

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

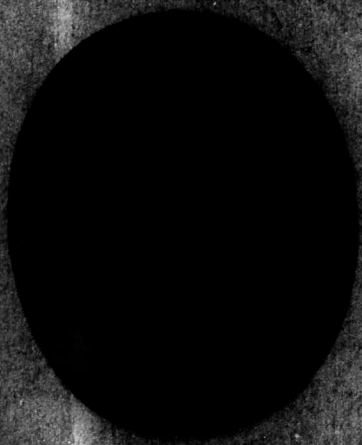
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VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JANUARY 4, 1907.

NO. 1.

A NEW LINE FOR 1907, IS



Robinson's Patent Barley

- that is if you have never sold this famous food—
- Make its healthful nourishing qualities known
- to every one of your family customers—
- ROBINSON'S PATENT BARLEY is a line
- every considerate grocer handles—

—Write us for samples and particulars

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

Just Now Table Syrup is in Good Demand

During the cold weather grocers should look to this feature of their trade. By calling attention to the most perfect Corn Syrup

"CROWN" BRAND TABLE SYRUP



your business will be a profitable and a growing one. "Crown" brand Corn Syrup is put up in convenient size tins. For sale by all jobbers.

EDWARDS & STARCH CO., Limited

100 St. James Street, Montreal, P.Q.

SEE ADVERTISEMENTS ON PAGE 32

192

Purveyors
by Warrante Royale



Established
in ye yeare 1706

Crosse and Blackwell

Y^e Olde Sauce & Pickle House.

All Goods stampd with ye Names



Soho Square, London.

C. & B. PICKLES

C. & B. SAUCES

C. & B. JAMS

C. & B. PRESERVED PROVISIONS

Agents

C. E. COLSON & SON,

MONTREAL

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

Taylor's Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—*not* from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Cox's" Gelatine

Quality always the same—always the best and purest.

Both Powdered and Shredded

You never have a dissatisfied customer who uses

—Cox's—

These are the best money can buy

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

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

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 26.

REGINA.

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

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

TORONTO.

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

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

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

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and
Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2847

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

**WHITE BEANS
EVAPORATED APPLES
CANNED GOODS**

W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this
GREAT WEST COUNTRY
WE CAN handle your account to our
MUTUAL ADVANTAGE.
Correspondence solicited. Established over 13 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

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

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

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing
Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

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

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

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage
Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

(Continued on page 4.)



Getting Off to a Good Start



HELPS A LOT IN MAKING A GOOD FINISH

Make a Leader of

1/2, 1 and 2-lb Sealed Tins
Whole or Ground



You will gain customers
and incidentally
increase your profits.

**This
Pays**

From the OLD to the NEW by means of a



THE OLD WAY
Sure losses and
questionable profits.

“PERFECTION” COMPUTING CHEESE CUTTER

We are sole Wholesale Agents
for CANADA.

Write us for particulars.

THE NEW

Your profits assured
even before your
sales are made.



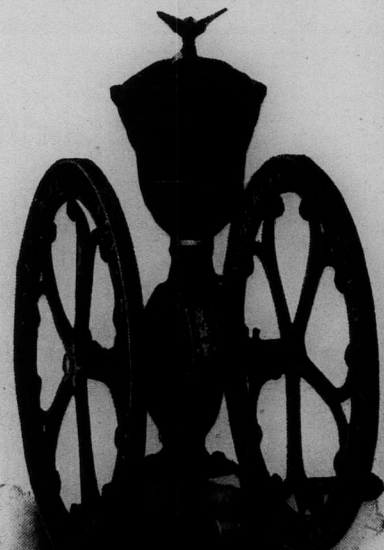
You cannot do anything better to increase your
Coffee sales than to supply your customers with
freshly ground Coffees.

TO DO THIS YOU NEED AN

“ELGIN NATIONAL” MILL

WRITE US FOR PARTICULARS

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



Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.

VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

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

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

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



This design a guarantee of quality.

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

Correspondents Wanted

The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.

BARBADOS, W. I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESSWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.

REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Ladham, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuenne, Paspebiac.



We want you to write for sample package—Our prices show you a larger profit than any other Starch.

TO ALL USERS OF

CHINESE STARCH

OCEAN MILLS, MONTREAL



Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style passbook—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

EXPERIENCED ADVERTISEMENT WRITERS

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

Aylmer Boneless Poultry

Every tin **GUARANTEED** to contain only the tender flesh of the fowl with bone removed.

Packed at Aylmer, Ontario, from fowls raised and fattened by the farmers of Elgin especially for the Aylmer factory.

A tin of **Aylmer Poultry** should be in every home for emergencies.

Aylmer Boneless Chicken is especially desirable for chicken salads.

No waste, no dirty kitchens, no tough meat. Ready for immediate use.

Aylmer Boneless Poultry is packed in bevel tins with key opening attachment.

For sale by **all the leading Wholesale Grocers of Canada.**

Read What an Expert Says:

“SUGAR IS ALWAYS SUGAR”

Sigmund Stein, English sugar expert at the International Congress of Applied Chemistry at Rome, said: “One often distinguishes between different kinds of sugar, but in fact the product is one and the same. Sugar is sugar from whatever source or raw material it may be manufactured, but the public distinguishes different kinds and varieties, and are lead to this belief by announcements, which I am sorry to say, are circulated for trade purposes, and which advertise the superiority of one type over another. Canada, following the wise lead of the United States, is doing everything she can to encourage a home beet industry.”

Mr. Stein did not mean that sugar was not of varying quality. His object was, evidently, to correct the wrong impression that sugar from beet was essentially different from sugar, the product of cane.

—*Canadian Grocer*, Nov. 9, 1906.

We guarantee every pound of

Crystal Sugar

to be equal to any sugar on the Canadian market, and by selling direct to the retail trade we can save money for you.

MAIL ORDERS A SPECIALTY.

WRITE FOR OUR PROPOSITION.

THE WALLACEBURG SUGAR CO.,
LIMITED
WALLACEBURG, ONT.

Western Agents,

MASON & HICKEY, WINNIPEG

The Question of Authority That's The Whole Situation



BLACK-GREEN-MIXED

Associate your purchasing interests with men of authority. Men who know what they are talking about,—Specialty Men,—Men who have succeeded so well that none can dispute their statements.—That's it.—By all means get as close as possible to the first hand men, in order to put you in the position to serve the public well.

You must do this now-a-days, or you can't live and thrive.

So far as your Tea Department is concerned, the use of "SALADA" tea as a Leader, ensures a constantly growing and satisfied clientele.

This is no problem—but a proven solution of every grocer's tea trade worries.

WISHING ALL THE SEASONS COMPLIMENTS

THE "SALADA" TEA CO.
Toronto and Montreal

In 1852

the manufacture of

"GILLETT'S GOODS" began in a modest way. A Reputation of over 50 years now stand back of

Magic Baking Powder.

Gillett's Cream Tartar.

Royal Yeast Cakes.

Gillett's Perfumed Lye.



Merchants should recommend food-products that are produced in clean factories.

To the Grocers of Canada

A

**More Prosperous
Year**

Than Has Been

and an ever increasing sale of

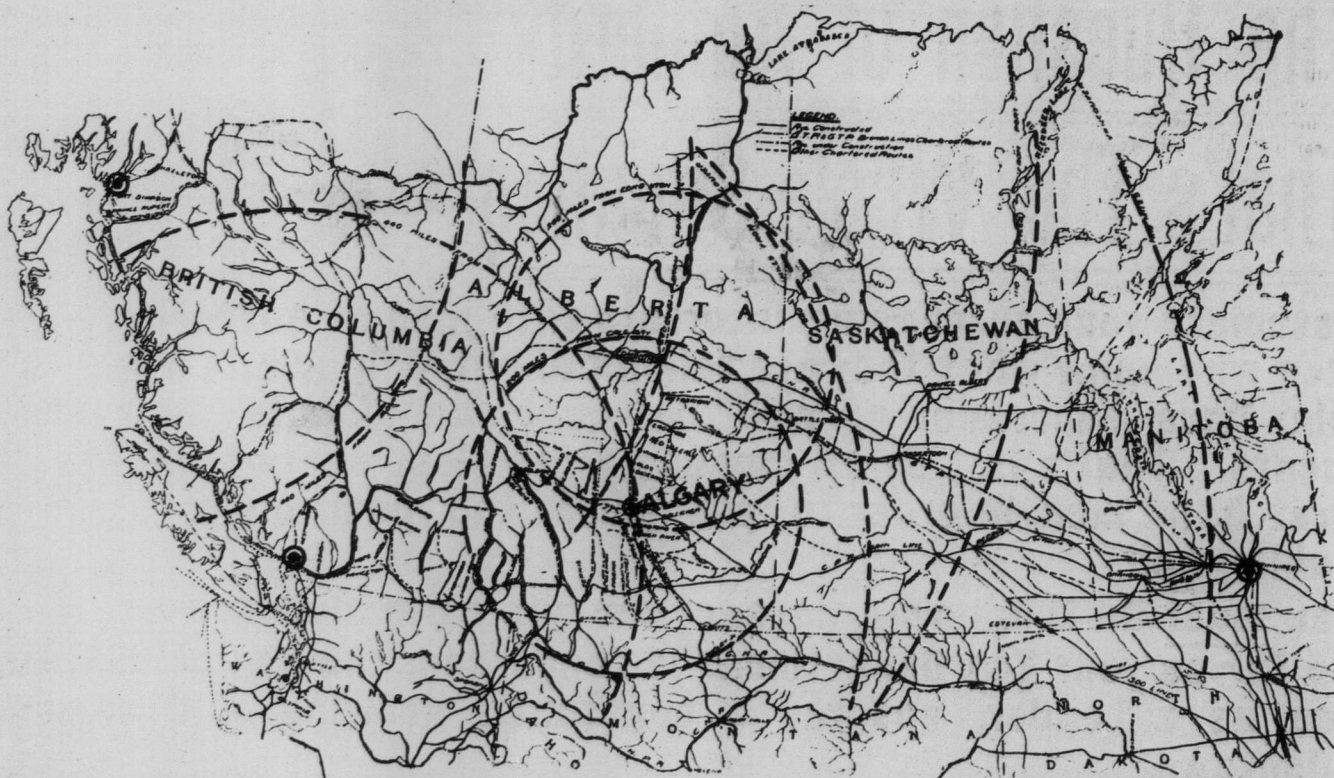
**STERLING
Brand
PICKLES**

Made in Canada by—

The T. A. LYTTLE CO.
Limited

124-128 Richmond St. W.

TORONTO, CANADA



CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER ?

Do you want a share of the immense volume of business to be had from a city of this size?
If so, now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada, including *Alberta, Saskatchewan and Eastern British Columbia.*

Do not Delay. Write us Now. Start the new year of 1907 *Right*, by allowing us to represent you in this *Great West*. We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers
CALGARY, ALTA.

Head Office
WINNIPEG

The Grocer is often judged by the quality of the Coffee he sells.

The enterprising up-to-date dealer knows the best and orders **Chase & Sanborn's** High Grade Brands.

Chase & Sanborn,
The Importers, Montreal

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

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

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

MOLASSES

GENUINE BARBADOES AND NEW ORLEANS.

Barrels and Half Barrels.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

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

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

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

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

SUNNY MONDAY

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

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal



WHITE, COTTELL'S VINEGAR

is the vinegar good housekeepers are looking for, therefore the vinegar for you to handle.

For Pickling or Table, it leads!

Have you Tried it?

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian
G... ..

A Happy New Year to All

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

"Turning over new leaves" is one of the resolutions of the season,—**you** will no doubt turn over some,—let them be

Japan Tea Leaves

and you will find it one of the best moves of the year---

Cultivate the tastes of your customers.
Educate the tastes of your customers.
Sell Japan Teas—

1907

The Black Lead to handle in the New Year will be James' Dome Lead. Gives satisfaction to Customers and saves Dealers trouble. Sales of this article increase steadily each year. Other leads come and go, but **this make** stands the test of time. The reason of this is quality of goods.

JAMES' DOME BLACK LEAD

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



National Licorice Co.

Brooklyn, N.Y.

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

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	- - -	TORONTO
JOHN W. BICKLE & GREENING,	- - -	HAMILTON
GEO. H. GILLESPIE,	- - -	LONDON
JOSEPH CARMAN,	- - -	WINNIPEG

VALENCIA RAISINS

That Please

When placing your next order
ask for these Reliable Brands.

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

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

"Klaus's"

Improved Swiss

Milk Chocolate

A Good Seller
at all Times

*Keep up your Stock
for the Holiday Trade*

You will Require it.

Agents:

Rose & Laflamme, Montreal
Toronto

**A wagon
full of
good
advice**



*Our wish
to you for
1907*

**"May You Have the
BEST of EVERYTHING"**

There is nothing of their kind that will help you so much to get the BEST of everything as White Swan Goods. The best possible advice for the New Year is **PUSH WHITE SWAN SPICES, COFFEES, EXTRACTS, CEREALS, COCOANUT.**

If you have not tried them yet write us about it.

THE ROBT. GREIG CO., Limited
TORONTO

GREIG'S White Swan BRAND

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBER

3/4-lb. tins—8 doz. in case.



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 Gross Cases

2-lb. Pails, 2 doz. in Crate
1/4 " 1/2 " "
25-lb. Pails. 75-lb Tubs
1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for it

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

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED

9 and 11 Francis Street, TORONTO, ONT.

EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼-lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - MONTREAL

Camp Counsels.

The invigorating beverage, which everybody is talking about, is—

"Camp" COFFEE

People in the old country have long ago learned how good it is; people this side are just learning. Your customers are eager to buy "CAMP"—they mean to make a trial of it. Is your stock ready?

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME**
MONTREAL.

Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

HINT No. 5

I came to the conclusion if so many grocers knew the "so many" good points of Southwell's Jams and Marmalades then my duty plainly was to stock up and see for myself.

I found that when I had the goods the enquiries kept right up, and that on the whole they kept pace with all my enquiries for Canada-made goods.

I found, too, that the people who bought "Southwell's" were always good pay, so I never lost a cent on debts.

(To be continued)



FRANK MAGOR & CO.
MONTREAL

Are Canadian Agents for
SOUTHWELL'S JAMS AND MARMALADES

YOU WILL BE PROSPEROUS

During the coming year if you sell

"MELAGAMA"

MOTHER'S FAVORITE TEA

EVERYBODY LIKES IT

SEE PRICE LIST IN BACK OF THIS ISSUE

We carry a full line of bulk Teas and will be glad to send you samples and quotations. Our prices will interest you.

MINTO BROS. - - - - - TORONTO

"E"



Our gives w delicious Rec outings.

The

Tartan BRAND

SIGN OF PURITY

OUR ANNUAL TEA SALE

BIG VALUES

GOOD TIME TO BUY. GET YOUR GOODS **NOW** AND GET THE CHOICE.

PHONE 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

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

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

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

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

W. H. MERRIMAN

WHOLESALE GROCER
ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated **International Stock Food Co.'s lines** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,
W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

\$ Are you in business to make money? \$

Write to **W. H. MERRIMAN, ST. CATHARINES**, for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Crescus, 2.02 $\frac{1}{4}$, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to **W. H. MERRIMAN** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.

TORONTO, CANADA

**Currants
Currants
Currants**

GREECE'S FINEST PRODUCTIONS :

**HAYCASTLE, OLYMPIC, PARADISE,
MINERVA, ATHENA**

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about $\frac{1}{4}$ c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers

Importers of Fine Fruits

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

**THE
CANADA SUGAR REFINING CO.**

LIMITED

Montreal

1907

A PROSPEROUS NEW YEAR TO ALL

THE FIRST THING TO DO IN THE NEW YEAR

Get our Prices, then

FIGURE ON MONTREAL, QUEBEC AND SHERBROOKE FREIGHTS

TO YOUR TOWN

T. A. BOURQUE & CO., Wholesale Grocers, Sherbrooke, Que.

**Diamond Brand
Maple Syrup**

**Twin Block
Pure Maple Sugar**

Sugars Limited, Montreal

**Pure Fruit
Jams**

**Pure Fruit
Marmalade**



New Year, 1907

Our travellers will resume their trips on the 2nd inst. They cannot start in everywhere first, so if they have not advised they will see you as soon as you would like. Remember we are here at your service and can be reached on long distance 'phones Nos. 422 and 1265, and pay all 'phones for orders.

Our men will have an attractive range of goods to offer, and some special values consequent on our recently having taken stock.

JAMES TURNER & CO. LIMITED
HAMILTON

To All
We Wish

A

Bright and Prosperous
New Year.

WARREN BROS. & CO.

Wholesale Grocers

limited

37 East Front St., Toronto



Trade Mark

"LION"

BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec

TRAVELLERS AND THEIR SPARE TIME

Some Suggestions for the Improvement of it—The Note Book—Learning Languages—Savings Bank for the Small Change of Time.

"The first thing a commercial traveller should do is get the confidence of the people he wants to sell to. If he can do that the orders will come all right."

This was told the Grocer by one of the most successful grocery travellers operating out of Toronto, A. J. Chalue of H. P. Eckardt & Co. For the benefit of the men starting on the road it is given here, and some of the "hogs" may find it good to ruminate on between stations.

The profitable use of spare time is a subject of interest to every one ambitious of success. Calvin D. Wilson, writing in *The Sample Case*, says of it:

The commercial traveler's leisure differs from that of men located at home. He who lives in one place has the evenings in his house or in his office; he has hours that he can count on. The travelling man's unoccupied seasons are in small change, waiting for trains, or on railroad rides or buggy trips across country or in his hotel room.

Yet he has many unemployed minutes, which in a week make hours, as dimes and quarters make dollars. What can he do with these that they may count for something in his success? He can do many things, according to his temperament, health, stage of culture and circumstances. No detailed rules will suit everyone, but general suggestions may prove helpful and each can pick and choose according to his situation. If one does not have a surplus of energy if he has to save up his vital forces in order to concentrate them when in action, it behooves him to seize the idle moments for rest, to sit still in the depot, to doze on the cars, to retire early to his hotel room. Yet even many of the less well-equipped men physically might be benefited by change of mental occupation, according to the present belief that what we often need is not so much repose as the exercise of another set of faculties.

The men with reserves of energy may again be divided into two classes, those who learn chiefly through their senses and such as learn partly by means of reading. The man with a markedly objective mind, who reads principally in the book of men and nature might be diverted from his proper method by advice to become a reader of books and a student.

We have the impression that traveling men, as well as many others, lose much by often failing to have in their pockets notebooks for ideas, suggestions, plans. Oliver Wendell Holmes said: "No man ever yet caught the reins of a thought save as it galloped by him." It is an invaluable practice to have at hand blank book and pencil, and to get into the habit of seizing the reins of thought as they gallop by. Many of these, perhaps most of them, may prove worthless or impracticable, but in any case you have the ideas written down for examination and scrutiny at leisure. The man with the notebook will soon find he is having more bright ideas than came to him formerly. Then he preserves the facts that come to him by the eye or ear for inspection; he is not

trusting to memory which may fail to bring back accurately what he wants when he wants it. The notebook habit causes him to put his ideas into somewhat better shape than if he leaves them unformulated and floating in his mind. The notebook helps him to learn the value of his own thoughts. It gives him a record also of his own ponderings and experiences that may have in the future a larger value than he now perceives. If he saves his thoughts thus, records his observations, while waiting for trains or shut in his hotel room and studies these jottings, he will probably find some diamonds among the pebbles. He may have jotted down in two minutes the idea that proves the germ of a larger future. In times when no new ideas come, the moments may be well spent in looking over the notes already made. Such a course soon comes to have an interest of its own and is a pleasant occupation. It takes away the feeling of wasting time and the spirit of impatience at delays.

There is another line of mental effort, for which odd moments may be utilized, the result of which may be of especial value to traveling men who are able to follow it. This is the learning of a new language. No one needs to be more than reminded that in such a country as ours with its mixed population the knowledge of other languages than English is of every-day value. This is true particularly of traveling men, many of whom are carried by their business into communities where German is commonly spoken. One may be sent by his firm into the French-speaking portion of Canada or Louisiana. His employers may require a man who can talk with the Mexicans in their own tongue, or go into the settlements of the Swedes or Norwegians. His house may have extensive plans that reach out over Europe. In any of these cases the man who is already equipped with a working knowledge of German, French or Spanish may get the plum of the mission. Being able to do what the majority cannot do, he gets a better salary, and if sent abroad gets foreign travel thrown in.

Spare minutes tell wonderfully in the acquiring of a new language. The mind comes to it as a change and so with fresh interest. The little learned in a fragmentary way gets in time to be fixed in the memory. Of course some men have no faculty at all for new languages and such, after a fair trial, will have to limit their sphere of business to the people who talk their native tongue. But after all, most men can do far better in learning another language than they think at first thought. Nearly any one can get a speaking acquaintance with German, French or Spanish, if he sets himself about it in the right way. A beginning can be made by the use of such little books as are to be gotten in almost any book store. These appear under some such titles as "How to Speak German Without a Teacher." Any librarian or book dealer can give the information. Something at least may be acquired in this manner and such a

book may be carried about and conned anywhere at odd times. A few weeks of this study will bring a man along to a point where he will see what further help he needs. If he can be in one place long enough to get the assistance of a teacher, so much the better. He may in some cases be able to get in touch with night schools or the classes in languages in the Y.M.C.A. Presently he will be reading German or French books on his journeys and talking in these languages on his travels to any who understand them. In due time through use of spare time, he will be equipped for a wide field of employment.

The ambitious traveling man who has gotten a working knowledge of one foreign language will not be likely to stop there. It is a general experience that the learning of other languages becomes much easier after the first one. As is well known, all classes of people in Europe think little of knowing several languages beside their own; of course they often have the advantage of hearing these spoken around about them. Yet what is done by unschooled European peasants ought to prove simple for as bright men as American commercial travelers commonly are.

