, 50c

100 lb. lots freight paid.



LIPTON'S TEA

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

Packed in air-tight tins only.	
	wholesale retail
Blue label 1/2's and 1's.....	0 24 0 30
Orange " 1/2's and 1'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



Brown Label, 1's.....	0 20	0 25
Blue Label, 1/2's.....	0 31	0 30
Orange Label, 1's and 1/2's.....	0 23	0 40

Brown Label, 1's and 1/2's.....	0 38	0 40
Brown Label, 1/2's.....	0 30	0 40
Green Label, 1's and 1/2's.....	0 35	0 50
Red Label, 1's.....	0 40	0 50

LAPORTE, MARTIN & COE, 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



Wholesale Retail

Yellow Label, 1's.....	0 20	0 25
Green Label, 1's and 1/2's.....	0 21	0 25
Blue Label, 1's and 1/2's.....	0 24	0 30
Red Label, 1's, 1/2's and 1/4's.....	0 25	0 35
White Label, 1's, 1/2's and 1/4's.....	0 30	0 40
Gold Label, 1's and 1/2's.....	0 35	0 50
Purple Label, 1's and 1/2's.....	0 55	0 80
Embossed, 1's and 1/2's.....	0 07	1 00



Wholesale Retail

Pink Label 1's and 1/2's	30c.	40c.
Gold Label 1's and 1/2's	35c.	50c.
Lavender Label 1's and 1/2's	42c.	60c.
Green Label 1's and 1/2's	50c.	75c.



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

Wholesale	Retail
Black, green, mixed, 1/2's.....	0 70 1 00
" " " " " ".....	0 55 0 80
" " " " " ".....	0 44 0 60
" " " " " ".....	0 38 0 50
" " " " " ".....	0 35 0 50
" " " " " ".....	0 30 0 40
" " " " " ".....	0 32 0 40
" " " " " ".....	0 25 0 30
" " " " " ".....	0 24 0 30

We pack Japan in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



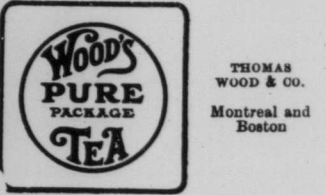
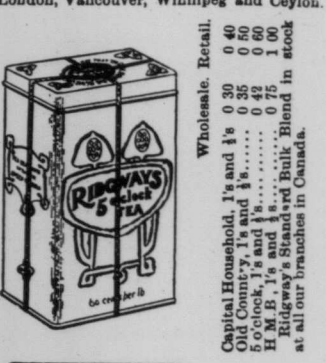
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 50c.....	\$0 20
1-lb.....	0 21
Blue Label, retail at 30c.....	0 23
Green Label.....	0 30
Red Label.....	0 35

Orange Label, 1/2's.....	50c.	0 42
Gold Label	aw.	55

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail.

Capital Household, 1's and 1/2's	0 40
Old Country, 1's and 1/2's.....	0 35
Old Country, 1's and 1/2's.....	0 35
Old Country, 1's and 1/2's.....	0 75
Old Country, 1's and 1/2's.....	1 00

Wood's Primrose, per lb.... 0 40 0 50
 " 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.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	\$0 46
" Amber, 8s and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15

OHAWING—Currancy, 12s. and 6s.... 0 46
 " Old Fox, 12s..... 0 48
 " Snowflake, 12s..... 0 51
 " Fay Bell, 7s..... 0 52
 " Stag, 10 cts..... 0 45
 " Bobs, 6s. and 12s..... 0 46
 " " " 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 58

JOS. COTE, QUEBEC.
 St. Louis (union), 1-20..... \$33 00
 St. Louis, 1-40..... 35 00
 St. Louis, 1-100..... 35 00
 Champlain, 1-20..... 35 00
 Champlain, 1-40..... 36 00
 El Sergeant, 1-20..... 55 00
 El Sergeant, 1-40..... 55 00
 El Sergeant, 1-100..... 55 00

Out tobaccos.

Petit Havana, 1/2, 1-12-1-6.....	0 40
Quemel, 1-4, 1-6.....	0 65
" " " " " ".....	0 68
Cote's Choice Mixture, 1-lb tins.....	0 75
" " " " " ".....	0 70
" " " " " ".....	0 00

Veterinary Remedies.
 W. F. YOUNG
 Absorbine, per doz..... \$18 00
 Absorbine Jr., per dozen..... 9 08
 Yeast.
 Royal yeast, 3 doz. 5 cent. pkgs..... \$1 10
 Gillett's cream yeast, 3 doz. in case .. 1 10

1908 1908

TO YOU

Happy Holidays
and
Plenteous Prosperity
for
the New Year.

VERRET, STEWART & CO.
LIMITED
MONTREAL

1909 1909

To Our Grocer Friends:

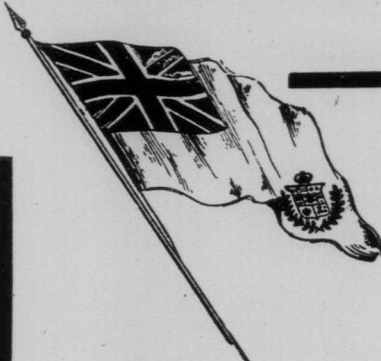
The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES



Prosperity and Good Wishes for the New Year

Empire Brand

4 FREE PHONES

Use Freely. If you can phone Hamilton we are glad to hear from you.

Our Travellers are starting out with a lot of bargains — It will pay you to see them.

GEO. E. BRISTOL & CO.

Hamilton, Ontario