Reading with a purpose, for some definite end, is of course, a universally desirable use of spare time. This may or may not be apparently of immediately available import, yet may further us greatly. President Roosevelt has stated that he is fond of reading in his leisure hours the history of the dismemberment of the empire of Alexander the Great. This seems a rather remote subject from American politics; and yet the completed record of the causes and changes that disintegrated one of the greatest empires of ancient times afford a picture in which to study the perils of modern society. The statesman who is familiar with these stories of the past is better able to understand and forestall the dangers of America. Cecil Rhodes, the great empire builder of South Africa, was a constant reader of Gibbon's "Decline and Fall of the Roman Empire," and doubtless thereby had his mind enlarged to understand the scope of the problems of the British Empire.

The intellectual horizon of the traveling man, whose actual business of selling goods may seem quite disconnected from general knowledge, will unquestionably be widened by the reading of history, for example. The wider and stronger his mind, provided he does not sink into a book worm, the better he can do business. He will have a clearer and saner judgment. When reading is connected with daily activity there is little peril of its making men impractical. Roosevelt is one of the best read men of the day and his scholarship has not impaired his practical judgment. The traveling man might well read all American history to advantage. He might take up an elaborate history of business from its beginning to its present developments. Still better, if he aims at culture, would it be to plan a course of reading such as would cover all the most important subjects, history, ethics, political economy, finance and so on. At the end of a few years, by use of spare time alone, he would have furnished himself with all the general facts that any man in any occupation may have gained. He surely should guard against feeding his mind exclusively

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with the very interesting but scrappy information to be gotten from newspapers and magazines; such reading will at most afford but a superficial knowledge of anything.

If one has a particular bent, he should follow it if it is along lines that promise development. The man of inventive turn may, in his odd moments, note and work out some needed invention. The man of mechanical mind certainly might find pleasure and profit by searching the world as he goes about for the things that are needed or that can be improved. Another man has a turn for mathematics; if he has, he possesses a gift that, worked constantly and to its utmost, may at any time bring forth fruit to his great advantage. We are told that Mr. Hughes, the governor-elect of New York, takes with him on his vacations books on mathematics and such works as Kant's Philosophy. When he had the investigation of insurance matters on his hands, his great skill in mathematics served him well. It seems a long way about for a lawyer to spend time on mathematics and philosophy; yet mathematics in this case, as in many another, worked directly into his practice and Kant's Philosophy doubtless kept him in touch with noble views of human life, and with processes of pure reason. Likewise, the commercial traveler may find any real study while in his leisure. The improvement of mind will certainly serve him and the particular knowledge may at any time fit into a place in his work.

There are still other men who are travelers who have in them, perhaps in an undeveloped state, the gift of writing for the press. The leisure of such may be well employed by writing of their interesting or unusual experiences for the newspapers or magazines, or preparing material for a book, a story, a novel, or a volume on business or on their particular kind of work. Many writers would think they had a gold mine if they were in possession of the impressions and experiences of such commercial travelers as have long made their rounds over a great scope of country.

Reading for relaxation has its fit place and seasons and the commercial traveler requires, at least at times, to get away from the actual world into the realm of romance and of poetry and he does well to permit himself the privilege within reason. He surely ought besides to equip himself with some of the vital books that impress the principles of sound faith and wise living. He cannot afford to be without a strong grasp on the truth and his spiritual relations and duties. Otherwise, the spare moments will be the seasons of depression and of darkness. The man who is brave in the actual contact with men and with business is apt to feel unnerved and cheerless in the idle hours.

"Tis not in the battle nor in the strife

We feel benumbed and wish to be no more

But in the after silence on the shore
When all is lost us but a little life."

In the lonely times, in the lull of the battle, we need anchorage and hope and faith. He is wise who, at such times, has in his grip a book that will rekindle his soul and show him the great

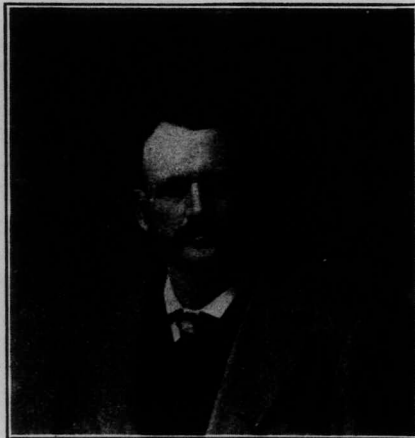
truths that remain and are the same both when we are glad and busy and when we are listless and solitary.

The opportunities for exercise and improvement of health in odd moments should not be overlooked. On journeys Talmage used to get off the train during its stops and walk briskly up and down the platform for a few minutes. When he was lecturing, he would take a street car line from his hotel to the country and treat himself to a five or ten minutes' run. The commercial traveler who has ten minutes wait at the depot can step out into the open and fill his lungs with fresh air or snatch a brief walk for a few squares. The spare minutes of each day will do much to invigorate him if he seizes them.

BUSINESS MEN IN MUNICIPAL LIFE

No. 7

J. T. Goldthorpe, better known in Huron County as "Joe" Goldthorpe, is proprietor of the fine brick grocery store in Saltford, just across the Maitland River from Goderich. He has been doing business here now for fifteen years, supplying the bulk of the village requirements and doing a first-class farm trade. Since the C.P.R. contractors have been operating at this end of the Guelph & Goderich, large gangs of workmen are generally quartered in Saltford, and some of this trade comes the way of Mr. Goldthorpe. Some years ago the establishment was destroyed by fire, with little or no insurance, a shock from which few men would have been ener-



J. T. Goldthorpe, Goderich.

getic enough to recover completely so soon. At that time the present brick store and residence was built, and it is now quite equal to most of those found in large towns.

Mr. Goldthorpe was elected in January last to a position at the Council Board of the town of Goderich, although really a non-resident, and needless to say, he is "one of the best." He has built a large number of houses in Goderich; there was a time when some people gave their address as "Goldthorpe's Row," but nowadays nobody would know just which "Row." J. T.

is Vice-President of the Goderich Planning Mills Co., Limited.

Mr. Goldthorpe was for several years collector for Colborne Township, and is still Treasurer of that municipality. As Manager of the Point Farm Summer Resort, he is well known to a large clientele of visitors from points near and far-off. Councillor Goldthorpe is General Manager of the Maitland River Power Co., a company who purpose harnessing the Maitland River, and whose bonds were on July 7th of this year guaranteed by the town of Goderich to the amount of \$150,000. This concern is closely connected with the Ontario West Shore Electric Railway Company who hold a charter for the construction of an electric road from Sarnia to Owen Sound, with a belt line around most of the important Huron County points. Several citizens are interested in both companies, and it is obvious that their interests are closely connected. Mr. Goldthorpe, with others, is convinced of the great possibilities and ultimate success of this project, and indeed the future prosperity of Goderich is bound up in their success in no little measure.

As another evidence of public spirit, Mr. Goldthorpe has just been putting his shoulder to the wheel in aid of the Goderich Wheel Rigs Co. and the Jackson Mfg. Co., two new Goderich industries which the townspeople almost unanimously voted to aid, on Saturday, Nov. 10th.

With all these varied interests, Mr. Goldthorpe finds it necessary to be frequently absent for long periods from his store, but he has a capable manager in the person of his daughter, Miss Alma, who has long been the buyer of the establishment. It is worthy of notice that the younger commercial men never shirk the long walk to Saltford over the Goderich hill.

A DAINY GREETING.

D. J. Rattray, of D. J. Rattray & Sons, Montreal, sent to his friends a very pretty Christmas greeting in the form of a card brochure. The front bears the word "Greeting" in gold and mother-of-pearl, framed in gold and suspended from it by gold chains the letters, also in gold, "XMAS." An initial "R" in gold at the right hand corner and two diminutive bows of blue ribbon completed the decorations. The interior inscription was

With Best Wishes
for

A Happy Christmas.

HAMILTON'S PRIDE.

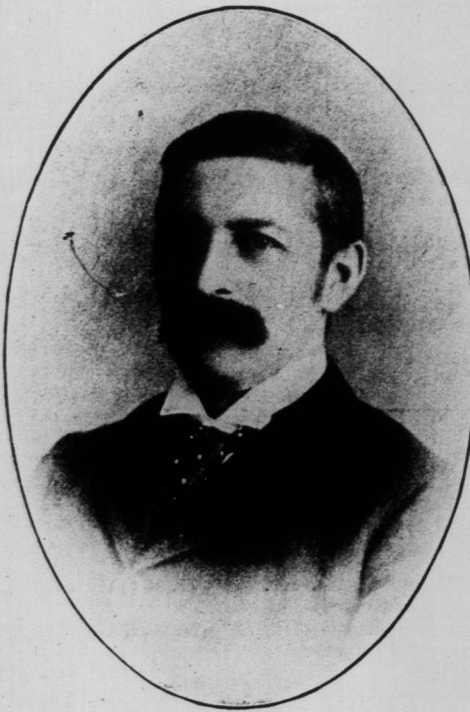
Probably the finest window display ever seen in Hamilton was that made by Bain & Adams, the leading King St. E. grocers. In their two large show windows were most temptingly displayed seasonable fruits and table delicacies, the large space above being completely filled with artificial grape-vines hung with luscious looking bunches of grapes, illuminated with tiny electric bulbs. Bain & Adams conduct a model grocery and cater to the finest trade in the city. A Windows WYNN

A. P. Tippet & Co.'s Toronto office has been removed from 20½ Front St. East to the Canada Building, 64 Victoria St.

TRAVELLERS' BANQUET BOARD

Canadian Association Members Sit in for a Jolly Time—Some Inspiring Speeches—How a Traveller May Improve His Time.

The Commercial Travelers' Association of Canada held a banquet on Wednesday, 26th December, in the Temple Building, Toronto. About 250 sat down to enjoy the good things provided. President Thos. McQuillan, than whom no more popular presiding officer ever graced the chair, officiated. The entertainment was one gotten up by a special committee under the charge of W. J. Hopgood, the mover of this special exclusively travelers banquet, and he and his fellow workers are deserving of the highest praise for their



J. W. Wood
Vice-President, Gordon, MacKay & Co.

work and the success of the first really travelers' banquet.

President McQuillan proposed the toast of The King, which was drunk with enthusiasm, and the rendering of the national anthem demonstrated that the travelers were not only loyal citizens, but possessors of magnificent voices. The leading Toronto choirs could be materially strengthened by the acquisition of some of them.

A song by Mr. Beatty, "Rule Britannia," preceded the second toast of "Canada," to which Mr. Hopgood responded. This gentleman is one of the best known travelers and workers for everything that is good for the association, is a fluent and eloquent speaker and did his subject and himself credit.

The Man With the Wad.

After the rendering of The Maple Leaf and a song by Mr. Brownell, the

toast of "The Commercial Travelers' Association of Canada" was replied to by E. Fielding, treasurer. The boys apparently appreciate the services rendered to the association by Mr. Fielding as he was received with cheers and flattering remarks referring to the fact that "He was a Daisy." Briefly, but clearly and convincingly he referred to the splendid position occupied by the C.T.A. to-day. He brought out the fact that the death rate of the C.T.A. was lower than that of any straight line insurance company in Canada. During the past seven years, they, the travelers, had paid out to the widows and orphans of their fellow travelers, \$246,127 besides expending \$6,097 out of the special relief fund. His recital of several instances where unfortunate travelers and their families had been relieved from want and distress, impressed those present feelingly, and his appeal to the boys for their individual dollars towards the fund will no doubt be productive of more material for relieving suffering.

A song by Mr. Barnard, "The Sea is my Sweetheart," was well rendered. Ald. Joseph Oliver proposed the toast of "The Commercial Travelers' Mutual Benefit Association of Canada," coupling the names of S. R. Wickett and Harry Goodman and president Jos. Taylor with it. These gentlemen all did justice to their subject and as all of them had been active and energetic workers in the C.T.M.B.A., they were able to give their fellow travelers important and satisfactory news and statistics. The popular, big and jovial Solly Walters rendered a song "Love's Magic Spell" so satisfactorily that an encore was demanded. This response was the favorite ballad, "On the Kankakee and the Kokomo."

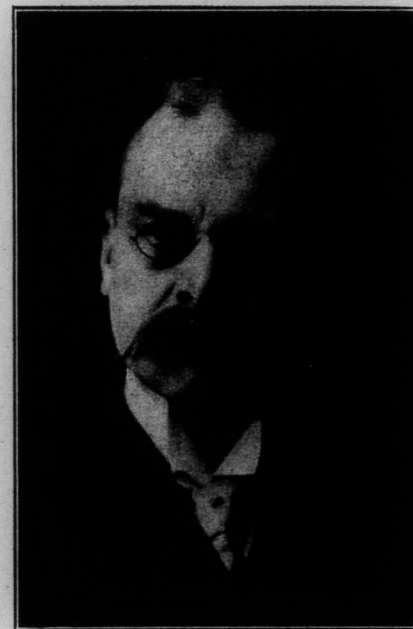
The toast of "The Wholesale and Manufacturing Interests" was proposed by President McQuillan and responded to by J. N. Woods, managing director of Gordon Mackay & Co., Limited, wholesale dry goods, and Thos. Kinnear, of T. Kinnear & Co., wholesale grocers, and John F. Ellis, of Barber & Ellis Co., Limited. The replies of these gentlemen were punctuated with a cornet solo by Mr. Jenner, song by Mr. McGregor, "El Bandolero," and "The Dear Little Shamrock," and character songs by Will White.

A Time Saver.

Mr. Woods' remarks were of a character to impress every traveler present with the dignity of his calling and the great possibilities for advancement of the commercial interests of our great country. He impressed upon every traveler the necessity of occupying his many enforced hours of idleness through delayed trains, waiting around for customers to view samples, long

railway and-water trips, the long between-seasons warehouse hours, etc., taking a course of study of good reading, etc., and in every way to study all things pertaining to his business. As an instance of how much time a traveler has for such improvement he mentioned that he had crossed the Atlantic on buying trips ninety times and a calculation showed him that he had in these trips spent about three years of his life, as long as a graduate of a university spends in securing his degree.

Mr. Woods was pleased to see so many young faces among the travelers. This was the day of the young men and he impressed upon them the importance of the great opportunities presented to them in every branch of trade and commerce. The history of the world shows nothing greater in the way of progress and development than that which is



Lewis Howard, the New President.

going on in Canada to-day. He also advised against the "get-rich-quick" policy, gambling in stocks, mining shares, etc., and urged them to study the great responsibilities of their day and time, and asked them not to forget that times of great opportunities were times of great responsibilities. "Our country is in the very flood tide of prosperity, but the higher that tide rises the greater will be the amount of commercial wreckage left in its wake when it recedes." It was his opinion that the Boards of Trade and the Commercial Travelers' Associations could work hand in hand on many matters of mutual interest. The transportation question was one that should be taken hold of by them in conjunction with the Boards of Trade, as it affected them mutually. Fire insurance was another subject every traveler could use for the good of his customers and employers by offering suggestions as to protecting himself and his employers'

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THE CANADIAN GROCER

interests at the same time. Mr. Woods' address was the feature of the evening and coming as it did from one who had worked his way up by hard work through all the stages of good and bad times, on the road, and in the warehouse, until he had reached the eminent position he occupied to-day in one of Canada's greatest dry goods houses, was a visible and living example of what a young man and traveler can do in this country.

Tell the Truth, Boys.

Mr. Kinnear endorsed Mr. Woods' remarks in toto, emphasizing the importance of a traveler telling the truth about the goods he sells. "It pays in the long run," he said, "and you may lose an order now and again, but the loss is only a temporary one. Your customer will come back when he finds out that you have dealt honestly with him. Learn to know your goods, study them thoroughly so that you can speak emphatically and authoritatively when selling. If you are thoroughly posted on your goods no competitor can draw a herring across the track and kill your sale." Mr. Kinnear also laid stress upon the improvement in the system of selling goods. It was different now to thirty years ago when it was the almost unbreakable custom to take your customer out for a drink, before making a sale. The reverse is now the case—it seemed to him that this was nothing more or less than buying trade. He didn't believe in buying trade, it was not necessary. Superior knowledge on the part of the traveler, properly conveyed to his customer, will win out in the end.

Mr. Ellis spoke for the manufacturing interests and as a life-long member of the C.T.A. and one of the charter members of the association he was always heart and hand with them in the work they were doing.

Mr. Rice rendered a sea song very acceptably, after which Ed. Burns and his troupe of professional musicians, recruited from the ranks of the travelers presented in character the rock and soul moving. "The leader of the German Band." This was the "niece de resistance" of the evening and thunders of applause greeted the talented leader and his assistant artists.

To the Sisters.

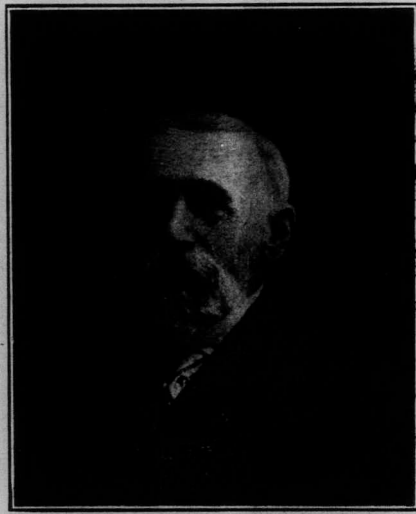
The toast of the "Sister Societies" was responded to by Mr. J. H. Morin, of the Dominion Travelers' Association, Montreal. W. H. Gray, of the Western Association (London, Ont.). Mr. Morin conveyed to those present the pleasing news that Premier Gouin, of Quebec, had promised to repeal the objectionable Travelers' Tax in that province. "The Ladies," responded to by R. L. Baker and Mr. Charles, both eloquently as became the subject. "The Press" was briefly replied to by W. H. Seyler, business manager Canadian Grocer, representing The MacLean Publishing Co., Limited, publishers of trade journals, and Mr. Briggs, of the new travelers' magazine, "On the Road."

Excess Baggage Checks.

Harry Goodman's little story of the Ottawa young lady visiting in Toronto was much enjoyed. The young lady in question attended a society ball in Toronto, and was there introduced to a gentleman, a commercial traveller, a fine, polished man of the road. During one of the pauses of the dance the young lady asked him what his profession or business was, she, from his appearance and style, judged him to be a banker or lawyer. He said, "I am a commercial traveller." Oh, dear, she exclaimed, quite shocked, "Why in Ottawa they do not allow commercial travellers in the best society." "Well, neither do they here," he answered.

The number of bald young men at the feast was a noticeable feature. The worries of business and the strenuous times are very trying.

It was the first Travellers' Banquet, travellers as speakers and entertainers, and being unique by the absence of imported politicians and professional after-dinner speakers, established a



E. Fielding—the Mar With the Wealth.

happy precedent. The speaking was of a high order and purely "among the boys."

Mr. J. W. Woods' speech was a masterly effort and delivered in a manner that could not fail to impress all. As a post prandial speaker, he should certainly be classed in the front rank of Toronto's best.

It was with regret that the travellers learned of the illness of Lewis Howard, President elect for 1907.

Solly Walters and "Marguerite" were popular among the boys. Solly's beaming countenance and deep, strong voice made the affair additionally enjoyable.

The idea of Fielding being "a Daisy," seemed to tickle a few of the end table guests. They couldn't stop singing it.

"Next year this hall won't hold the boys at the banquet," remarked a number of travellers. Hopgood is a hustler, and he struck the right men to work with.

Dip down for that Dollar for Fielding's Relief Fund, boys. You'll never

miss it, and your brother's family will thank you.

Advice to the Committee for next year's banquet "Don't forget the Trade Press," it works for you and with you. It is always talking business, so are you."

Happy New Year.

NOTES.

J. Bermak, grocer, Winnipeg, has sold out.

J. A. Hopkins, North Dorecourt, is dead.

Jules Cloutier, grocer, Quebec, is dead.

F. W. Davidson, Sussex, N.B., is selling out.

The stock of C. Keyes, Lariviere, has been sold.

L. R. Larose, Hull, has sold his stock to H. Brouse.

E. Menard & Fils, grocers, Montreal, have dissolved.

E. J. Boucher has opened a new store in Fort Frances.

John McIver, grocer, Winnipeg, has discontinued business.

Toby & Sons, general merchants, Tara, Ont., have dissolved.

Darche & Darche, general merchants, Sawyerville, have dissolved.

The assets of S. Coplan, grocer, St. Johns, Que., have been sold.

The business of A. Acton, Kemptville, Ont., is offered for sale.

The stock of C. B. Julius' general store, Winnipeg, has been sold.

J. E. Cochran, of J. E. Cochran & Co., grocers, Winnipeg, is dead.

Mrs. A. H. Smith, Tilbury, is advertising her general store for sale.

Wightman & Burgess, general merchants, Moosomin, have sold out.

R. D. Read & Co., general merchants, Wawota, are retiring from business.

D. Aumont, general merchant, Montcerf, Que., is succeeded by A. Lafrance.

V. W. Johnson, general merchant, Rosburn, has sold his Seeburn branch.

Anna B. Hoaglin, general store, Taber, is succeeded by A. B. Hoaglin & Co.

Chevalier & Pollock's general store at Gull Lake was recently damaged by fire.

A. R. Fleming, general merchant, of Erwood, Sask., has moved to Etoumi.

Hinton & Co., of Emerson, are closing their branch general store at Ridgeville.

Cowan & Clark are advertising their general store at Winchelsea, Ont., for sale.

A. Vaudette, general merchant, Rockland, Ont., is succeeded by F. Provost.

Mrs. Annie (N. R.) Sivart, grocer, Vancouver, is succeeded by William Webster.

Wiggins & Gray, Marmora, have dissolved, and H. C. Wiggins will continue.

Rosner & Brownstone's general store at Plum Coulee was recently damaged by fire.

EFFECTIVE WINDOW DRESSING

What Can be Done With a Package Tea—The Art of Sign Writing—Some Arguments in Favor of the Use of Cards.

MODEL TEA DISPLAY.

Whitehead & Huether, Walkerton, are the proprietors of the window shown in the accompanying illustration and if anyone wants our candid opinion we would say it's a pretty nifty window. This picture is not used to advertise Ludella tea but to show what a neat and attractive display can be made in using a single window with a single line. The lattice work background which has much to do with the general effect is made of white tape. The tea table, the two plants, everything seems to just fit. The card too is right. It says just enough and is neat as a pin. The man who dressed the window has ideas and we would like to have his name to give it here. He deserves credit. We should have had the name, too, but the photograph was handed to the Grocer by John Chanes, president of the Drummers' Snack, and these exalted personages are so apt to forget some things.

ON THE ART OF TALKING BY CARDS.

In the writing of price-tickets and window-cards, proportion is a point of great importance. A scantily-filled window space, and a card of gigantic size drawing attention to it, is, to say the least, poor policy and in bad taste. Even in a well-filled window a large card is very often out of place. In the first case the card is making a splurge about nothing, and in the second it is crowding the display, or unnecessarily repeating statements which the goods are placed on view to make for themselves. A large card, jammed with wise remarks, and cataloguing the goods displayed, may in some cases prove effective, but much oftener a card bearing on it some short, striking fact, is the one which should be used.

Along certain lines generosity is a good point in a card. A proper allowance of margin is essential to a good appearance. A card recently displayed in the window of a large city store had all the final letters cut off by the right hand edge of the pasteboard. This might not necessarily typify meanness in the character of the proprietor, but it shows at least a carelessness which the consumer does not like to see in the man who handles the greater part of his food supply.

There is reason in all things. You don't want a card which is so much in evidence that it spoils the display; nevertheless you want one of such size that the wording upon it will not look crowded. In other words, don't try to say too much and the card will not need to be over large.

SOME SIGN ARGUMENTS.

Here are some good arguments for the use of signs, from a folder issued by the Martel-Stewart Co., Montreal:

Signs say something.

If they are good signs, made in the

right way and placed where they will do most good, they tell their message to receptive minds.

To be good, a sign must be neat and attractive.

It need not be elaborate, in fact the most simple signs are usually the most effective. The people who pass your door or stand before your counter may or may not have time to admire art. But they will certainly take time to

feel that they have been defrauded of their just dues,

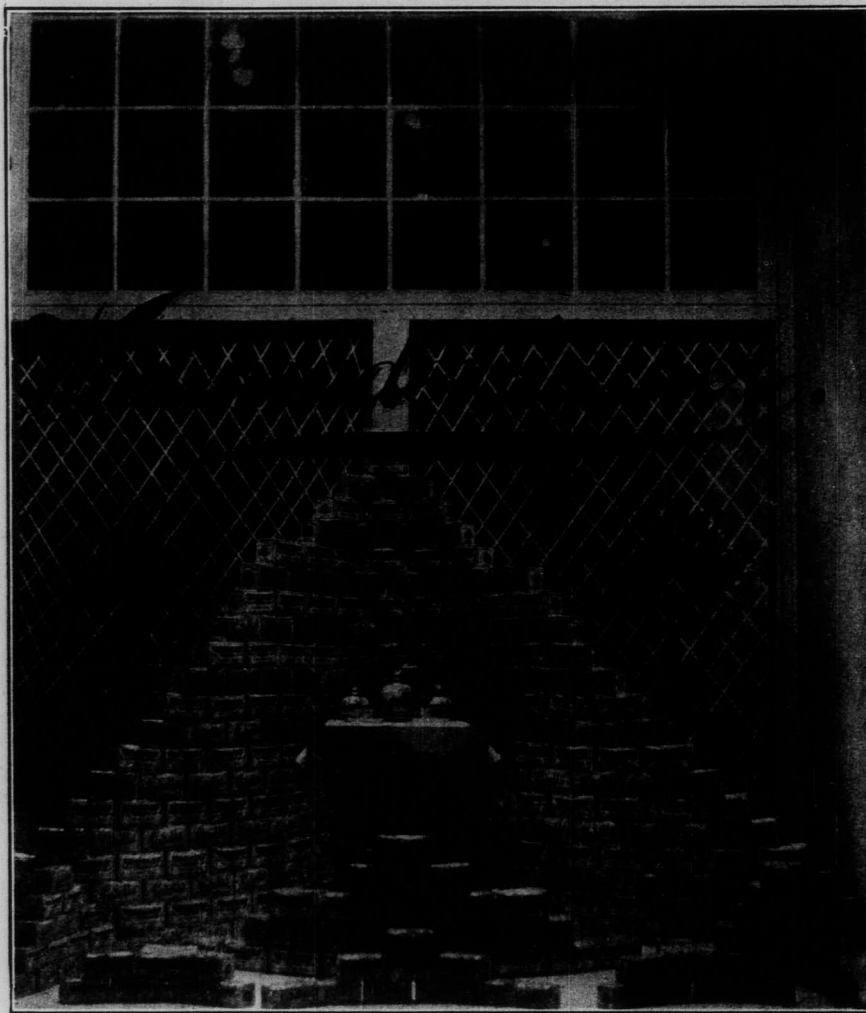
It pays to put prices on all goods displayed, and to exhibit a small sign telling something about the goods.

It pays to tell the public about your business—repeatedly, persistently—by signs.

If yours is a "money-back" store, say so just as frequently as possible—by signs.

If your policy includes this or that or any other commendable principle, come right out and proclaim it by a sign. It always pays.

If you are conducting a sale, tell the reasons, tell the prices, tell everything—by signs.



An Artistic Tea Window.

read terse, pointed, pithy words of wisdom presented by a clean-cut sign.

Signs pay because they say something, and say it in the most direct and forcible way.

Whether it is a bevelled plate glass sign, suspended by gilt chains in a window; or a dignified and prosperous looking brass sign; or an enamelled sign, or an electric sign, if it tells its message plainly and is clean and attractive in design and execution, it will pay.

People want to know things. If they see a window display of goods, with no sign describing or pricing them, they

Signs make the difference between business success and business failure. A professional man without a fitting and appropriate sign beside his door is seriously handicapped. A merchant without the right kind of signs outside and inside his store is doomed to disappointment—if not disaster.

Signs pay because they are the most direct medium of thought transference.

You must tell people about your business. You must show them that you are alive and on the lookout for new ideas, that you are doing your level best to serve them well.

Signs will do this.

Business Management

By HOWARD R. WELLINGTON.

This Closes the Series of Articles on the Subject of Book-keeping.

In order to show how the surplus in the business is made up, a statement of Assets and Liabilities is shown herewith. It would be interesting for the merchant to have the items on these statements arranged in the same order for each year or period and comparisons could then be made periodically with previous years to ascertain the condition of the business from time to time.

As previously stated, when an account has a debit

In addition to the above mentioned Assets and Liabilities is the proprietor's capital account, which is treated as a Liability. J. M. Russell, personally, and his business are not the same, that is, J. M. Russell has invested money in a business and the business owes him, therefore, the capital account of his business is a Liability of the business.

This is the last of the series on book-keeping for the

Statement of Assets & Liabilities

Assets				Liabilities			
Cash	On Hand		50 50	Accts Payable	Thomas	100 00	
Office	"		450 00		S. Peter	30 00	
Expense	Sundry items		14 00		P. Ramsay	15 00	
Bills Rec.	Prepaid				T. Little	100 00	
	J. Simpson	50 00			J. Jackson	27 50	272 50
	J. Jones	30 00		Bills Pay.	T. Beath		200 00
	J. Jenkins	150 00			Banks		1800 00
	J. Brown	28 00			Discounted		
	E. Clear	30 00	288 00	Bills Pay.			
Accts. Receivable	J. Jones	30 00			Expense	Sundry items	30 00
	T. Brown	50 00			J. M. Russell	Capital ac.	6681 00
	S. Beath	100 00				(Set out)	
	S. Beath	20 00					
	S. Thomas	30 00					
	T. Simpson	25 00	255 00				
Equipment	Sundry items		750 00				
Real Estate			3000 00				
			<u>\$8983 50</u>				<u>\$8983 50</u>

FIG. 1.

balance it must be one of two things—an Asset to the business or a Loss. When there is a balance at the credit of an account, it must be a Liability or a Gain.

Cash, accounts receivable, merchandise on hand, expense items prepaid, also coal and wood on hand, bills receivable, equipment, etc., are all Assets of the business, while accounts payable, bills payable, amount due bank, etc., are all Liabilities.

retail merchant. There are, of course, more elaborate systems than those outlined in these articles, and slight changes are invariably necessary to fit in with the particular business, but in a general way we have endeavored to give those interested a fair idea of how to run a set of books, using double entry. The various methods and the books and forms may look cumbersome at first sight, but will be found very practical when used.

WHAT TO DO THIS MONTH

Some Suggestions for the Grocer at the Beginning of a New Year—Ways and Means of Improving Business.—By R.E. C.D.

What should a grocer do this month? You ask a wholesaler that and he'll answer right off the reel "Pay his debts."

I asked a man who learned the retail grocery business in the old country and has followed it many years in Canada, and his reply was, "Take stock, find where he stands, clean up his store, get rid of his stale stuff and begin the year with fresh, good goods."

I asked an old traveler and the first thing he said was "Take stock."

"How many grocers do take stock?" I asked.

"About one in fifty," was his surprising reply.

Surely he was exaggerating! Can it be possible that so few grocers in Canada are observing the first principles of the systematic conduct of business. January is a quiet month; the merchant will have time and to spare. Every grocery store in the Dominion should know to a bar of soap or a lampwick just what he has got.

* * *

This done, the grocer, if he has a system of bookkeeping worth the name, can quickly ascertain where he stands and how much he has made in the year. But observation has led me to the belief that a great many grocers have no such system of bookkeeping. A little while ago the Grocer published a story about a mighty bright and progressive firm of grocers whose only bookkeeping aside from their bank book was the keeping of the accounts of their customers. Next week the Grocer will contain an address delivered by an expert accountant, Fred C. Gilbert, before the Ottawa Retail Grocers' Association. Every grocer in the country should read it. I should think natural curiosity would prompt every man to keep such a written record of his business as would enable him at any time to know what he was doing. The merchant who can get along without it must have a fine faith in Providence or a great conceit in himself.

* * *

Just here it is worth while suggesting that the grocery clerk who has any ambition for his business or any faith in his future will do well to expend a lot of effort and venture upon some expense to acquire a knowledge of the principles of bookkeeping.

* * *

To take stock and get a balance sheet of his business is, then, every grocer's first duty in January. When he is about it he should find out what it cost him to do business during the year just past. This will be possible only if he has kept his books properly. But it is absolutely essential if he is not going to do business with his eyes blindfolded.

Suppose a case. A grocer did a business of \$12,000 last year. In selling he had reckoned on a profit of 20 per cent. Therefore his goods cost him \$10,000. It cost him to do business, rent, fuel, light, taxes, wages, interest, bad debts and all the rest of it \$2,000. And that's

a low estimate; it probably cost more. The result is he hasn't made a cent. His expenses were 16 2-3 per cent. of his turn over, or 20 per cent. on the cost of his goods. The lack of this knowledge of the cost of doing business is the most fruitful cause of bankruptcy.

* * *

With stock-taking, the grocer should combine two other processes, cleaning up and sorting out the stale and damaged goods to be got rid of. Cleaning up means at least the moving of everything in the store and the emptying of every shelf. Michie & Co., Toronto, employ a man whose principal duty it is to keep going over the stock, cleaning and dusting. In that way everything is gone over at least once a month. There are stores that are never cleaned thoroughly and they smell like it. They are not the stores where particular people like to deal.

* * *

The Canadian Grocer is not an advocate of price cutting under any circumstances. But if salt hath lost its savor wherewith shall it be salted? If goods have become stale or shopworn, they are no longer worth the price and the progressive grocer cannot afford to keep offering them at the price. He should get rid of them for what he can get and he should not forget to charge up the loss to the cost of doing business.

* * *

Why shouldn't the grocer make a few resolutions to keep the rest of the world company? The usual New Year resolution is for the improvement of morals; the grocer's will be for the improvement of business. Cleanliness is next to success in the grocery business. Let the grocer resolve to remember he is handling food stuffs.

A gentleman already quoted in this article told me he was waiting not long ago in front of a grocery into which his wife had gone to buy some things. The grocer came out to show a lady some cranberries that were standing on the sidewalk and while thus engaged turned half round and blew his nose through his fingers. This isn't fit to print, but it was an actual occurrence. But think of a man like that handling food stuffs.

Clean aprons and clean white linen coats for the men behind a grocery counter are excellent investments, and advertisements.

* * *

Modern store fittings are a great aid to business. Many of them will more than return their cost in a year by economy or increased sales and they all make a store more attractive. Instead of fighting shy of every aid to business the grocer should be looking for them. Whether he buys or not he should know what is doing in his own trade. Take the smallest example I know of. The Star egg carrier is the simplest, safest, handiest and cheapest method yet devised for the delivery of eggs. Yet the selling agents for Canada tell us it is

uphill work introducing them. They find it hard to get the advantages of the carrier properly explained to and understood by the grocer. This would not be the case if the average grocer were looking for improvements instead of regarding every new thing with suspicion.

* * *

This suggests that grocers should watch carefully the advertising pages of the Canadian Grocer. That's where he will learn of the improvements that are worth while. And there's a lot more than that to be got from the advertising pages of the trade paper. The live wholesaler has something to say to the retailer every week. The keen buyer wants to know what it is.

* * *

A gentleman of long experience deeply versed in the mysteries of the grocery trade, with whom we discussed this question of what a grocer should do this month, strongly urged that he should make a beginning at weighing everything he bought.

"Package goods, too?" I asked.

"Yes, package goods too. The grocer stands between the consumer and manufacturer and he should know the net weight of everything he sells."

He urged also that grocers should be much more careful about weighing out their goods. The other day he weighed three parcels just arrived from the store and found two of them an ounce and a half short and the other as much over.

These are only a few suggestions as to what a grocer should be doing in January. Any live merchant can think of many more ways of improving his business.

DEATH OF R. G. EVANS.

The death of R. G. Evans, Pittsburg, Pa., last Sunday, Dec. 30th, removes from the commercial arena of the United States a man whose future augured bright and whose activity during his life assisted materially in developing one of the largest, if not the largest food industries of the world, the H. J. Heinz Co.

Mr. Evans was only 47 years of age, but had been connected with the business for about 25 years. He started as shipping clerk in the Kansas City branch of the Heinz Co. and later was removed to the head office at Pittsburg, where through his energy and keen business knowledge he rose to be a partner and at the time of his death was the general manager of the company.

Mr. Evans was popular with the entire staff but just and upright in all his transactions and treatment of the trade. It was with extreme regret that the late annual gathering of the traveling staff at Pittsburg had to be conducted without him, he having taken a severe cold and being confined to the house with pneumonia, to which illness he succumbed after a five day's illness.

The funeral was held on New Year's day to Homewood Cemetery, and was very largely attended, and the enormous quantity of flowers and tokens sent expressed in their gentle way the great esteem and popularity in which Mr. Evans was held. Among the Canadian visitors were: H. P. Eckardt, of H. P. Eckardt & Co., Toronto, and Mr. Stewart the Quebec representative of the Heinz Co.

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - - - *President*

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CLERK WANTED.

Grocery trade in Canada was larger in volume last year than ever before. Profits were large, too, because business was transacted on a steadily advancing market. That the net per cent. profit was large, too, does not necessarily follow for the cost of doing business must have largely increased. Now that the year is past how many grocers can take stock and sit down with their books and as certain the net result of their year's labor. How many can read from their books their total volume of business for the year and the exact amount it cost them to do that business? The grocer who can't do these things should be looking about for a hand and effective system of book-keeping and for a clerk who knows how to do it.

PREMIUM PHENOMENON.

A grocer in Suburban New York conducts a coffee and tea store one block from his grocery. At the tea store he gives premiums of china, glass-ware, pitchers, etc., with all purchases

of teas and coffees. In the grocery store he obtains the same prices for tea and coffee without premiums that he does in the tea store. The two stores are conducted under the same name, and are one block apart and all his trade understands that they both belong to the same person. In the tea store Mocha and Java coffee is 29c a pound, with a premium; in the grocery store it is 29c without the premium. The trade is about evenly divided, the grocery store doing as much coffee and tea business without premiums as the tea store does with premiums.

CANNED TOMATOES.

With dried fruits off the active list canned tomatoes promise to be the feature of the grocery markets for a while. The accepted barometer of the situation is the fact that the Canadian canners were able to fill only 80 per cent. of their orders while last year they filled 90 per cent. But that does not indicate consumption which is the prime question, nor does it indicate the independent pack which is also an important feature. It does not even mean that the wholesalers in whose hands the bulk of the pack now is, are short of their requirements. A wholesaler told the Grocer this week he had 10,000 cases in excess of his own trade needs. Last season tomatoes reached \$1.30. Had there been 5,000 cases fewer on the market, it is said they would have reached \$1.40. Western consumption this year is regarded as a considerable factor in the final outcome. But consumption everywhere appears to be heavy. It looks like a good time to buy tomatoes, but the advice the Grocer would offer is to repeat the remark of a wholesaler recently in regard to sugar: "The man who buys only for his requirements is the man who stays longest in business."

DELAYS OF FREIGHT.

The ordinary time required for a carload of fruit to arrive in Toronto from California is ten days. It has been done in nine. This fall the average time is about twenty-three days. This will give some idea of the disability under which trade is being carried on as a result of the car shortage. Shipments of oranges have been two weeks on the road from Florida and three weeks from Boston. A Toronto wholesaler has prunes ordered which should have left California not later than Nov. 15 and

they are not yet started. Not only is it very difficult to get a car in which to start a shipment but it is liable after getting under way to be side tracked at a junction point and left there for weeks. It is said that outside of Montreal there is a freight blockade of 3000 cars. Only this week a carload of horses was lost in the yards at Toronto and was not discovered for five days. All that time the poor beasts were without food or drink. They had pawed nearly through the floor of the car and it was the noise they were making that lead to their discovery. The annoyance and inconvenience extends to the retailer through the jobber. Someone says: "What's the use of kicking?" One thing is certain, if no one kicks improvement will stay a long way off. What is needed is a mule's kick that will make the railways sit up and take notice of their duties as public carriers and have an eye to their responsibilities as well as to dividends.

KEEPING SALESMEN WAITING.

A St. Paul traveling man recently stated that a good buyer never keeps a salesman waiting if it is possible not to, and yet it is true that every salesman losses on an average of two and a half hours each day waiting on buyers. The cost of selling goods is figured in making the selling price and buyers have to pay for it, so that if a salesman's time is lost some one has to stand the loss, and although most buyers would be very much surprised to hear that they pay for it, it is nevertheless true. There are over 100,000 salesmen on the road, whose salary and expense average \$10 per day, and their lost time is therefore valued at least at \$250,000 a day, which enormous sum must be paid by the buyers, although they get absolutely nothing for it.

The assignee often takes stock for the merchant who does not take stock for himself.

* * *

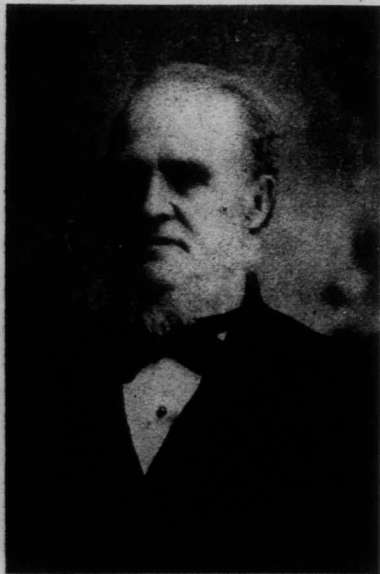
"As the season draws on for cider making I would again call the attention of our cider makers to the large export trade which can be done with this country," writes P. B. Ball, Canadian commercial agent at Birmingham. "In my district only one Canadian firm seems to have thoroughly gone into the matter, and with the exception of a few barrels which became ropery, the trade has been a thoroughly satisfactory one, at least so far as the quality of the article and the sale are concerned. Canadian cider has made a good name."

GROCER, STATESMAN, GOVERNOR

Sir W. P. Howland Died on New Year's Morning—One of the Fathers of Confederation—Held many important Posts.

Sir William Pearce Howland, almost the last of the Fathers of Confederation, and for many years a notable figure in Canadian public life, died at his home, Bloor Street East, Toronto, in the early hours of New Year's morning.

In 1864, Sir W. P. Howland, then Mr. W. P. Howland, was senior partner in the wholesale grocery firm of Howland & Fitch, 25-27 Church Street, Toronto. His partner being Mr. J. C. Fitch. At this time he was also interested in the firm of W. P. Howland & Company, millers at Lambton, Ontario. The firm consisting of his three brothers and himself. A very large export business was done by the firm, as well as being large buyers and sellers of flours locally.



Sir W. P. Howland

A Grocer who became Lieut.-Governor of Ontario.

J. F. Eby, of the wholesale grocery house of Eby, Blain & Company, Limited, was an employee of Howland & Fitch at that time, and on retirement of Sir William Howland in 1871, the firm became known as Fitch & Eby. In conversation with Mr. Eby, he expressed great admiration for Sir Wm. Howland's executive ability, and his promptness in sizing up opportunities and taking advantage of them.

The late Hon. Sir William Pearce Howland was of English descent, his American progenitor being John Howland, a Quaker, who came to New England in 1620. Sir William was born in Paulings, N.Y., May 29, 1811. He was educated at Kinderhook Academy, and came to Canada in 1830. In 1840 he purchased from the late William Falls the Lambton Mills, on the Humber—the same being still in active operation—and soon afterwards engaged in the wholesale grocery trade in To-

ronto. He entered Parliament as member for West York in 1857, and was a member of the House of Commons after the union of 1867, till July, 1868, when he became Lieutenant-Governor of Ontario. This office he vacated November, 1873. He had previously held office in successive administrations as Finance Minister, Receiver-General, Postmaster-General, Minister of Finance a second time, and Minister of Internal Revenue. He was delegate to Washington respecting reciprocal trade, 1866, and to the London Colonial Conference, to complete terms of union of British North American Provinces, thus becoming one of the "Fathers of the Confederation." Sir William withdrew from business in 1894. He was for some years President of the Ontario Bank and also of the Board of Trade. He was President of the Gold and Silver Mines Developing Company, President of the London and Canadian Loan Agency Company, and President of the Confederation Life Assurance Company. In 1880 he headed a syndicate for the building of the Canadian Pacific Railway. For his services on behalf of confederation he was created a C.B. in 1867, and in 1879, as a further mark of royal approval, he was appointed a K.C.M.G. In politics he was a Liberal, and in religious belief a member of the Church of England.

He married first in 1843 Mrs. Webb, who died 1849; second, in 1866, Susannah Julia, widow of Captain Hunt of the Military Stores Department. She died in 1886. In 1895 he married Elizabeth Mary Rattray, widow of James Bethune, Q.C. Sir William was a brother of the late H. S. Howland.

Two of Sir William Howland's sons were prominent citizens of Toronto, taking active interest in civic affairs and both rising to the position of Mayor of the city, W. H. Howland and Oliver A. Howland, both of whom predeceased their distinguished parent.

TO CELEBRATE HIS WEDDING.

Friends of Hugh Blain Dine Him at the National Club.

To celebrate his recent marriage, about 30 of his friends tendered Hugh Blain, of the Eby, Blain Co., a banquet at the National Club, Toronto, on Wednesday evening last. The arrangements were a complete surprise to Mr. Blain, who, on the invitation of the committee in charge, prepared to do honor to another member of the club mentioned by them. The decorations were splendidly carried out, and a neat menu card made a fitting souvenir to the occasion.

W. K. George, president of the National Club, presided, and Frank Arnoldi, K.C., on behalf of the subscribers, presented Mr. Blain with a

case of table cutlery and silverware.

Those present included Senator Jaffray, Col. Denison, J. F. Eby, W. K. McNaught, Noel Marshall, M. McLaughlin, W. S. McMurich, J. S. Wilison, and J. W. Curry, K.C.

GROCERY TRAVELER DEAD.

W. B. Smith, of Davidson & Hay Died Suddenly Wednesday Evening.

Wm. Binkley Smith, one of the oldest and best known grocery travelers, in Canada, died suddenly at his home, 135 Avenue Road, Toronto, on Wednesday evening. Mr. Smith was a member of the Davidson & Hay staff for 13 years and represented the firm in the Niagara peninsula and on the Grand Trunk main line west.

News of his death will come as a shock to a host of friends in the grocery trade. He was enjoying his usual robust health a few days ago. He felt unwell New Year's day with what he supposed was indigestion. Wednesday he called a doctor but he was not thought to be seriously ill. That evening he took a sudden turn for the worse and passed away about half-past nine. Death was due to enlargement of the liver and acute indigestion.

Mr. Smith was 64 years of age and had passed his entire business life in the wholesale grocery trade, most of the time as a traveler. For many years he was with Wm. Ramsay & Co. in their day one of the largest firms in Toronto. He left them to travel for T. Kinnear & Co., and eight years later entered the service of Sloan & Crowther. Thirteen years ago he joined the traveling staff of Davidson & Hay.

Mr. Smith was a splendid salesman and one of the most popular travelers on the road. He was a Mason and a staunch Liberal. Mr. Smith was successful in business ventures on his own account, and at his death was vice-president of the Cowan Co.

He is survived by Mrs. Smith, a daughter, and two sons, Herbert, secretary-treasurer of the Cowan Co., and Elmer, buyer for the millinery department of the T. Eaton Co.

John McKergow, of A. A. Ayer & Company, is in the Southern States at present.

Touchette Le France Co., general store, St. Pierre, N.W.T., have dissolved.

Harry G. Nivin, of Wm. Nivin & Son, Montreal, has left for the West, where he will spend some time.

G. D. Warrington, the William Street produce man, of Montreal, has left for the Old Country on his annual trip.

Mr. Smith, manager for Canada, of Mills & Sparrow, Montreal, was laid up with the grippe during the week.

The popular wholesale tobacco firm of Jos. Cote, Quebec, takes the opportunity of thanking its many customers and friends for the liberal support that they have been giving him during the past year and solicits their esteemed patronage for the year 1907. This firm wishes all its customers a prosperous and happy New Year.

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No. 1 "

No. 1 "

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Antigua

Porto Rico

Corn syrup

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"

Cases, 21

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" 10-1

" 20-1

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Markets and Market Notes

QUEBEC MARKETS

POINTERS.—

Fish—Revised.
Evaporated apples—Advanced.
Beans—Decline.

Montreal, January 3, 1907.

Owing to the holidays there has not been very much activity in the grocery markets during the past week. Business transacted has been very limited in most quarters, although some houses are fairly busy. The general opinion in jobbing circles is that there will be good business within the next two weeks. Grocers, while stocking up heavily for the holiday trade, are now without large stocks, having been pretty well sold out. The general markets are without feature of note this week. There is nothing going on in canned goods or sugar. There is some little interest in teas. The market for this line is firmer this year end, than it has been for a long time past. Coffees, spices and molasses, present no new features of interest. In dried fruits there is a scarcity of seeded raisins, but otherwise there is nothing new. Evaporated apples are higher again this week. Beans are offering at slightly lower prices.

CANNED GOODS.—There is practically nothing doing in canned goods this week. Some houses have been receiving a few lots of late arriving salmon, shipment having been delayed, but otherwise, there appears to be absolutely no movement in this line.

SUGAR.—Sugar is unchanged since last report. Business being transacted, owing to the holidays, is very limited.

Granulated, bbls	\$4 30
" 1-bbls	4 45
" bags	4 25
Paris lump, barrels	4 85
" half-barrels	4 85
" boxes, 100 lbs	4 35
" boxes, 50 lbs	4 35
Extra ground, bbls	4 70
" 50-lb. boxes	4 80
" 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.—The market is without feature this week. Prices are without change in any line.

Brazil, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" 1-bbls	0 03
" 1/2-bbls	0 03
" 3/4-bbls	1 40
35 lb pails	1 00
25 lb pails	1 05
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 35
" 10-lb. " 1 doz. "	2 35
" 20-lb. " 1 doz. "	2 25

TEAS.—All teas continue very firm, in fact the market is firmer this year than it has been towards the end of the month of December for some years. Usually there is rather an easy feeling

at this season, and holders are often willing to let go their stocks in some lines at the buyers' own figure, but this year anybody desiring to purchase tea must pay the price for the line, or do without it. In New York there is some excitement owing to a report that has got abroad to the effect that green teas in the United States are some ten million pounds short of last year's amount. This would be a serious state of affairs if true, but nowhere are large stocks held. Some Montreal houses have been looking for American business since this report was made public.

Japans—Fine	0 28	0 30
Medium	0 20	0 23
Good common	0 18	
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 15	0 17
Gunpowders	0 13	0 14
China greens—Pingsuy gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE.—In coffee there was some little excitement in New York lately, but locally the situation is featureless.

Jamaica	0 04	0 1
Java	0 15	0 30
Mocha	0 19	0 22
Rio No. 7	0 19	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

FOREIGN DRIED FRUITS.—There is not much interest attached to this market just now. Locally there is nothing obtainable in seeded raisins, although some shipments are now on the way. These lots have been delayed, and are not of very much use to the consignees now that the holidays are past. There is nothing new in currants. Prunes are without change. Almonds have been advanced 1-2c. since last report.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers	0 09	0 10
Dates—		
Hallowees, per lb.	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 23	
Peaches, "	0 16	
Pears, "	0 17	
Malaga Raisins—		
London layers	2 25	
" Connoisseur Clusters	2 50	
" 1-box	0 80	
Royal Buckingham Clusters, 1/2-boxes	1 10	
" boxes	3 50	
" Excelsior Window Clusters "	4 50	
" 1/2's	1 30	

Californian Raisins—		
Loose muscatels fancy seeded, 1-lb. pkgs	0 10	0 11
" " choice seed, 1-lb. pkgs	0 10	0 11
" " 2 crown	0 08	0 08
" " 3 crown	0 09	0 10
" " 4 crown	0 0	0 1

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

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

Sultana Raisins—		
Sultana raisins, per lb.	0 12	0 15
" " 1-lb carton	0 12	0 16
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 08	
Glove boxes, fine quality, per box	0 10	
Fancy washed figs, in baskets, per basket	0 20	
" " pulled figs, in boxes, per box	0 22	
" " stuffed figs	0 28	
12-oz. boxes	0 06	0 07

SPICES.—Manufacturers are just finishing up their year, and jobbers report small demand for this line.

Peppers, black	Per lb.	0 16	0 25
white	0 25	0 32	
Ginger, whole	0 16	0 20	
Cochin	0 17	0 14	
Cloves, whole	0 17	0 37	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 10	
Nutmegs	0 30	0 55	

RICE AND TAPIOCA.—Fair business is being done in rice. Tapioca, selling at 7 1-2c, is subject to rather small demand.

B rice in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 1/2 0 03

EVAPORATED APPLES.—The price of evaporated apples continues to advance. This week the ruling figures are 9 1-2c. to 10c., an advance of 1-2c. to 1c. over last week's quotations. Large lots are selling at 9c a pound.

MAPLE PRODUCTS.—There has been no change in this market since last report. Business is quiet.

Maple syrup, bulk, per lb.	0 07	0 09
Pure Townships sugar, per lb.	0 10	
Pure Beauce County, per lb.	0 11	

BEANS.—Beans are selling fairly well at prices which are slightly lower.

Choice prime beans	1 40	1 45
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PEELS.—There is little trade being done in peels, but prices hold firm.

Citron peel, per lb.	0 20	0 21
Lemon peel, per lb.	0 10	0 11
Orange peel, per lb.	0 10	0 11

RAW FURS.—Dealers are still buying at prices quoted.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	3 00
Lynx	4 50	7 00
Weasels	0 10	0 50
Skunk	0 60	1 50

ONTARIO MARKETS.

POINTERS.—

Tomatoes.—Very strong.

Peas and Corn.—Firm.

Beans.—Firmer.

Hides.—Lower.

Toronto, Jan. 3, 1907.

Business is naturally a little quiet after the holiday but it is picking up very quickly. The feature of the market for the immediate future will be canned goods. Anything in a can is regarded as a "good bug" at the present moment. Tomatoes are especially costly but corn and peas are also looked to do a little on their own account. The bean market is said to have touch-

seeded and even here quantity not large. Currants are rather easier. No direct shipments yet received. Stocks are light. Dates are firmer. Figs and peels have but a limited sale after the holidays. Evaporated apples are very firm at higher prices. Onions are still low and but a fair sale. Peanuts high.

SUGAR.—While market is fairly firm and unchanged, little interest is taken.

MOLASSES.—Fancy Barbadoes is held very firm at the higher price. Stock is light. Choice Barbados quite freely offered. Porto Rico unchanged.

FISH.—In fresh fish prices are well maintained, supply light. Weather is against good business. In dry, pickled and smoked fish market rather easy, demand light. It is thought Lent coming early will mean improved conditions, haddies are high. Some fine Newfoundland kippers and bloaters offered.

FLOUR, FEED AND MEAL.—In flour a fair business at even figures. Feed scarce and high. Oats and oatmeal firmly held. Cornmeal unchanged. Beans are rather firmer but some quite low prices still quoted. Yellow eyes higher.

Perrin & Company, of London. He will travel between London and Niagara Falls. His many local friends gave him an appropriate send-off.

NOTES FROM YE OLDEST COLONY.

C. F. Taylor who has been in New York for the past few weeks, returned by the Express on Tuesday. Mr. Taylor looks fine and hearty after his trip.

Alf. Davis has taken over the Grocery Department of R. Rutherford & Company, Harbor Grace, and has removed to the west end premises. Alf. is very popular and will, without doubt, continue the successful grocery business the firm has always enjoyed.

Willis Davis, the manager, will now confine himself more to the coal and lumber business, which business has now grown to such proportions that it needs his whole attention.

H. McConbrey, manager of the Standard Manufacturing Company, has returned from a business trip to New York.

There is a large falling off this year in the importation of black oats. Owing to the shortage on Prince Edward Island, a large quantity of Ontario white and mixed oats have been imported.

The Modus Vivendi has been a great disturber of the serenity of some of our politicians. Just who will eventually come out on top remains to be seen. Newfoundland fishermen want the money the Americans leave for herring: the Government says they cannot have it. Mr. Duff, of the Atlantic Fish Company, Halifax, offers to buy all the herring they can catch, so there you are.

Hon. Geo. Knowling's windows are showing a fine display of seasonable goods, which are artistically arranged.

ST. CATHARINES.

A Happy New Year to the "Canadian Grocer" and to the trade throughout Canada.

The past twelve months have been marked as prosperous in St. Catharines and in this district generally. Prices have kept well up, and all branches of business have passed through a successful year.

The past week, though not so marked as the one before Christmas, was a very busy one. Better prices were secured for turkeys by three cents per pound, and other fowls and meats were quoted at regular prices. Vegetables, celery and other kitchen commodities were in greater demand than before Christmas.

The municipal elections have mainly settled on the Mayoralty contest. Mayor Riddell and ex-Mayor Burgoyne are the contestants and the election will be a spirited one. Ald. Joseph Hodgins, fish and poultry dealer, has retired, after a number of years' service.

The Toronto branch of Red Rose Tea is assuming larger proportions in the concern and hereafter all T. H. Estabrook's Ontario business will be conducted from Toronto. Pursuant to this change Charles Smith of the St. John office has been transferred to Toronto.

FROM GROCER CORRESPONDENTS

BRANTFORD.

Elliott Bros., the Colborne St. grocers, have been "painting things red" and a greatly improved interior to this well conducted store is the result. Elliott Bros. have in less than a year transformed a dull business into one of the brightest and busiest grocery stands in the city.

KINGSTON.

The dying of the old year brings up memories of the past. Many old familiar faces have disappeared and cause pangs of regret in the philanthropic merchant's heart. Between the merchant and traveler especially a friendship springs up that is akin to brotherhood. Like the great generals in hard-fought battles, travelers come and go, and new ones appear as the old ones wear out. Who does not remember with kindly feelings Dalley's once popular traveler, Vert, the great exponent of Hirst's Pain Killer, always jolly and full of life, and a good salesman. His sudden demise caused deep regret wherever he was known. No merchant ever hid behind a sugar barrel when he saw Vert coming with his grip.

The municipal elections are on and excitement is at fever heat, but will go down to zero in some cases after it is over. Three candidates for Mayor are being trotted out. The present Mayor, Mr. Mowat, is one of them, and seems to be the favorite, as he is popular with all classes. Ald. Hoag is working hard for the chair and expects to occupy it. Dr. Richardson is the independent candidate brought out by the labor unions, and feels confident he will come under the wire first. He is an eloquent speaker and would make a representative in Parliament any city would be proud of. Bert Robertson, commercial traveler for Geo. Robertson & Sons, is out as a candidate for Aldermanic honors, and I hope he will head the poll. He is a hustler. Alderman Dan Cooper is urged to come out again, but cannot find time to run a store and a city too. The new regulations come into force in 1907. The Alderman who gets most votes is in for a three-year term.

A lot of sales have been lost through delay in arrival of fruits, such as prunes, figs, etc. The figs are very poor, especially some of the natural figs. They are very immature, black, ill-shaped and unpleasant to look at, and retailers are refusing to handle them. A lot of them no doubt will find their way to the jam kettle to be used in biscuits.

John Everett, Christie, Brown & Co.'s traveler, is a monthly visitor and always welcome. He is commanding in

appearance, looks like a Senator, dresses in black, but is very fond of checks (cheques), Jim the grocer always greets him with the remark: "Christie's biscuits ever 'et. Ha, ha, ha."

KINGSTON.

(From last week.)

Christmas is over and many a tired clerk, driver and merchant is resting his weary bones. The rush came on so quickly and the flow of business was greater than for many years past. Calendars were the popular gifts and were much appreciated. They are getting handsomer each succeeding year. On account of Xmas coming on Tuesday very few stores opened up as usual on Xmas morning to cater to the forgetful housekeepers who are always short of something. If merchants were a unit on closing on holidays it would educate people to think and the merchant to get a whole day instead of a piece. Merchants work and worry too much for the accumulating of dollars and cents.

It is a pity, considering the high price of tomatoes that they are being retailed at 10c a tin or 1 corn, peas and tomatoes for 25c, one or two merchants are to blame for this. Just think of selling a whole case of tomatoes considering what go in the combination of corn, peas and tomatoes, for 10c, but as Jim said, taking all things together there is very little price cutting in Kingston. People are fast becoming acquainted with the fact that price cutters handle inferior and unhealthy goods.

CHATHAM.

As predicted, the grocery and provision interests are well represented in this year's race for municipal honors. At the nominations on Monday, Ex-Trustee, John McCorvie and E. A. Mounteer, the well-known confectioner, were nominated for the Board of Education, both being looked on as among the strongest candidates in a list of fifteen. For the City Council, Alderman Potter, Thompson, Massey and Edmondson, members of 1906 council, and more or less associated with the trade, were all re-nominated for 1907.

Cecil Moore, for the past four years the popular head salesman in Alderman Massey's grocery, has left to take up his new duties as traveller for D. S.

FIRE NOTICE

We beg to notify our numerous friends and customers that our business is proceeding as usual since the fire, and we are able to take care of all orders promptly and satisfactorily. We intend during 1907 to make

Mokara Coffees and Spices

even more famous for their quality than in the past.

Bespeaking a continued liberal share of your patronage, and wishing you a Happy and Prosperous New Year.

MOKARA MILLS

THEODORE LEFEBVRE & CO., Proprietors

21, 23 and 25 Gosford Street, MONTREAL

A few reasons why Ozo Jams should be and are considerably better than any others now being made in Canada :

As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as what it would pay to grow it at; and buying fruit at this price naturally we can afford to use more of it.

Our Jam plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.

We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.

Having the turnover, we are able to purchase our packages at the very lowest price.

As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.

Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

With this information at hand you can readily see why so many of the largest wholesalers have placed their Jam contracts with us, and we think you will quickly see that it will be to your advantage, and that of your customers, to place your Jam business with us.

**We quote Standard Brand Jam
in 7-lb., 14-lb. and 30-lb. Pails, 6c. F.O.B.**

The OZO CO., Limited

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

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

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

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

REPRESENTATIVES WANTED

AGENCY—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f. t.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

LONDON FIRM, largely interested in Sardines, Scotch canned fish, French preserved vegetables, etc., wishes to correspond with reliable commission house in each of the following centres:—Montreal, Toronto, Winnipeg, Victoria, B.C. Reply "W. E." CANADIAN GROCER, 88 Fleet St., London.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

Expert Bookkeeping

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

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

**SMALL'S
MAPLE SYRUP**



OLDEST REGISTERED SYRUP
BRAND IN BRITISH EMPIRE

AND THE PRICED BRAND OF
MAPLE SYRUP IN THE WORLD

Canada Maple Exchange

MONTREAL

— ALL JOBBERS —

More Profit To You



BETTER
GOODS
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THAT'S
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GOLD
STANDARD
GOODS
"GUARANTEED
THE BEST"
CAN
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'Twill
only cost a
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Write now.

THE
Codville-Georgeson Co.,
LIMITED
Winnipeg and Brandon, Man.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Before buying

SALT

Write us for quotations and we
can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid
seller. Price reasonable
and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BEGIN THE YEAR RIGHT

Get in a stock of "Star
Brand" Hams and
Bacon now, and ar-
range with us for a
weekly shipment. We
will be glad to book
this for you now. You
give us the order and
we will do the rest.

F. W. FEARMAN CO.,
HAMILTON LIMITED

"1907"

*We commence the
New Year with
our best wishes to all*

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

"CORONA" HAMS, BACON,
WINDSORS, LARD AND FRESH
MEATS, Etc.

NEW BUTTER



A Wise Business Policy

The grocer who persistently features
The Ryan Winners is as sure of cornering a
sound paying trade as he is of the light of
to-morrow's sun.

We guarantee our

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

to be best marketed in Canada and un-
excelled by no line of provisions marketed
in all the world. Your customers know this.

**The WM. RYAN
CO., Limited**

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

A slight improvement is noticeable in the cheese market since last report. Speaking generally, however, there was not much interest displayed last week, the feeling being one of quietness rather than anything else, owing to the holidays. Very little trading was done during the week, the market being noticeably free from activity of an interesting description.

It is expected that there will be a little more interest taken in the situation now that the holidays are over. Local houses are not doing very much at present, although some of them have been turning over small lots. As stated in the Grocer before, stocks in Canada are mostly held in Montreal. Outside holdings are variously estimated, but the fair average estimate is that outside stocks would not total up to more than a quarter of what is held in Montreal. It is said that holders outside the city are mostly west of Toronto. In Montreal, holders appear to be clinging to their stock, large or small, in the hopes of higher prices, and from present indications it would seem that they are likely to obtain higher figures if they wait a sufficient length of time.

Inquiries from the other side are still coming in. Late November make, or "Tail-ends," as they are called, are requested, since these goods are selling at lower prices. The late make, however, is very low in stock, and it is improbable that cheese men on this side will be able to accept many more orders for this article.

The butter market presents few new features of interest. The present trade, what there is of it, is purely local. As was the case with cheese so was it also with butter during the holidays. There was not much doing. Butter which has been coming from England for the last month or so, being bought back, or consigned by English houses, is not coming forward so frequently now. Quite a few lots were consigned by English butter men, who were attracted by the high prices ruling in the Canadian market. Stocks of Canadian butter now held in England cannot be very large, as an evidence of which shipments have not, as already stated, been so large as formerly.

According to figures compiled by the Montreal Board of Trade, receipts of butter for the week ending December 29, were 1,815 packages, and of cheese, 739 boxes. Receipts of butter from May 1, to the end of this week, were

598,684 packages, and of cheese, 2,347,464 boxes.

PROVISION SITUATION.

There's not much to be said for the past week's provision markets. The Ontario farmer is greatly independent these days and can afford to enjoy himself over the Christmas holidays. Last week one big Toronto packer didn't get a hog and another that usually takes eight or ten thousand got eight hundred. The price being paid this week is a little higher, \$6.15 f.o.b. country, which means \$6 to the farmer. Some, however, are still quoting \$5.90. the same as last week. Pretty free deliveries are looked for during the rest of the month. Views of packers regarding the number of hogs in the country seem to be moderating somewhat and it is thought by some of them that prices won't go much below 6c. for some time. This means that prices for hog products in the domestic market are not likely to recede much from the present

level. For the time being demand is very limited.

There is a little better market in the Old Country this week due to snow storms in Denmark preventing marketing of hogs. The improvement is about 2s. and naturally the packers in Canada hope this will hold though they are not very sanguine.

There has been an active speculation the past week in future hog products says the New York Journal of Commerce advancing quite sharply early on the covering of shorts and reports of outside buying for long account, which latter have been hardly credited, at the record high prices of the season; but after mid-week there was a decided tendency to take profits by the longs, with pretty free selling by packers supposed to be short, in anticipation of better receipts of hogs in the near future and lower prices. Packing at western points for the week has shown an increase over last year for the first time this season, and it is believed that there will be a moderate increase in stocks of products on the first of January at Chicago and still greater at other points.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS.—Demand is very quiet in hams and bacon, but there is some inquiry for lard. Prices are practically unchanged.

Lard, pure tierces	0 12½
" " 56-lb. tubs	0 12
" " 20-lb. pails, wood	0 12½
" " cases, 10-lb. tins, 60 lbs. incase	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, compound tierces, per lb.	0 08½
" " tubs	0 09
" " 20-lb. pails, wood	1 85
" " 20-lb. pails, tin	1 25
" " cases, 10-lb. tins, 60 lbs. incase	0 09½
" " 5-lb. "	0 09½
" " 3-lb. "	0 09½
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	22 00
American short cut clear	21 00
American fat back	23 00
Breakfast bacon, per lb	0 15½
Hams	0 13
Extra plate beef, per bbl.	12 50

BUTTER.—Large rolls continue to arrive in good quantities, and are selling well at prices quoted. Other lines of butter are unchanged.

Choicest creamery, salt, 56 lb. boxes	0 25½
" " pound prints	0 26
Medium creamery	0 23
Western dairy	0 20
Large roll	0 22½

CHEESE.—Locally there is not much doing in cheese. Some offers have been received from the other side, but the figure, buyers there are willing to pay, does not come up to the expectations of holders in Montreal, who are waiting for a higher market.

Ontario, September make	0 13
" " late make	0 12½

EGGS.—The egg market is firm. Demand is strong. Receipts of new laid eggs are very small, and good prices are obtainable for anything held.

Fall selects, doz	0 24
Storage "	0 24
Storage, No. 1, doz	0 21
Pickled eggs	0 22

POULTRY.—The recent mild weather, and the fact that the holidays are over, have combined to send down prices. Business is fairly good.

Turkey, per lb	0 14
Chickens and fowls, per lb	0 07
Geese, per lb	0 09
Ducks, "	0 09½

HONEY.—Honey is very scarce, and prices are firm.

White clover comb honey	0 15
White clover, extracted tins	0 11
Buckwheat	0 10

TORONTO.

PROVISIONS.—The market continues firm despite the very limited demand. Long, clear and pea meal sacks show a slight advance. In fresh meat hind quarters are a quarter dearer, lamb and mutton are off slightly and dressed hogs are advanced 25c.

Long clear bacon, per lb	0 11½
Smoked breakfast bacon, per lb	0 15
Roll bacon, per lb	0 11
Small hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 13
Shoulder hams, per lb	0 11½
Backs, plain, per lb	0 16
" " pea meal	0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 00
Lard, tierces, per lb	0 12
" " tubs	0 12½
" " pails	0 12
" " compounds, per lb	0 08½
Plate beef, per 200-lb. bbl.	11 00
Beef, hind quarters	7 25
" " front quarters	5 00
" " choice carcasses	6 50
" " common	4 00
Mutton	0 06
Lamb	0 10
Hogs, street lots	8 25
Vea	0 09

BUTTER.—The market went back some this week, due principally to a

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

SALT SALT
 Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.
C. R. COOPER
TORONTO SALT WORKS
 TORONTO, ONT.
 AGENT FOR THE DOMINION SALT AGENCY

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

BROOMS BRUSHES BASKETS
WOODEN WARE | **WILLOW WARE**
Paper Bags | **Twines**
Wrapping Paper
Grocer's Sundries
WALTER WOODS & CO.
 Hamilton and Winnipeg

falling off in consumption and to a slight increase in supplies. Practically everything is back a cent. The falling of the high prices and some butter is coming back from the Old Country.

Creamery prints.....	Per lb.	0 26	0 27
" solids, fresh.....		0 25	0 25
Dairy prints, choice.....		0 23	0 24
" ordinary.....		0 20	0 21
" rolls, large choice.....		0 20	0 21
" tubs, choice.....		0 21	0 22
Baker's butter.....		0 18	0 19

EGGS.—The hens' holidays are drawing to a close. Few new-laid eggs are coming to market for every one that came two or three weeks ago and the price is down five cents. The holders of storage eggs are not concerned as yet, however, and in proof thereof the price is advanced a little this week.

Eggs (strictly new laid).....	0 30	0 35
" selects.....	0 26	0 27
" fresh.....	0 23	0 24
" pickled.....	0 21	0 22
" splits.....	0 18	0 18

CHEESE.—Prices are reported lower than last week. Demand is quiet.

Cheese, large.....	Per lb.	0 13½
" twins.....		0 14

HONEY.—Prices are unchanged.

Honey, strained, 60 lb tins.....	0 11
" 10 lb tins.....	0 12
" 5 lb tins.....	0 12
" in the comb, per doz.....	2 00
Buckwheat honey, per lb.....	0 08
" in comb, per doz.....	1 50

POULTRY.—There is a very good market and demand is running now rather to geese and chickens. For choice stock prices are higher but poor stuff is a drag. These quotations are for choice stock.

Old fowl.....	Live Weight.	0 06	0 07
Ducks.....		0 18	0 19
Young chickens.....		0 08	0 09
Old fowl.....	Dressed weight.	0 07	0 08
Ducks.....		0 10	0 11
Young chickens.....		0 10	0 11
Geese.....		0 10	0 11
Young turkey.....		0 13	0 15
Old turkey.....		0 11	0 11

ST. JOHN, N.B.

PROVISIONS.—The difficulty in all lines is to get stock. Barrel pork held at full figures and barrel beef in light supply. Smoked meats high. Business largely done by local curers. Pure lard is again higher. Market is still bare of refined compound. In beef, prices somewhat easier owing to the full prices obtained for fancy holiday stock. Lamb and mutton held firm. It has been a particularly good season in mutton. Veal little seen. Pork firmly held.

Mess pork, per bbl.....	\$22 00	\$23 50
Clear pork.....	22 01	23 00
Plate beef.....	13 50	14 50
Domestic beef, per lb.....	0 05	0 07½
Western beef.....	0 08	0 09
Mutton.....	0 05½	0 06½
Veal.....	0 07	0 08
Lamb.....	0 0½	0 10
Pork.....	0 09	0 09½
Ham.....	0 14	0 16
Rolls.....	0 12½	0 14
Lard, pure, tubs.....	0 13	0 13½
" pails.....	0 13½	0 14
Refined lard, tubs.....	0 10	0 10½
" pails.....	0 10½	0 11½

BUTTER.—Prices continue high and this affects business. Fair supplies.

Creamery butter.....	0 28	0 30
Best dairy butter.....	0 24	0 28
Good dairy tubs.....	0 21	0 24

EGGS.—Stocks are not large and market is firm at full figures. Fair sales.

Eggs, strictly fresh.....	0 36	0 40
" fresh.....	0 24	0 25

CHEESE.—The market holds at the rather lower prices.

Cheese, per lb.....	0 14	0 15
---------------------	------	------

WINNIPEG MARKETS.

BUTTER.—Creamery is advancing quotations are now as follows:

Fancy fresh creamery, in 1 lb. bricks.....	0 32
Choice Manitoba, in 1-lb. bricks.....	0 26
Fancy creamery, solids, 56's, 28's, 14's.....	0 26

CHEESE.

Manitoba, large.....	0 14½
" small.....	0 14½
Ontario.....	0 15

LARD.

Tierce basis, per lb.....	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb.....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.....	0 00½
10-lb. " in 60-lb. ".....	0 00½
5-lb. " ".....	0 00½
3-lb. " ".....	0 01
20-lb. net white wood pails, per lb.....	0 00½

CURED MEATS.

Hams, selected stock, special mild cure.....	0 17½
Bacon.....	0 22½
Backs.....	0 18½
Hams, light, 10 to 12 average.....	0 16½
" medium 14 to 16 average.....	0 16½
" heavy, 20 to 30 for slicing.....	0 16
" heavy, skinned 2 to 30 for slicing.....	0 17
Picnic hams light, choice, 6 to 8.....	0 13½
Shoulders light, choice.....	0 11
Breakfast bacon, clear, bellies, light, 8 to 10.....	17½
" clear bellies 12 to 14.....	17
Clear backs, b bacon light.....	16
" b bacon 12 to 14.....	15½
Spiced rolls, long if in stock.....	0 17
" short.....	0 14
Dried beef ham, sets.....	0 12
Smoked hams boned and rolled, 2's, per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 13½
" " " smoked.....	0 13½
" " " boneless backs.....	0 14½
Shoulders.....	

BARREL PORK.

Heavy mess pork, boneless, per bbl.....	24 00
" " " smoked.....	12 0
Standard mess pork, per bbl.....	24 50

PICKLED GOODS (COOKED).

Pig's feet.....	80 lbs. 4 50	40 lbs. 2 30	15 lbs. 1 20
Pig's tongues.....	14 50	7 50	3 00
Boneless hocks.....	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.....	0 04		
" hocks.....	0 06		

AGAIN IN SHAPE.

The Mokara Mills Company, who were burnt out by a disastrous fire on the morning of Sunday, Dec. 16th, have got things in shape for business again with commendable promptitude. They expect to have the factory in full operation again by Jan. 15th, and in the meantime the stock and shipping rooms are taking care of all orders promptly and satisfactorily. The firm, notwithstanding their set back, are looking forward to an even more prosperous new year, for, with the installation of new machinery, they will be in a still better position to improve the quantity and quality of their noted brands.

WIN and HOLD
 Your Trade With
Clark's
Canned
Meats.
 Perfect in Preparation.

TI
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to
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and
 our trad

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R

par

tin

and

The Good Old Days The Good Old Mince Meat

Haven't you often wished you could get English Quality Mince Meat in Canada?

In this case your wish has been father to our move — we are now located in Canada, are now making the

"17-year-high-reputation"
Mince Meat in Canada

Put up in glass, gold-lined tins, tubs and wood pails. **Guaranteed Pure.** All our experts are the most up-to-date in the trade.

WAGSTAFFE, Limited, HAMILTON, ONT.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

This space \$15.00 per year.

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

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

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

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

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

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

This space \$15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. **HIGHEST BANK REFERENCES**

REINDEER

with milk and sugar

COFFEE



Ready to Use

Selling Points

A cup of excellent Coffee is prepared by simply adding boiling water.

There is no waste—Take from the tin just what is needed for a cup.

The coffee can remain in the tin and be used from it as required.

It will keep till the whole is used.

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

THE

Manitoba Canning Co. Ltd.

We are now working with new plant and all the latest improvements in canning machinery and start selling our new pack this month.

CALL or SEND for samples to

NICHOLSON & BAIN, WINNIPEG,

and compare our goods with other brands.

TRY our new **Corned Beef** preserved by a **Vacuum** process. It is a delicacy.

HERE AND THERE WITH THE TRADE.

John Slemmon, general storekeeper, Pasqua, has been succeeded by Alfred Yokom.

The premises of Wilson, McPhee & Co., teas, etc., Ottawa, were damaged by fire.

Parker & Knight, general merchants, Hatley, Que., are succeeded by J. S. Melloon.

Huffman & Kellington, Strathmore, have sold the general store part of their business.

H. J. Rawson & Co., general merchants, Hazel Cliffe, are succeeded by Bayne Bros.

J. A. Younge & Sons, Glencoe, Ont., are advertising their general store business for sale.

C. Meunier, of H. L. Boisseau Co., Montreal, spent New Years at St. Therese.

Wm. Probert, of Probert & Wood, Taber, has sold his interest in the firm to Byard Smith.

J. R. Grant & Co.'s dry goods and grocery store, Listowel, was burnt out. Partially insured.

Rivard & Frere, Three Rivers, have dissolved, and the firm of Rivard & Dupont is registered.

The Star grocery has opened in Regina, under the proprietorship of Caruthers & Wakefield.

Robert Fell, Jr., has acquired a controlling interest in Fell & Co.'s grocery business, Victoria.

J. J. Huffman and J. L. Craig have taken over the grocery business of W. E. Stratford, Brantford.

The general stores of W. A. Franklin and Pierce & Co., Port Rowan, were recently damaged by fire.

John Burgess, head clerk with the Cornwallis Trading Co., Canning, N.S., has gone to San Francisco.

J. T. Booker, grocer, Swift Current, Sask., will be succeeded by the Farmers' Mercantile Company.

R. L. Hood & Co., general merchants, Oak Lake, Manitoba, have dissolved, J. R. Hood retiring.

Holyoke & Brown, Woodstock, have removed from King Street to their new store in the Garden building.

Elsom Misener has opened a grocery store in the old Misener stand on South Main Street, Niagara Falls, Ont.

A. M. Parliament & Co., grocers and confectioners, were among the sufferers in the recent fire in Sturgeon Falls.

Geo. R. Feilders, Quebec representative of Lever Bros., was a visitor to the Canadian head office, Toronto, this week.

Bryon L. Estey will in future conduct the store in Fredericton formerly known under the name of Tupper & Estey.

Crevier & Frere have succeeded E. Sansregret in the St. Catherine Street branch of the latter's grocery business in Montreal.

A crusade has been commenced in Victoria against grocers who supply customers with beer without holding liquor licenses.

M. Regan & Son have succeeded W. G. Herie & Co., general merchants, Strome.

L. J. Warnecke, Quebec representative of the McAlpin Tobacco Co., was a visitor to Toronto this week.

Wm. C. Christmas, Montreal, has secured the agency of the Strohmeier & Arpe Co., who put up sardines and olive oil. He will attend to their sales in this district for the future.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. **DELHI, ONT.**

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

A Long Lane Without a Turning. A Long Order Without a Sale
UNLESS THE GOODS ARE POT AND PEARL BARLEY FROM OUR MILL.
JOHN MACKAY, LIMITED - BOWMANVILLE, ONT.

CORONET ROLLED OATS
Bulk Only Quick Shipment
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Wishing You a Prosperous and Happy New Year
Verret, Stewart & Co., Ltd., Montreal

Three Important Points

The Trade worth building up—
The Trade worth holding—
The Trade that pays—

All come easier to the grocer who remembers to carry a good supply of "McIntosh's Big Three."

McIntosh's Cereals rank first in Quantity, Quality and Demand.

"Swiss Food"—an old favorite of twenty years' standing.

"Beaver Oats"—the cereal of proven superiority. The Big premium goes with this brand (766).

"McIntosh's Crown Brand Rolled Oats"—this brand has been enthroned **king of all cereals** by popular demand.

P. McINTOSH & SON
Toronto, Canada

A New Year's Resolution

"I, as a conscientious grocer, having assumed the duties of serving the public with pure and healthy food-stuffs, do hereby declare that I will be faithful to my trust.

"That I will keep before me constantly the Golden Rule in all my barter.

"And I further solemnly promise to recommend to my customers CANADA FLAKES, the finest and best made cereal in Canada."

WHEN YOU WANT A SUPREME TEST

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

Judged by these tests

PURITY FLOUR

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

Western Canada Flour Mills Co., LIMITED



Mills at
WINNIPEG, GODERICH and BRANDON

Toronto Office :
Long Distance Phone Main 6060

Phone in your Orders at our expense

We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

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

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

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO.
BRANDON, MAN. LIMITED

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

CEREALS AND CONFECTIONERY

Markets Continue Quiet But Revival of Business is Looked for With the Turn of the Year—Wheat Slightly Lower—May Advance.

The grain market has been waiting for the New Year and merchants will be disappointed if business doesn't liven up from now on. Fluctuations in prices at present are merely the rise and fall of the water in the steam gauge of the speculative boiler.

Flour markets are very quiet and the price for export in Ontario from 78 per cent. points is \$2.60. Demand is expected to look up somewhat from now.

Reviewing last week's breadstuffs markets in the States, the New York Journal of Commerce says:

"The grain markets the past week have been without important feature or changes, though generally somewhat depressed by the December liquidation, aided by moderate raiding by December shorts, who were careful, however, to sell only small lots when small holdings of long grain were coming on the market. But no important lines have been liquidated so far as reported and the markets have been too dull to permit of it. Notwithstanding this there has been a growing feeling that prices were low enough, if not too low, for the statistical position of the markets, and that there will be better prices after the first of the year, as cash demand has been holding off, as usual,

until that time and enabled the speculators to depress prices, whereas any improvement in the cash demand for any of these staples with the moderate offerings that have been coming out would result in enhancing prices.

MONTREAL.

GRAIN.—Very little demand is reported for grain. Peas are particularly slow. New No. 3 yellow corn is quoted at 54c.

No. 4 barley, store.....	0 53
Feed barley, store.....	0 51½
No. 2 white oats ".....	0 42½
No. 3 white oats ".....	0 41½
No. 4 white oats ".....	0 40½
New No. 3 yellow corn ".....	0 54
No. 2 peas, basis 78 per cent. points.....	0 80

FLOUR.—Flour prices are without change. Business is very fair locally. Orders from country points are very small this week.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 60	
Glenora.....	4 10	
Manitoba spring wheat patents.....	4 60	
" strong bakers.....	4 10	
Buckwheat flour.....	2 25	3 30
Five Roses.....	4 60	

ROLLED OATS.—In this market quiet prevails. Prices are unchanged and do not look as if they would show any for some time.

Fine oatmeal, bags.....	2 40
Standard oatmeal, bags.....	2 40
Granulated ".....	2 40
Gold dust cornmeal 98 lb bags.....	1 75
Rolled oats, 90-lb. bags.....	2 25
" 80-lb. bags.....	2 07
" bbls.....	4 80
Choice boiling peas.....	1 00 1 10

FEED.—There is continued good demand for feed, but supplies are still very limited. Prices are unchanged.

Ontario bran.....	19 50	20 50
Ontario shorts.....	21 50	22 50
Manitoba shorts.....	21 50	22 50
bran.....	19 00	20 50
Mouillie, milled.....	24 00	
straight grained.....	25 00	28 00
Feed flour.....	1 30	1 31

HAY.—The market locally is fairly firm, but business is limited. Supplies are short, owing to the continued difficulty experienced in obtaining cars in the country to ship the hay. In England the situation has not changed since last week.

No. 1.....	14 50
" 2.....	13 50 14 00
Clover mixed.....	12 00 12 50

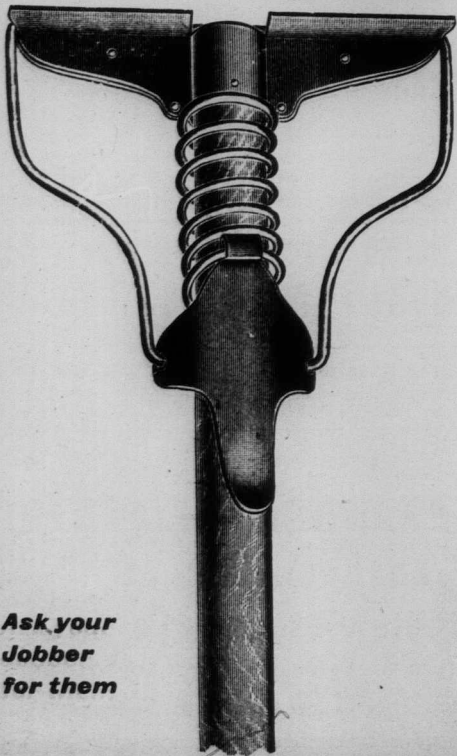
TORONTO MARKETS.

GRAIN.—Wheat is 1-2c. to 1c. lower than a week ago. Otherwise, the grain markets are very quiet and without feature. Grain men here think the market is ready for a small advance. Prices are regarded, however, as being about the level of values in view of the world's supply of wheat.

FLOUR.—Trade is quiet and prices are unchanged.

Pure Manitoba wheat per bbl in sacks.....	4 00	4 50
85 per cent. Manitoba patents, per bbl.....	3 90	4 00
Straight roller.....	3 40	3 50
Blended.....	3 70	3 80

A CARLOAD OF STEEL



Ask your
Jobber
for them

Just think of it

A full carload of steel just arrived, to be manufactured into the celebrated "Best" Mops.

Demonstrating the enormous sale on this favorite article.

Order early to insure prompt shipment

—Made by—

The Cumming Mfg. Co., Ltd.

Renfrew, Ont.

WINNIPEG: 608 Ashdown Bldg.

The choicest cocoa—
The purest sugar—
The richest and creamiest milk—
is what makes

Cailler's
GENUINE
**SWISS MILK
CHOCOLATE**

(Pronounced Ka-ley)

the world's most famous and
popular chocolate.

To taste CAILLER'S once is to
want no other Swiss Milk
Chocolate.

General Agent for Canada

William H. Dunn, - **MONTREAL**
394-396 St. Paul Street

*We beg to advise the Grocers of the
Dominion that we are making
the finest*

Milk Chocolate

*produced in the world, and are using
pure Canadian Milk.*

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

For 1907

Let

Mott's

"Diamond" and
"Elite" brands of

Chocolate

be your leading brands.
They have quality, pur-
est and highest, as their
recommendation.

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS:

J. A. Taylor R. S. McIndoe Jos. E. Huxley Arthur Nelson
Montreal Toronto Winnipeg Vancouver

GOING UP!

Shelled Almonds are advancing
in price, and are now obtainable
from us at a figure that may be
higher any day.

Promptitude in ordering your
supplies will put money in your
pocket.

CURRANTS

are not plentiful and prices are
inclined to be high; but we have
something in this line that will
interest you.

WRITE FOR OUR PRICES

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

GOOD TIMES IN NOVA SCOTIA

Review of the Past Year by Principal of the Provincial Agricultural College—
Effect of the Exodus to the West.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Jan. 1, 1907.

Principal Cummings of the Government Agricultural College, in a review of the year just closed, says:—

The year 1906 has been one of the good ones for the progressive farmers of Nova Scotia. Markets have ruled unusually high during the whole season and farmers had no difficulty in disposing of all their produce at most remunerative prices. Partially because the Western exodus has reduced the number of producers, and, still more, because our growing industries are affording improved markets, the supply of farm products has been much below the demand. Especially has this been the case with wool, mutton and lamb, with cows and dairy produce, with poultry and eggs, with horses of all kinds and with potatoes and garden truck. For hay, apples and other products of the orchard and field prices have been fully up to the average.

Crops, however, have scarcely been up to the mark—apples, grains, potatoes and roots having fallen from 20 to 30 per cent. below the average and hay about 5 per cent. below. The official returns give the following estimates of the staple crops figured in comparison with an average crop of 100:

	Per Cent.
Hay	96
Oats.....	80
Wheat.....	83
Barley.....	81
Turnips and Mangels	85
Potatoes.....	70
Apples.....	75

However, the returns from different farmers are very variable, some reporting crops considerably above and others reporting them far below average. When farming has been carried on with a view to maintenance of soil fertility, the returns have been good, but farmers, whose fields are run out, have in some cases had little more than half a crop.

Fruit Growing.

The passing years are marked by an increasing interest in fruit-growing. True the summer of 1906 could not be considered up to the average, the total amount of export fruit being about 325,000 barrels, as compared with 350,000 the year before and larger amounts than that in other years. Still almost every farmer, in the fruit sections, is setting out new trees and it cannot be long before a large number of these new orchards must come into bearing and bring up the number of export barrels to at least the million mark. Never have our fruit men been more troubled with fungus and insect pests than during last summer. As a result, the early promise of an abundant crop was far from being fulfilled. Our experts, however, consider that such a season has not been without its benefits for never have there been more clear demonstrations of the advantages of intelligent, systematic cultivation and spraying. As with farm crops, the yields have been extremely variable, running all the way from 25 per cent. to a full average yield

of 100 per cent., the general estimate being about 75 per cent.

A gratifying feature, in connection with fruit growing, is that the area is being extended beyond the famous Annapolis Valley, and that a more general interest is being taken all over the Province. North Queens and Lunenburg have produced marketable quantities of fruit that, in quality, and color, rival the Valley fruit. In addition, there are men in many countries, even as far East as Cape Breton, who are successfully catering to their local markets. In the development of this phase of the industry, the model orchards set out by the Local Government are giving splendid demonstration and are already proving the means of interesting many farmers in fruit culture.

Except for a few weeks in the late summer and early fall, pastures were unusually good and as a result stock has gone into winter quarters in better condition than for some years past. Moreover the numbers of live stock have considerably increased, although not yet sufficiently to make up for the slump of two years ago. Quality, too, is receiving more than its usual attention, especially from those farmers who realize the value of stock and the adaptability of Nova Scotia to stock husbandry.

Poultry in Demand.

Prices for poultry and eggs continue to advance. Eighteen, twenty and even more cents per pound for dressed birds and anywhere from 20 to 50 cents per dozen for eggs have been no unusual prices. With such possibilities for marketery, it is no wonder that the industry is growing. Twelve hundred entries, as compared with eight hundred the year before, at the Amherst Fat Stock Show is a criterion of the advancement. At the same time, we look for the greatest profits to be made not from the large chicken raising establishments but from the small flocks on every farm which can get a large share of their maintenance from waste products on the farm. The cost of grains and meals is altogether too high to make poultry raising by itself remunerative.

The one who reviews all these events must see that, while nothing of a startling character has occurred to greatly affect the industry of agriculture, yet there has been progress along various lines. The year 1906 will pass into history as one of the good agricultural years and has already given an impetus to improved methods in agriculture, the influence of which will be more manifest in succeeding years.

Peter Dill, Seaforth, suffered a sad loss recently in the death on the same day of two of his children, J. McDonald, aged 2, and Flora, aged nine months. The double funeral took place on October 12. Mr. Dill had four children. He has been in business in Seaforth ten years and he and Mrs. Dill have the sympathy of a large circle of friends in their bereavement.

Important!

Whether you are a Beginner or an Old-Timer in the Grocery Business you can't afford to slight your biscuit counter.

All women are particular buyers when it comes to biscuits.



Reliable biscuits build up trade.

Think of the many things good soda biscuits help to sell.

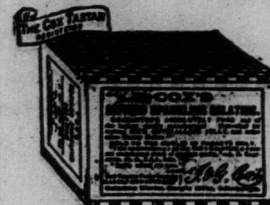
Perfection Cream Sodas

draw and hold trade

THE Mooney Biscuit & Candy Company, LIMITED,

Stratford, - Canada.

YOUR CUSTOMER



May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:

C. E. Colson & Son, Montreal
D. Mason & Co., "
A. P. Tippet & Co., "

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

THE CANADIAN GROCER

ITEMS OF INTEREST.

Samuel Ling, Winnipeg, has sold out. Thomas W. Pearson, Blenheim, has sold out.

W. A. White, Regina, is selling off his grocery stock.

W. E. Farrow, Killarney, is succeeded by A. D. Carduc.

G. P. Nadeau, general merchant, Stanfoff, is dead.

P. J. Letourneau, St. Eustache, is succeeded by Letourneau & Co.

A. Cameron, general merchant, Rocanville, is retiring from business.

Gregoire & Frere, St. Hyacinthe, have dissolved, Joseph Gregoire continuing.

Turner & McMichael, millers, Melfort, have dissolved, J. A. Turner continuing.

PERSONALS

Frank Stafford, of Barry's Bay, was in Montreal for the holidays.

B. E. Miller, of the Red Rose Tea staff, is spending his New Year down East with the folks at home.

James Blair, who represents Red Rose Tea in the eastern half of Toronto, spent his holidays at his home in London.

Mr. Cochrane, representing the Quaker Oats Company, in Montreal, has returned from a trip to the offices in Peterboro.

S. Hustwitt, in charge of the Winnipeg branch of Red Rose Tea, and H. R. Arnold, one of the Western representatives, are on their semi-annual visit to Toronto.

Stanley Hogarth, son of W. I. Hogarth, of Tillsonburg, the leading merchant of that town, was in Toronto last week and spent some time with his friend, Manager Campbell, of Red Rose Tea.

J. H. Boyd, who recently joined the Red Rose Tea selling staff, has returned from a month's visit to head office, St. John, and is now on his first trip in his new territory, Ontario, west of London. Mr. Boyd returned from St. John fired with Red Rose enthusiasm, having got an insight down there into the extent of the business.

V. T. Cartwright, special ambassador of the E. W. Gillett Co., Ltd., in Newfoundland, has received an unique reminder of the festive season in the shape of a post card. Decorated with cuts from the E. W. Gillett Co.'s price list and profusely decorated with holly, mistletoe, etc., and signed by each of the employes of T. & M. Winter, of St. Johns, Nfld., the largest wholesale grocers on the Island, the design of the card is the work of one of Messrs. Winter's office staff. In the centre is the following:

May your troubles be few, may you sell lots of blue,
 Magic soda, cream tartar and lye;
 May you tell to us later your sales were ne'er greater,
 When we meet in the sweet bye and bye.



IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

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

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

45 HIGHEST AWARDS
 In Europe and America

Walter Baker & Co., Ltd.

The Oldest and
 Largest Manufacturers of

PURE, HIGH GRADE
COCOAS

AND

CHOCOLATES



Registered,
 U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.
 TORONTO, ONT.

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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

A Sure Source
 of Success

Place Nicholson's Mince Meat on your order sheet to-day and you take out an insurance policy guaranteeing a prosperous and successful year. The people want the best their money will buy. They insist on purity and quality. Better phone or write now regarding

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



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

PROSPERITY
IN THE
OLD YEAR
AND THE
NEW

Some Views and Interviews

Some expressions of opinion or feeling by men doing business throughout Canada are not out of place at the start of a new year.

Geo. E. Bristol, Hamilton, writes:

"Last year was a very satisfactory one in the grocery business. The markets have been firm and in most lines steadily advancing. It is much easier for both wholesaler and retailer to get a profit under such conditions than when the market is wavering or actually drifting backward. The raisin and currant situation has been extraordinary and the sale of these articles has been much curtailed by the high prices.

"The most annoying feature of the year's business was the unprecedented delay by the railways in the forwarding of goods. The delay has often been serious and affected both the arrival and departure of goods inconveniencing wholesaler and retailer alike. I understand, however, that the railways are making every endeavor to overcome the difficulty and that next year we shall not have the same trouble.

"With regard to the future, we look forward to a year of great business activity and success. Ontario is very prosperous and the opening of Northern Ontario and the rapid development of the Canadian West, in which we all must share, will increase that prosperity."

President of the Guild.

Albert Hebert, of Hudon, Hebert & Co., Montreal, said: "The year 1906 has been very good for us in a business way. Our only real trouble of magnitude was the congestion of traffic on the railways. This bothered us a great deal and interfered with smoothly running business. Especially did it hurt the Christmas rush. Goods harvested in September and October are not obtainable at any other season, and so we could take no precautions. The result was that many houses lost money through not being able to obtain their goods in time for the holiday trade. Otherwise everything during the year was most satisfactory. As far as I can see there is every prospect of continued good trade in 1907. Business is very sound now and I see no reason why it should not continue so."

Some Things to Fight.

George Forbes, Montreal: "The turnover was larger than last year, but prices have been cut below market value and while there was an excellent chance for the retailer and the jobber to make money, they were prevented from doing so by this price cutting. Then again, there was constant duplication of standard goods, which was very nasty for the trade. An article was put on the market, and would in no time be duplicated by another firm, the only differ-

ence between the two being in the style of package. I think, however, that 1907 will prove a good year to the trade. It would certainly be a blessing if we could find a remedy for these existing evils."

Here's Good Advice.

Wm. Dobie, general manager and treasurer of the E. W. Gillett Co., Ltd.:

"Speaking generally, in regard to business of this company may say it could not be in a more satisfactory or flourishing condition. The year just about ended, from present indications, will be by far the best in the history of this business in Canada. All Canadians have a great deal to be thankful for and we like all others are hoping that the good times will continue for many years yet. To make a real success, all business concerns connected in any way with the grocery line should by all means advertise in "THE CANADIAN GROCER."

"We wish yourselves, your advertisers, subscribers and everyone a Happy and Prosperous New Year."

Be Cautious and All's Well.

L. E. Geffrion, manager, L. Chaput, Fils & Cie, Montreal:

"Business has been very satisfactory with us, and we have every reason to believe that 1907 will be equally as good. There may be some little reaction in prices, some may be a little lower, while again they may be higher in other lines. The great thing is to be cautious, in fact it is one of the keynotes of success in business. For the present we see no reason why we should not make a successful year of 1907."

Situation in a Nutshell.

S. J. Mathewson, of Mathewsons Sons, Montreal:

"We will see higher prices for tea in the early part of 1907, of that I am morally certain. Dried fruits are likely to be steady in price. Sugars are likely to go up. I think there will be a good sale for syrups and molasses owing to the fact that butter and lard are selling well. Cheap jams are likely to be much in request also. All lines of canned fruits will, in my estimation, sell at very fancy prices.

"As for the past year, I will sum it up in a nutshell for you—"The man who had the goods made the money."

Fruit as a Food.

W. H. Despard, manager White & Co., Toronto and Hamilton, writes:

"That fruit is no longer a luxury is evident by the magnitude to which the business has attained in the past few years, showing plainly that every day consumption is becoming general. Science in producing and good transportation have combined to regulate constant supply throughout the year. Perhaps the greatest factor in producing good results is the private car lines, refrigerator cars owned and operated by the Armour people, Santa Fe Railroad and others less important, and while it has become a monopoly practically, and for that reason very much condemned, yet the wholesale importing fruit trade owes its successful existence to this service.

"These cars are specially built to resist heat or cold and convey fruit in either Winter or Summer from coast to coast, and lay it down at our doors in perfect condition. In Summer, icing stations are maintained at various points and cars are kept constantly charged with ice. For this icing service an ad-

ditional charge of about \$80 per car is levied on cars from California, bringing the total freight and icing charges on a single car of oranges to about \$400. One has to look back but a few years in Toronto to see a car of bananas last the city a week, while now during the summer season forty cars per week are often imported. The steady increase in the population is assisting largely in the increased consumption, and while the more staple lines such as oranges, lemons and bananas have increased largely, yet the public are clamoring for other and more delicate lines, such as grape fruit, grapes from Spain, tangerines, pineapples, tomatoes cantaloupes, California peaches, pears and strawberries.

"The first mentioned perhaps deserves comment, the classification under the tariff being "Shaddock." The term "grape fruit" is a misnomer. It is derived from the manner of growth on the tree, the fruit hanging in clusters of eight or ten fruit, resembling a huge bunch of grapes. Occasionally shippers very kindly enclose branches from the trees of "grape fruit" and tangerine oranges, which convey a splendid idea of their natural growth on the trees. The grape fruit is universally a breakfast fruit. It has a slightly bitter taste, but when one becomes accustomed to it he is a confirmed user. Its medical qualities are very great.

"The future of the fruit and produce business is very bright. Unlimited capital, and the best brains on the continent are allying themselves in its development. In other words it promises in the near future to supplant meat products to a large extent as the every day food of the masses, which will produce a healthier and sturdier race.

"We must not overlook the large and growing fruit interests. At our own doors rapid strides are being made in the right direction, and our own orchards and vineyards, growing and marketing large quantities of the finest, most perfectly-flavored fruits, will in a few years be able to completely supply the home markets, during their season, which we regret is only too short."

Economic Value of Cocoa and Chocolate

Jno. W. Cowan, president of the Cowan Co. writes:—

"Although many people are somewhat familiar with both cocoa and chocolate, as it is in almost daily use in one form or another, very few people are aware of its great economic value and how important it is as a food product, in our daily life. There is also a great confusion of ideas as to what cocoa and chocolate really are, many people thinking that they are a product of the cocoanut. Cocoa is an entirely different article, but like the cocoanut, is grown in nearly all tropical countries. The richness of the bean making it one of the most nutritious foods known in the whole dietary list. Nothing can describe this better than the following quotation from Baron von Liebig, one of the greatest authorities on dietetics in the world, he says:

"It is a perfect food, as wholesome as delicious, a beneficent restorer of exhausted power; but its quality must be good, and it must be carefully prepared. It is highly nourishing and easily digested, and is fitted to repair wasted strength, preserve health and

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THE CANADIAN GROCER

prolong life. It agrees with dry temperaments and convalescents; with mothers who nurse their children; with those whose occupations oblige them to undergo severe mental strains; with public speakers, and with all those who give to work a portion of the time needed for sleep. It soothes both stomach and brain, and for this reason as well as for others, it is the best friend of those engaged in literary pursuits."

Better Pork Products Wanted.

F. W. Fearman Co., Hamilton:—
Trade during the closing year has been marked by a distinct increase in the Canadian home trade, and especially for the higher class of goods manufactured by this firm; including hams, bacon, and lard. Some lines of meats that were in general use a few years ago are now altogether uncalled for, and other lines that were in very little demand are now very much asked for.

"There is also an increasing demand for lard put up in package form, and which we think is a very desirable means for transmitting the goods from the manufacturer to the house of the consumer.

"We are pleased to see the bright face of the Canadian Grocer every week in our office, and wish you all the compliments of the season."

SLOAN MEN DINE.

Annual Dinner at the St. Charles—A Silk Umbrella.

The annual dinner of John Sloan & Company's Travelling and Sample room staff was held the other evening at the St. Charles Cafe, Toronto, and was the



Major Sloan.

occasion of some oratorical outbursts that surprised even the genial and self-possessed head of the firm. Those pre-

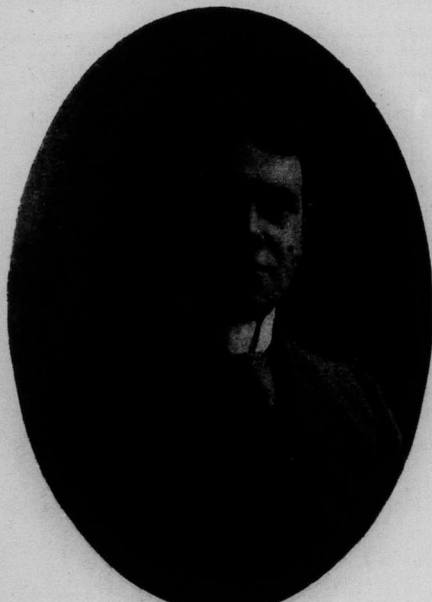
sent were: Major John Sloan, Chas. Parsons, F. M. Tait, J. B. Mayled, W. H. Maxwell, H. Brett, P. H. Brown, F. Bone, F. M. Sloan, A. Armstrong, Geo. Sanderson, W. M. Cole, J. H. Burton, H. G. Elliott, J. R. Smith, John Hayden.

The company sat at a round table, so that there was no head or foot. Major Sloan told how the year's business had been the largest in the firm's history, and paid a high tribute to the efficiency of the men who sold the goods. The chair was filled by Chas. Parsons, whose services with the firm have extended over 25 years. A feature of the occasion was a presentation to Frank Sloan of a silk umbrella by the travelling staff. Mr. Sloan replied in fitting terms.

DRUMMERS' SNACK CLUB.

An Evening of Business and Pleasure Arranging Summer Picnic.

The annual general meeting of the Drummers' Snack Club was held on



President, J. W. Charles.

Thursday last, Dec. 27, at the King Edward Hotel. John W. Charles, president, was in the chair, and a representative body of members was on hand.

The main subject for deliberation was the regular summer outing at Alton, to be held on July 27 and 28, and plans were discussed for making the meeting bigger and better than ever.

When it was felt that the serious part of the programme had occupied enough consideration, the drummers turned their attention to other matters, and a generally enjoyable time was the result.

The officers present, in addition to the president, were Charles Irvine, treasurer; Dr. Algie, home secretary, Alton; M. P. Malone, Hamilton secretary; F. C. Hunt, Toronto secretary. Among the members were B. R. Bowles, Col. Stoneman, Will G. White, Peter Smith, Wm. White, Wm. Colville, Sol. Walters, E. R. Bowles, James Hooper, Charles Smith, Bay Hill, Wm. Meen and Ernie Clark.

TRADE NOTES.

W. E. Stafford, Brantford, has sold out.

Moore & Milne, Lake View, have dissolved.



Secretary, F. C. Hunt.

McDougall & Secord, Edmonton, have sold out.

Choquette & Dupuis, Montreal, have dissolved.

Ethel Downey, grocer, London, has closed out.

A. Dumont, Montreal, is succeeded by L. W. Chaput.

Mrs. G. W. Weeks, grocer, Vancouver, is selling out.

Henry Rotz, general storekeeper, Highgate, Ont., is dead.

A. Blondeau, general merchant, Black Lake, Que., is dead.

McKibbin & Heney, Eardley, Que., have been burnt out.

A. Wilson, general merchant, Carroll, has removed to Hayfield.

Joseph Howard, Cochrane, is succeeded by White & Bayne.

Calvert & Wilson, Treherne, are succeeded by Samuel Calvert.

The Davidson Trading Co., Davidson N.W.T., is being incorporated.

G. H. Murhard's general store at Whitewater, B.C., was burned.

D. A. Decosse & Co., of D. A. Decosse & Co., grocers, Hull, is dead.

David Laporte, Warren, Ont., is selling his general store by auction.

Antoine Carrier, of A. Carrier & Fils, general merchants, Levis, is dead.

Charles Steer, general storekeeper, Mount Brydges, Ont., has sold out.

R. T. Holman, of B. T. Holman, Ltd., general merchants, Summerside, is dead.

A. McDonald has opened in the wholesale grocery business in Grand Forks, B.C.

Marcel Agarand, general store, Forget, N.W.T., is succeeded by Anaise Agarand.

FRUITS, VEGETABLES AND FISH

New Messina Lemons in Great Demand—Storms Damage Jamaica Bananas—
Best Christmas Fruit Trade in Years, Say Dealers.

Reports from Palermo, Sicily, state that the first cargo of this season's crop of lemons for America left there on Dec. 18. The crop will be double that of last year, but prices are expected to be about 30 per cent. higher, as large sales have already taken place. The fruit is especially in demand among the manufacturers of citric acid. Many recent orders have been only partially filled. Storms in Jamaica have caused serious damage in the banana districts of the island and it is probable that deliveries of this fruit also will be affected.

"The best Christmas fruit business in recent years" is the verdict of both wholesalers and retailers concerning the season just past. Oranges were the main feature. Dealers who ordered stock intended to cover both Christmas and New Year's trade were compelled to repeat in order to meet the demand for fruit for the second holiday.

The Christmas vegetable trade was entirely satisfactory, but the demand for January 1st was none too good.

In the fish market reports from the east, especially Newfoundland, indicate that the prevalent mild weather makes the outlook for frozen herring somewhat unfavorable.

With the exception of fruit, prices are little changed.

MONTREAL.

GREEN FRUITS—Activity in this market is limited now that the holidays are over. Some business is being done, but not very much. Oranges and lemons are in good demand at current prices. Bananas are in good request, but supplies are short.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 50	1 50
" jumbo	1 35	1 35
Cocoanuts, per bag of 100	4 25	4 25
Pineapples, crate	4 50	4 50
Kumquats, box	0 20	0 20
Mandarines, box	1 00	1 00
Tangerines, half box	2 50	2 50
Egg plant, doz	2 50	3 00
Apples, bbl	3 50	5 00
New lemons	3 25	3 25
Pears, per half box	2 75	2 75
Mexican oranges, box	2 65	2 65
Cal fornia oranges, new navels	3 50	3 50
Jamaica oranges, per bbl	5 00	5 00
Jamaica oranges, per box	2 65	2 65
Florida oranges, box	4 10	4 10
New figs, per lb	0 08	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl	8 00	8 00
Florida grape fruit, box	4 50	4 50
Jamaica grape fruit, box	3 75	4 00
Almeria grapes, per bbl	2 50	6 00

VEGETABLES—Several new lines are quoted this week, including green peppers, which are again on the market, this time in crates instead of half barrel baskets as a couple of months ago. Dealers ask \$6 a crate. There is very little new in the market. New potatoes are quoted 6c. a pound, or \$8.50 a barrel. Florida tomatoes are offering at \$6 a crate. Spinach is advancing week by week, \$5 now being obtainable. It is said that the crop in the States was frozen, which will have the effect of sending up prices, if true.

Parsley, per doz. bunches	0 75
Sage, per doz	0 60
Savory, per doz	0 60
Montreal cabbage, per doz	0 50
California tomatoes, crate	2 25
Florida tomatoes, crate	8 00
Turnips, bag	0 75

Water cross, large bunches, per doz	0 75
Lettuce, per doz	0 50
Boston lettuce, per doz	1 15
California calery, crate	6 00
Endives, lb	0 28
Spinach, per bbl	5 00
Cucumbers, per doz	3 00
Celery, per doz	0 25
Potatoes, per bag	0 90
New potatoes, lb	0 06
Jersey sweet potatoes, basket	8 50
Spanish onions, crate	2 50
" 56 lb cases	2 50
Red onions, bbl	3 50
B-eets, bag	0 75
Green Peppers, crate	6 00
Carrots, bag	0 90
Wax beans, per basket	7 10
Green beans	7 50
Mushrooms, lb	1 00
Horseshoe, lb	0 15

FISH—There has been no change in fish prices since last week. Business is fair to medium, the holidays having the effect of keeping down trade more or less. Oysters are selling well at prices quoted, while demand for other lines is sufficient to keep fish merchants from being altogether idle.

Fresh and F.rozen Fish.	
Fresh haddock, express, per lb	0 03 1/2
Halibut	0 09
Grass pike, round	0 06
Grass pike, dressed	0 06 1/2
Market cod	0 03 1/2
Steak cod	0 04 1/2
Mackerel, large	0 11
Dore	0 08 1/2
Whitefish	0 08
Small sturgeon	0 08
B. C. salmon	0 09
Qualla salmon	0 07 1/2
Smelts	0 19
New tomocods, bbl	1 0
Sea herrings, large, per 100	1 90
Smoked and Salted—	
St. John haddock	1 25
Haddies, in 15-lb boxes, per lb	0 08
Smoked herring, per lb	0 12
Yarmouth haddock, box	1 25
Skinless cod, 100 lb. cases	5 50
Boneless, 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05 1/2
Boneless fish, 25-lb., boxes, per lb	0 08
No. 1 salt eel	0 08
Dry cod in bundles	6 50
Oysters—	
Standards, bulk, per imp. gal	1 50
Selects, bulk, per gal	1 70
Oyster pails, pinta, per 100	1 00
" quart	1 25
Oysters, Malpeques, bbl	9 00
Pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" " per half bbl	3 25
No. 1 N.S. herring bbls	5 00
" half bbls	3 00
No. 1 Mackerel per pail	1 75
No. 1 Lake Trout, 100 lb. kegs	5 00
No. 1 Sea trout, 100 lb kegs	5 50
Labrador salmon—	
" " in bbls	12 50
" " tierces	18 10
" " in 1/2 bbls	7 00
Small	5 50
New turbot, bbls 200 lbs	10 00
Pickled sardines " bbl	5 50
" " h'l bbl	3 00

TORONTO.

FRUITS—Several quotations are altered slightly this week. The New Year's trade is of course not nearly so heavy as that before Christmas, but a good business is being done.

Oranges, Jamaicas, per bbl	4 51
" " per box	2 75
" Florida, 12 1/2-21 1/2	3 25
" Mexican, 12 1/2-25 1/2	3 55
" Tangerines, half box	2 50
" Valencias, 420's and 714's	4 50
" navels, 95's, 250's	3 00
Grape fruit, 46's 80's	3 00
Lemons, California, boxes	4 00
" Messinas, 300's-380's	2 75
Limes, per crate	4 25
Pineapples, Florida, 30s and 24s	2 00
Apples, snows	2 00
" Spies	2 00
" Baldwins	2 00
" Greenings	2 00
" Kings	2 10
Bananas, per bunch	1 50
Red bananas per bunch	3 50
Grapes, Almeria, per barrel	6 50
Chestnuts, per peck, \$1.50 to \$1.75 per bush	5 50

From now to the end of the season you may look for

PRIME ORANGES

Navels are arriving, high colored, sweet and juicy. They have now reached their proper condition. Floridas and Mexicans were never better, and the consumption of Oranges should be large as prices are reasonable and the fruit is delicious.

Our last cargo of Lemons has arrived, and the fruit is first-class in every respect. Our turnover is large, and we keep no old stock on hand.

Your orders filled from fresh arrivals always. Let us have them.

Full lines of other goods.



TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO. INGERSOLL

ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.
Oakville, Ont.

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Potatoes, De.	
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Sweet potato	
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Onions, Spani	
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" Yello	
" Cana	
Cabbage, new	
Beets, new, p	
Carrots, Cana	
Lettuce, per d	
Lettuce, Best	
Green onions,	
Radishes, Can	
Cucumbers, h	
Mushrooms, i	
Beans, white,	
" "	
" Lima, p	
Watercress, p	
Tomatoes, Cal	
Peppers, per b	
Parsley, per d	
Turnips, per b	
Mint, per doz	
Celery	
Squash per d	
Vegetable mar	
Leeks, per doz	
Pumpkins, per	
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Sage, savory, t	
Oyster plant, r	
Artichokes, pe	

FISH—
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Fresh halibut	
Haddock, fresh	
Fresh cod, per	
Fresh lobsters,	
Shrimps per ga	
Whitefish, per	
Salmon trout,	
Clasoes, per b	
Striped bass, p	
Blue fish, per l	
Fresh mackere	
Home cured bl	
Eastern salmon	
Finnan haddie	
Oysters, per ga	
Labrador henni	
Frozen Halibut	
Sea herring, p	
Pink Salmon, i	
Red	
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Cranberries, per barrel.....	11 04 12 00
" " crate.....	3 75 4 00

VEGETABLES—Vegetables show little change in prices from last week's quotations. Radishes are more plentiful and somewhat cheaper.

Potatoes, De. awar. s, per bag.....	0 85 9 00
" Ontario.....	0 75
Sweet potatoes, per barrel, 10 pks.....	2 25 2 75
" per basket.....	0 50
Onions, Spanish, per large case.....	2 50 2 75
" small case.....	0 90
" Yellow Danvers, bags.....	1 15
" Canadian, per bag.....	1 10
Cabbage, new Canadian, per bbl.....	1 25
Beets, new, per bushel.....	0 40 0 50
Carrots, Canadian, per bushel.....	0 40 0 50
Lettuce, per doz. bunches.....	0 35 0 40
Lettuce, Boston, large, per doz. heads.....	0 90 1 00
Green onions, per doz.....	0 50
Radishes, Canadian round, per doz.....	0 50
Cucumbers, hot house, per doz.....	1 75
Mushrooms, imported, 1-lb. boxes, per lb.....	1 00
Beans, white, prime, bush.....	1 50 1 60
" hand-picked, bush.....	1 65 1 75
" Lima, per lb.....	0 06 0 06 1/2
Watercress, per doz bunches.....	0 25
Tomatoes, California, per crate.....	2 75
Peppers, per basket.....	0 25
Parsley, per doz.....	0 20 0 25
Turnips, per bag.....	0 35
Mint, per doz.....	0 15 0 20
Celery.....	0 40 0 50
" California, per case, 6 1/2 and 9 doz.....	5 50
Squash per doz.....	1 00 1 25
Vegetable marrow, per doz.....	0 35 0 50
Leeks, per doz.....	0 25
Pumpkins, per doz.....	0 75 1 00
Oltrons, per doz.....	0 75 1 25
Paranipe, per bush.....	0 50
Sage, savory, thyme, etc, per doz bunches.....	0 10
Oyster plant, per doz bunches.....	0 40
Artichokes, per bag.....	1 00 1 25

FISH—Fish quotations are little altered. There is a splendid assortment on hand, and a fair trade passing.

Fresh halibut.....	0 18
Haddock, fresh caught, per lb.....	0 06 1/2
Fresh cod, per lb.....	0 08 0 09
Fresh lobsters, boiled, per lb.....	0 20 0 25
Shrimps per gal.....	1 25
Whitefish, per lb.....	0 10 0 12
Salmon trout, per lb.....	0 09 0 10
Oscoes, per basket.....	1 25
Striped bass, per lb.....	0 15
Blue fish, per lb.....	0 10
Fresh mackerel.....	0 20 0 25
Home cured bloomers, per basket.....	1 25
Eastern salmon, per lb.....	0 20
Finnan haddie, per lb.....	0 09
Oysters, per gal.....	1 50
Labrador herring, per half bbl.....	3 00
" " bbl.....	5 50
Frozen Halibut, per lb.....	0 10
Sea herring, per lb.....	0 04 1/2
Pink Salmon, per lb.....	0 09
Red.....	0 10
Fancy Manitoba white fish, per b.....	0 12
Smelts, No. 1, per lb.....	0 10
" extra, per lb.....	0 15
Lake Superior herrings, per lb.....	0 04

GOOD THINGS FOR GILLETT STAFF.

A feature of the Christmas holidays with E. W. Gillett Co., Ltd., Toronto, was the presentation of a gold piece to every employe. The value varied according to the length of service and position held by the employe. The pleasant innovation was much appreciated by the recipients.

On Friday last Mr. Wm. Dobie, General Manager and Treasurer, entertained the traveling and office staff with a dinner at the King Edward Hotel and afterwards to a theatrical treat at Sheas.—The Grocer was kindly included among the guests and appreciated as did all present, the enjoyable entertainment. It has been Mr. Dobie's custom annually to bring "the boys" together for an evening's outing. May the precedent be maintained.

Over 35,000 turkeys will be shipped to the West from London this season, giving that city second place to Montreal as a distributing centre for poultry in the Dominion.

WITHOUT A PEER

The Famous Bronco Brand Navel Oranges

Finer and Better than ever. This brand has stood the test of ten years. We stake our reputation on this high-class brand.

Grown on the celebrated Redland Heights. They possess a flavor and texture not found in other brands. They cost slightly more per box, but every orange means added satisfaction to your customer and brings you repeat business.

WHITE & CO., Limited
SOLE AGENTS
HAMILTON TORONTO

A NEW LEAF

Do you need to turn one, Mr. Grocer? If you handle "St. Nicholas," "Home Guard," "Kicking" or "Puck" you don't (in Lemons)—otherwise you do. A trial box will convince you.

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

Oranges, Navels, Mexican

Write us for special prices

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

DON'T let your stock run too low on **FANCY ORANGES, LEMONS, GRAPES, NUTS, ETC.**

We also have car **FANCY BANANAS** this week.

Phone or mail us your orders, we will catch first train

HUGH WALKER & SON GUELPH ONT.

SPECIAL FOR HOLIDAY TRADE

1 Car new crop California Seedless Oranges, and Winter Nellis Pears, "STEWART FRUIT CO.'S PACKING."
2 Cars Florida Oranges, Grape Fruit, and Tangerines, "CHASE & CO.'S PACKING."
2 Cars Oranges, Grape Fruit, Tomatoes, Pineapples, Cucumbers, Green Peppers and Egg Plant from the frostless regions of Nassau, the Bahamas.

Our prices are consistent with good quality. Give us your orders.
YOURS VERY TRULY,

MONTREAL FRUIT EXCHANGE, 195 McGill Street, MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN

BELLEVILLE and BOWMANVILLE
ONT. ONT.
DRIED APPLES
Highest Prices paid.

NOTES.

Fraser & Whitton, grocers and provision dealers, Deseronto, have discontinued.

The assets of J. W. W. Lamb, Montreal, and J. H. Trudel, of the same city, have been sold.

Dewitt Bros., grain and produce, Fairville, N.B., and John S. Ferguson & Sons, Newcastle, have been incorporated.

Fire recently damaged the grocery store of Hatt, Morrison & Co., Ltd., Fredericton. Guy S. Humphrey, coffee, etc., St. John, also suffered loss by fire.

P. Daoust, the progressive Montreal grocer, and ex-president of the Retail Grocers' Association, has put in a splendid new Toledo scales in his store, 1830 St. Catherine St.

St. Charles Cream is being demonstrated in the grocery department of Carsley's department store, Montreal. W. H. Halford, of H. S. Ewing & Sons, agents, reports good sales for the family and hotel size tins. Ewing's coffees are being demonstrated at the same time.

H. W. WILSON CO., Limited

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG,

CANADA

INTRODUCTION

TO THE

Canadian Fruit Trade

Gentlemen, We, mindful of the present prosperity and future greatness of Canada, intend to devote our energies and our 34 years' experience of the world's fruit-markets, to a more thorough exploitation of Canadian requirements.

WE WANT TO SELL

to a FEW good, hustling, well-connected, and reliable distributing houses in each market centre.

FRUIT Green & Dried

not ordinary fruit, but

EXTRA SPECIAL QUALITY

such as your customers want, such as sells at sight, and brings repeat orders.

ORANGES, LEMONS, GRAPES, TURKEY FIGS, NUTS, ALMONDS, DATES, MUSCATELS, ETC.

C. and F. prices arranged for car lots.

What we don't know about Fruit, isn't worth knowing. Your inquiries are invited.

FRED^K. FISHER & SONS

St. Magnus House, Monument St
LONDON, ENGLAND

We Would
Like to See

you order our

Pure Apple Cider

We know you can
with great ease
retail it.

Write for proposition.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.

LOBSTER PACKERS
HALIFAX, N.S.

Shippers of

Live, Boiled and Canned Lobsters
and Dry and Pickled Fish

CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass
Jars a Speciality.

Choice Creamery Butter in Tins,
all sizes, 1/2-lb., 1-lb., 2-lb., 5-lb.,
10-lb. and 25-lb., and Kegs for
Export.

CORRESPONDENCE SOLICITED

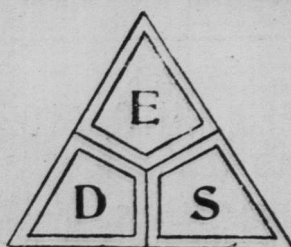
J.V. DE YBARRONDO & CO.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLED
R ^o ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &c
EXCELSIOR	
EXCELSIOR FLOR	

BORDEAUX FRANCE

Shippers Also of

All Canned
Vegetables,
Pure White Wine
Vinegar,
Clarets, Brandies
and Champagnes.



Can You Hold a Paying Trade By Supplying Inferior Goods?

Most Grocers are keenly alive to every factor that will bring in more business and that is why most Grocers feature

"E.D.S." BRAND Jams and Jellies

There are no other jams and jellies manufactured in this wide Dominion, either as pure or as good, and we'll be pleased to mail any sceptic Government documents proving our assertion. The trade that pays demands "E.D.S." BRAND JAMS AND JELLIES all the time.

Order from any of the below-mentioned:

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

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



SHIP TO US

We pay highest market prices for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,
HAMILTON

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

**Largest Packers of Sea Foods on
North Atlantic Coast.**

Packers of

Celebrated

**"Halifax"
"Acadia"
"Bluenose"**

Brands of
**Prepared
Boneless
Codfish**



**Packed in
clean original
packages.**

**The
Trade-Mark
of quality on
every package.**

**Sold by
grocers every-
where from
Atlantic to Pacific.**

SEND FOR PRICE LIST

ATLANTIC FISH COMPANIES, Limited

Head Office: **LUNENBURG, N.S., Can.**

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

—SCOTIA BRAND—

BONELESS CODFISH

2-lb. Wooden Boxes, 12 to a crate

SCOTIA TABLETS

20-lb. boxes of 1-lb. tablets.

—H. F. CO.—

1-lb. wooden boxes 24 to crate

Purest Atlantic Codfish and absolutely boneless

PACKED BY

HALIFAX FISH CO.

LIMITED

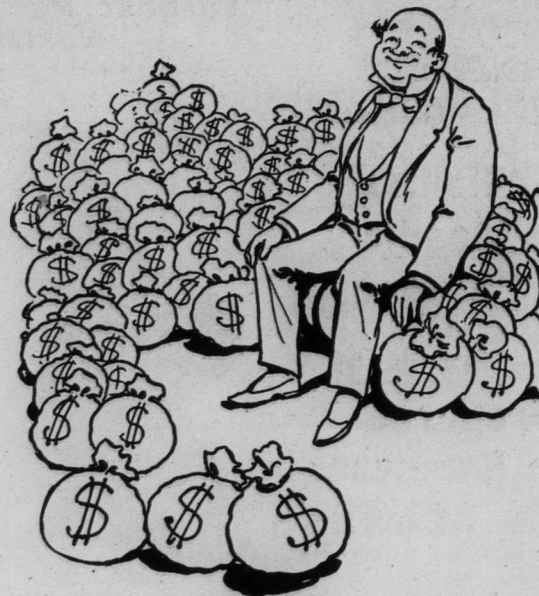
HALIFAX, - - N.S.

We are starting on a New Year
and we want your orders for

Fish and Oysters

It means dollars and satisfaction to you by placing your orders with a house which deals exclusively in Fish and Oysters. Lots of **Trout, White, Herrings, Salmon, Halibut, Smelts, Haddock.**

Send for Price List if not receiving one.



The F. T. JAMES CO., Limited

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street

Toronto

6 Reasons for Buying and Selling King Oscar Sardines

- 1 KING OSCAR SARDINES are packed from the choicest fish.
- 2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.
- 3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.
- 4 KING OSCAR SARDINES are boneless and scaleless
- 5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.
- 6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

DELICIOUS KIPPERED HERRING

We have the Best
Pack that was ever
placed on the Canadian market.

Ask your Wholesale Grocer for the

**"BRUNSWICK
BRAND"**

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

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INSPECTION OF CANNED APPLES

Glasgow Correspondent says Government Supervision is Necessary in the Interest of the Trade—Canada the Orchard of the Empire.

George Guest of Glasgow, dealer in American and French food stuffs, inclosing an article from the Glasgow Record headed, "Orchard of the Empire, the Boom in Canadian Apples," writes to the editor of the Canadian Grocer:

The writer of this article attaches considerable importance to the way in which the grading and shipping of fresh apples has been supervised by the Canadian Government, and as stated in the article, any barrel which does not conform to the brand is not allowed out of the country. Now, what about canned apples? There is no uniformity about the gallon cans of apples shipped from Canada, and it appears to be no one's business to look after the grading and packing of these. During last season, I imported from Canada, 15,000 cases of gallon tins and more than 10 per cent. were of very poor average quality, and 1,500 or 2,000 cases were light weight, averaging about 3 3-4 or less of apples per gallon tin, while United States apples average 4 1-2 lbs. per gallon can.

In the interest of the trade with this country, the Government should control the shipping of canned apples as well as of fresh apples in barrels. Two shipments of gallon tins arrived at this port, the quality of which was so bad, owing to blown and defective tins, that a large proportion of the shipment was carted away by the sanitary officials as unfit for food.

As the packing season is now approaching, it would be in the packers' interest to give this matter attention.

Yours, etc.

George Guest.

The Orchard of the Empire.

The article from the Glasgow Record follows:

Canada has long been known as the "Granary of the Empire;" and the vast Dominion is quickly justifying its claim to be designated also as the "Orchard of the Empire."

At present the demand for the apples of Canada is so great that the Anchor, Allan, and Donaldson Lines of steamships cannot bring over the fruit quickly enough.

Glasgow is, of course, the distributing apple centre for all Scotland and the North of England. Only the other day a Newcastle firm purchased no fewer than 10,000 barrels, and the demand for supplies from other quarters was so great that the prices jumped up on an average from 4s. to 6s. per barrel. Greenings, which could be purchased on Monday at 12s. the barrel, went up to 16s. on Tuesday, and the other qualities rose in proportion.

"The growth and development of the Canadian apple trade," said Mr. Malcolm Campbell, of the well-known Glas-

gow firm of that name, to a representative of The Daily Record and Mail, is perhaps one of the most surprising features in connection with our relations with the Dominion. Of course there is nothing like the money in apples that there is in grain. But certain it is that the apple industry is showing more rapid strides than any other in the Dominion."

Phenomenal Growth.

Mr. Campbell could not quite account for the phenomenally rapid development made by the trade in recent years, but he expressed the opinion that the adoption of a trade mark by the Canadian Government had had not a little to do with it.

"The head officials of the Agricultural Department not only watch the growth but the export of the fruit," he said. "When I paid a visit to Ottawa, the officials of the Department took me round the farms, showed me how the apples were picked and packed, and the result of what I saw then convinced me that we in this country owe much to the Government for the excellent condition in which the fruit arrives.

"Years ago we could not depend on what we were getting, though the apples at the top of the barrel were according to the quality demanded but now they are all of the same quality, and we receive a guarantee to that effect for every barrel which reads:—

"This barrel of apples is not topped, but is genuinely packed from top to bottom by our own growers."

"The officials at the ports act the part of policemen, and any barrel which does not conform to the brand is not allowed out of the country."

Finally, Mr. Campbell gave the interesting information that, although the crop in the United States this year is exceptionally heavy, British importers will have nothing to do with the States article. "All are tumbling over one another in their anxiety to secure Canadians."

Handling the Crop.

Latest mail advices show that the shipments of apples from the port of Montreal for the first week of October, were as follows:—

To	Barrels.
Bristol	1,264
Glasgow	16,585
Liverpool	17,168
London	1,860
Manchester	2,046

It seems that there is need for improvement in the marketing of the crop to the best advantage. There are hundreds of apple growers, says Professor Hutt of the Ontario Agricultural College, who can grow first-class fruit to

every one who can place it on the market when and where it will bring the best price.

The remedy for this state of affairs, and what is going to put the apple trade on a better business basis, says the Professor, is for the growers in each apple growing section to unite and form a co-operative association through which the grading, packing and marketing of the fruit may be accomplished.

During the past year a number of these associations have been formed in various parts of the Province, and the prices obtained by some of them for last year's apples have made the growers enthusiastic over this method of handling the crop.

Through such an organization, boxes and barrels can be purchased wholesale to better advantage than they can be obtained by single individuals; the grower can devote his whole attention to gathering the crop at the proper season and delivering it in good condition at the central packing house; the association relieves him of all care and responsibility in grading, packing, and marketing; and with this work in the hands of expert packers, the grade of fruit can be made uniform, and the packing can be done properly, which, in time, inspires confidence in the purchasing public.

In short, the co-operative system of handling the apple crop, under proper management, assures the consumer of a better product, and realises to the grower a greater profit.

GOLD STANDARD BONUS.

"The smile that won't come off" is illuminating the countenances of the employees of the Codville-Georgeson Co., Ltd., the Winnipeg wholesale grocers and manufacturers of Gold Standard goods, Winnipeg. The smile emanates from the fact that the firm this year distributed between \$4,000 and \$5,000 amongst its numerous employees in the form of bonus based on the yearly salary. In all, about 150 employees were made happy and everyone connected with the firm for the past three months or more was remembered. Each one was handed an envelope which contained a cheque and a gracious letter thanking them for their hearty co-operation in bringing an exceptionally successful year's business to a satisfactory ending.

The firm did not overlook the many people employed on its factory staff, where Gold Standard teas, coffees, baking powders, jelly powders, extracts, spices, etc., are manufactured and packed. A unique feature of the plan was the setting of a maximum bonus which granted the smaller salaried employes a larger amount proportionately than their more fortunate fellow workers.

S. D. Stewart, Montreal, Quebec, representative of the Heinz Co., Pittsburg, Pa., was a caller on The Grocer, Toronto, this week. Mr. Stewart was vention of the Heinz Company's travel on his way home from the annual coning staff. The Quebec trade for Heinz shows a very satisfactory increase and a steady growth.

REASONS FOR SUCCESS

There are always good substantial reasons for success and lots of Grocers attribute their success to the attention they have paid to their cigar counter.

If a Grocer features good cigars it's about as certain as anything can be in this world that he will build up a select and paying trade.

It would certainly astonish you if we gave you the big list of Grocers who feature

PHARAOH AND PEBBLE

cigars and it would astonish you more if we could print the nice things they say about them.

The Pebble is the best 5c. cigar ever sold in Canada. It is a high-grade, Havana-filled cigar and some Grocers sell it at 10c.

The Pharaoh is made from personally selected tobaccos. I guarantee it, and smokers say that this cigar is peerless.

I have a special help-the-Grocer Plan. Do you know about it?

J BRUCE PAYNE, Limited, GRANBY, QUEBEC

T. & B.—The Business Builder

T. & B.

The Grocer who does not carry a good supply of **T. & B.**—the far-famed pipe Tobacco—is assuredly ignoring a trade builder.

T. & B.

There are other tobaccos—good tobaccos—but the pipe lover who has once soothed his soul with the cool and fragrant excellence of **T. & B.** will have no other.

T. & B.

When business is dull you can depend upon it that the Grocer down the way is doing a fair trade.

T. & B.

She shops where she can get **T. & B.** for him.
Good Tobacco does sell more than Tobacco.
MORAL—Feature **T. & B.** Send off that order *now*.

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

HAMILTON, CANADA

A CONVI

Multiply
hundreds a

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THE CANADIAN GROCER

A CONVENIENT RULE FOR INTEREST.

Multiply the principal by as many hundreds as there are days, and for

4% divide by	90
5% "	72
6% "	60
7% "	52
8% "	45
9% "	40
10% "	36
12% "	30

Example. Interest on \$144.00 for 169 days at 5 per cent.; $144 \times 1.69 = 243.36$, which divided by 72 = \$3.38, the required interest.

Short Out Interest Rule.

To find the interest on any sum for six days at 6 per cent. per annum without figuring; Move the decimal point three places to the left. Example: What is the interest on \$1,574.35 for six days at 6 per cent.?

Answer: Six days' interest at 6 per cent. equals \$1.57.

THIS FIRM IS GETTING AHEAD.

Among the letters patent recently granted at Ottawa was one incorporating the Commission Export and Import firm of D. Rattray & Sons into a Limited Company, capitalized at \$500,000.

The firm of D. Rattray & Sons was organized in Quebec as a commission and warehousing firm in 1890. Their business developed so rapidly in its various lines that in 1903 it was deemed necessary to open an office in Montreal under the management of D. J. Rattray. The growth of the business since its Montreal office was opened has been phenomenal not only all over Canada, but the United States and Europe.

The firm act as sole Canadian representative of some of the most important European shippers of dried fruits, nuts, sugars, etc., and also handle the eastern Canadian business of Armour & Company, Chicago; DaCosta & Co., Barbados, for sugar, molasses, etc., and are large shippers to Europe and the United States of fish, oils, maple sugar, etc.

The firm has an office of its own in Montreal, Quebec, and Ottawa, and special representatives in practically every important centre in Canada, the United States, and Europe.

We commend the firm on their enterprise, and wish it continued success.

A PRESENTATION.

Before departing for their several homes for the Xmas holidays, the travelers and members of the office and warehouse staff of the Red Rose Tea branch, presented Manager Campbell with a handsome writing desk and chair (in mission oak) accompanied by a short address, to which Mr. Campbell responded most happily.

Mr. Campbell wasn't getting married; he attended to that long ago. The desk and chair were an expression of the hearty good will existing between the manager and the travelling staff.

This presentation was followed by another, in which Mr. Miller, on behalf of the travellers and office staff, presented

Miss Stevenson and Miss Tweedie, two popular members of the "Red Rose" office staff, each with a gold brooch.

TRADE NOTES.

The stores and offices of L. Chaput Fils & Cie., Montreal, were closed from December 29th until Wednesday morning, January 2nd.

George Small, of the Canada Maple Exchange, donated three hundred pounds of candy to the dinner being given by the Boys' Sunshine Club, of Montreal, to the newsboys.

Messrs. Connor Bros., fish dealers of Blacks Harbor, New Brunswick, are sending their customers and friends a very tasty calendar for Christmas, "The Bride" on her Honeymoon.

Hill & Berman, a couple of progressive young Montrealers, have opened a grocery store in the Montreal annex and are already beginning to make their presence felt in that part of the city.

Word has been received by the vice-president of the Ogilvie Flour Mills Company, F. W. Thompson, that all the machinery in the company's mill at Fort William had stood severe tests admirably.

Mrs. Jennie M. Isard, wife of E. A. Isard, manager of the Hamilton Vinegar Works Co., died at her home in Hamilton on Saturday evening, Dec. 22, in her 42nd year, and about twenty minutes after her father-in-law, John Isard, died at his home in the same city, in his 77th year. Mr. Isard was a native of Kent, England, and came to Canada about 50 years ago.

A very handy and neatly gotten up reduction table, to facilitate the reckoning in Canadian currency the cost of articles quoted in English shillings, has been sent out to many business men recently with the compliments of C. A. Chouillou & Co. Mr. Chouillou deserves credit for the manner in which the table is arranged. Among other things the card gives the correct pronunciation of the firm's name, "Shoeyou."

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

To all my customers I wish
a Prosperous and
Happy New Year

JOS. COTE,

IMPORTER AND WHOLESALE TOBACCONIST

Office and Store, 186-188 St. Paul St.
Warehouse, 119 St. Andrew Street

PHONE 1272 **QUEBEC**

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE RETAIL MAIL ORDER PROBLEM

Into many branches of the retail business the mail order problem is obtruding itself with an emphasis that cannot be ignored; in fact, the stage has been reached where a check must be put upon it if it is not to continue feeding upon business which logically belongs to the local merchant, until it first menaces the volume of profit which he should reasonably be able to count upon, and then claims and is accorded by the consumer a settled position in every local field throughout the country.

The retailer, must face the matter squarely and studiously. He knows that mail order business is hurting him, and that it is backed by publicity methods which give the consumer, wherever he may be, every opportunity to know the prices quoted, and the advantages which are claimed for the system. On application catalogues, printed at great expense, are sent to any address. This is supplemented by periodical circulars calculated to hold and develop the interest which the catalogue aims to create.

Day by day and week by week the mail order houses are conducting a campaign to educate the buying public to the view that goods can be purchased at much better prices from them than from the local retailer. This movement is directed by expert advertising men, and is as convincing as it is possible to make it. Each merchant knows, or should know, just how well the scheme is succeeding in his individual territory.

A Campaign of Education.

All the while that a systematic, skillful attempt is being made to cut into his business, by persistently telling the people that they can save money through purchasing from catalogue, what is the merchant doing to protect the place that rightfully belongs to him? It is obvious to any one who has followed the progress of the mail order houses across the line that the question is one calling for action, prompt and unanimous.

Unquestionably the mail order system is straight business, if the goods delivered are of the quality advertised. Admit that they are, and the problem must be approached as legitimate competition, which, like all competitive inroads into a firm's sales, must be eliminated as far as possible. Added to this are distinctive features which furnish the main ground upon which effective combative tactics can be based.

First of all stands the fact that the local merchant is the man on the spot; he has behind him the prestige of personal acquaintanceship with a great many of his customers, and his goods are there to be examined thoroughly before being purchased. In this is embodied, then, the fundamental principles from which to evolve a plan of attack.

Here we come to the very evident fact that individually merchants cannot pursue a policy that will work a great deal of good. They all have a common interest in the matter, and, therefore, association of ideas in formulating lines on which the campaign shall be operated, and co-operation in carrying it out, is the logical procedure. In many towns and cities the retailers have been

organized for the promotion of better local conditions, with a central body to deal with questions of wider scope. There is, perhaps, no problem of more lively importance, upon which the attention of the whole organization can be focused at the present time, than that relating to mail order competition.

The objective point would be the education of the consumer to patronize the home market in purchasing all classes of commodities.

Printed Page the Best Weapon.

The claims of the mail order houses are represented by the advertising matter which they distribute. The only way in which the local merchants can reach all consumers is by printed matter also. This would not be in the nature of catalogues or circulars, however, but well-written literature, setting down in direct, convincing terms the desirability of trading at home: the extent to which the prosperity of a community—and, consequently, of everyone resident in that community—is dependent upon the money earned there being circulated locally. Arguments along this line might take the form of simple lessons in economics. The scheme of business life is the interchange of values, and just as the activity in a given territory increases or decreases will the standing of the territory and the individual and collective prosperity of the populace rise or fall.

The scope for enlarging arguments in this direction is not by any means limited. Real good matter could be compiled, and with whatever form of follow-up literature might be decided upon, good results should accrue. Then the assistance of the newspapers might be enlisted. With the facts before him the local editor would willingly devote a good deal of editorial and news space to the publication of helpful items. Here, again, is illustrated the necessity for combined action, for where an organization could secure valuable and extensive co-operation from the papers the individual could not.

Organized Action Necessary.

The development of the subject should be handled systematically. In this way a public sentiment along the desired lines could be aroused and maintained. It would be better that the direct object of the campaign should not appear, for that would make the mail order system more conspicuous, and lead public thought into controversial channels. This is not desirable, and the greater aspect of independence borne by the movement the better. If such a course were decided upon the work would be directed by each retail association, or from the central body, and the expenses met by special assessment.

But the campaign must be carried much farther than that. Each merchant must conduct one within the confines of his own business, and endeavor to bring his facilities up to the very best degree of efficiency. Doing so, he may prepare a situation that will justify the claims made through the literature distributed.

The merchant should study how he is going to buy to better advantage than he has been doing. The saving that he

can accomplish means cheaper prices to his customers, and greater attraction to the home market. Cash discounts point out a way in which a good deal can be done. Many merchants will find that it pays them to borrow money from the bank to secure the discounts. This depends a good deal on how often stocks can be turned in the year. Merchants' associations should go into the matter exhaustively.

Personal influence is not to be ignored. The merchant will find it a great help in fighting mail order houses for him to know as many of his customers personally as possible. He should make his own prestige, and that of his store, stronger at every opportunity.

The question is a large one, and there are many points that would be revealed in discussion. The urgency of action must be apparent to every merchant who knows his field as he should, and in the meantime let each one give some serious thought to it, and find out just how far the mail order business has advanced in his district.—T. M. W.

VENTILATION OF SHOPS.

The proper ventilation of a grocer's store, or one where a miscellaneous stock is kept, is of the highest importance, and yet very little attention is paid to the subject. Show windows are filled with costly goods and then tightly closed, not a particle of air being allowed to circulate. Modern stores are, however, doing away with the enclosed windows, and thus getting rid of a great deal of trouble, besides saving a loss from the exposure of choice merchandise to the bad influence of confined air heavily laden with the evaporation from articles of different flavor. No small amount of damage is done to the stock by the store being closely shut at night. In the Summer the air is close and heated, while in the Winter time a furnace or stove is kept burning throughout the night, thus keeping the temperature to a high point. Fresh air is indispensable to the proper preservation of stock, as articles such as tea, salt, coffee, butter, etc., are extremely susceptible to foreign flavors. The confined air of the store is vitiated by the heat and the emanations that arise from a stock of vegetable matter, provisions of various sorts, dried fruits, etc. From eight to ten hours the store is closed, and merchandise subjected to damage from want of proper ventilation. If the store is not tidily kept, and refuse matter is allowed to accumulate, the danger of loss is enhanced. Cellars are still more subject to neglect, and where they are damp and the space well occupied, and no sunlight can enter or fresh air circulate, the liability to damage is very great. Aside from a pecuniary loss likely to be sustained by a lack of proper ventilation, some consideration is due to the health of those employed in the store. In the Summer season store doors are generally left standing open, and the store is fairly ventilated, but during the Winter months the opposite is the case. Almost every person accustomed to opening the store knows how stifling and offensive the air is upon entering in the morning where there has been no ventilation. Fresh air is a necessity, and every merchant should see to it that every part of his place of business is thoroughly

ventilated. Have flues in the shop windows if they are enclosed. Have the cellar opened frequently, and so arrange it that at all times there is a free circulation of air; whitewash it at least twice a year; look out for damp spots; do not allow piles of rubbish to accumulate; the germs of disease will gather about

potato and other bins unless all decayed matter is kept removed. Wherever mold or dampness is found there lurks danger to health. The store should be scrubbed at least once a month; a large ventilator should be placed over the front door, and flues constructed leading from the inside of the store to the roof and

opening into the air. Arrange the modes of ventilation so as to secure throughout the night a free circulation of outdoor air. A few dollars judiciously spent will secure this, and save hundreds of times over the cost in the better preservation of the stock.—American Grocer.

"Things are not always what they seem"

is a saying that when applied to

Brushes, Brooms and Wooden Ware

is worthy of the careful reflection of every dealer.

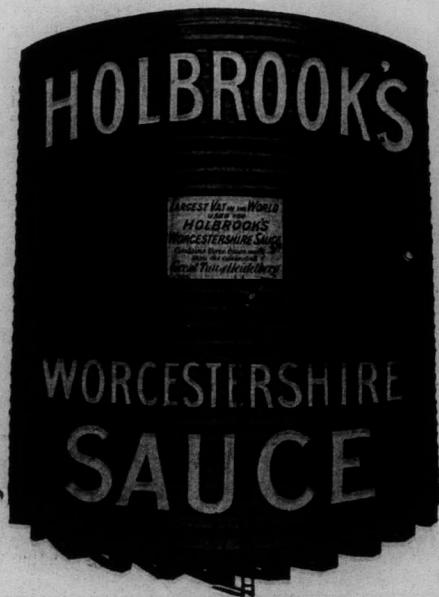


Some Brooms are so in appearance only. **BOECKH'S** Brooms are always absolutely perfect, clean full corn, strongly sewn and bound, with proper handle weight, and will outwear any other make.

**Won't it pay you to insist upon
Boeckh's Make?**

SOLD BY LEADING WHOLESALE AND RETAIL GROCERS

UNITED FACTORIES, Limited, TORONTO, CAN.



The Largest Vat in the World!

NOW BEING USED IN
THE MANUFACTURE OF

HOLBROOK'S SAUCE

WILL FILL 2,500,000 BOTTLES

PURE FOOD NOTICE

Holbrook's Sauce is guaranteed to be absolutely free from all injurious chemical preservatives.

Canadian Branch: 25 Front St. E., TORONTO. Canadian Manager: H Gilbert Nobbs

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another *Indispensable*, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER**, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.



PLANS FOR THE NEW YEAR

should include the perfecting of your store interior so as to insure the best facilities for your customers and for yourself.

Increase Your Business, Improve the Character of It and Insure the Most Profitable Handling of It by installing

"WALKER BIN" FIXTURES

Write for Illustrated Catalogue
"Modern Grocery Fixtures"

The Walker Bin and Store Fixture Co., Limited

BERLIN, ONTARIO

Representatives:

Manitoba: Stuart Watson & Co, Winnipeg; Saskatchewan and Alberta: The H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

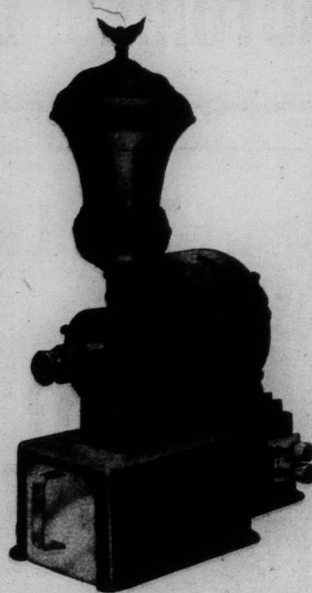
Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY

Granulating 2 lbs. per minute.
Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address



COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

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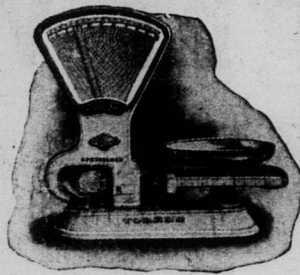
Genuine

Sold in

THE QU

TOLEDO COMPUTING SCALES

Automatic but Springless.
 The "Toledo" is a money saver because it positively stops the giving of overweight.
 A time saver because it is Automatic.
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.
 It is honest both to the merchant and customer.
 The Toledo system costs you nothing because it is paid for with the money you are now losing.
 For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.



REFRIGERATORS
 FOR BUTCHERS AND GROCERS.
FUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Take No Chances

Instal

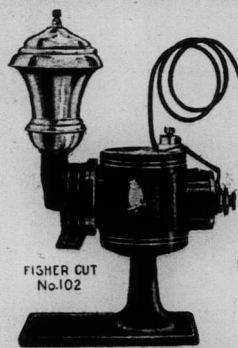
Duplex Counter Check Book

and do it now. It's a winner as well as a bank account builder. The up-to-date man always makes sure. We always like to answer questions.



The Carter-Crume Company, Limited
 Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



FISHER CUT
 No.102

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

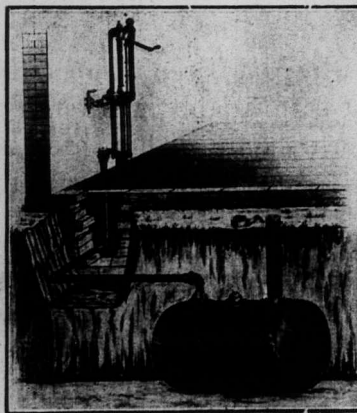
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Wherever the Insurance requirements are most rigid, there you find the greatest number of grocers using Bowser Outfits for Gasolene.



CUT No. 42.

FOR GASOLENE—TANK BURIED
 PUMP IN BUILDING.

S. F. BOWSER & CO., Inc.
 66-68 Fraser Ave., - - TORONTO

It's a significant fact and worthy of thorough investigation. The reason is found in Gasolene Catalog B. Send for it.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT

The Arctic Refrigerator, made for all lines of business. We have **just what the grocer needs**. The best on the market. Write for our new catalog. |
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

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

The Right Way Pays

Take a trip through Western Ontario any sunny day in September and on the undulating grazing lands lush with the growth of rich, succulent, grasses, you can see the herds of shorthorns and Jerseys which contribute their quota to the cream from which is produced



No better cream than we use for our raw material is produced anywhere in the world, but in nature there is nothing more delicate, and to preserve its flavor, to guard it from contamination, to retain its sweetness, the utmost skill and cleanliness are essential. The conversion of this cream of creams to the ideal cheese is an exact science—every step in the process of manufacture is taken with care and precision.

From this it is quite evident why MacLaren's Imperial Cheese is different from ordinary cheese—why the quality of it is invariably, unalterably, the same—why it scored perfection (100 points) at the World's Fair. This absolute certainty about the quality will appeal to your best customers as it appeals to discriminating consumers the world over.

From The Profit Point of View

your margin is just as invariable as the quality,—no loss in weight, nor waste, no deterioration from dust or germs. No question of loss—a sure profit on every pot.

MacLaren Imperial Cheese Co., Limited

Toronto, Ont. Detroit, Mich. New York, N.Y. Boston, Mass.
 Chicago, Ill. Philadelphia, Pa. San Francisco, Cal.
 Woodstock, Ont. London, England.

Quote
The
responsible
Grocer, at

Book's Friend—
 Size 1, in 2 and
 " 10, in 4 doz.
 " 2, in 6
 " 12, in 6
 " 3, in 4
 Pound tins, 2 doz
 12-oz. tins, 1
 5-lb. " 1

w. 1
 Diamond—
 1-lb. tins, 2 doz.
 1-lb. tins, 3
 1-lb. tins, 4

IMPERI
 Cases.
 4-doz.
 3-doz.
 1-doz.
 3-doz.
 1-doz.
 4-doz.

Ocean Baking
 " "
 Borax, 2
 Cornstar
 Freight



ROYAL
 Sizes.
 Royal—Dime ..
 " 1 lb.
 " 6 oz.
 " 1 lb.
 " 12 oz.
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 " 3 lb.
 " 5 lb.

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 Crown Brand—
 1 lb. tins, 2 doz.
 1 lb. " 2
 1 lb. " 4

Keen's Oxford
 In 10-box
 Beckitt's Squa
 Beckitt's Squa
 Gillett's Mam
 Nixey's "Cerv
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QUOTATIONS FOR PROPRIETARY ARTICLES

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

Jan. 3, 1907.

Baking Powder. Cook's Friend— Per doz. Size 1, in 2 and 4 doz. boxes. \$2 40. 10, in 4 doz. boxes. 2 10.

IMPERIAL BAKING POWDER. Cases. Sizes. Per doz. 4-doz. 10c. \$0 85. 3-doz. 6-oz. 1 75.

OCEAN MILLS. Per doz. Ocean Baking Powder, 1 lb., 4 doz. \$0 45. 1 lb., 5 doz. 0 90.

MAGIC BAKING POWDER. Cases. Sizes. Per doz. 6 doz. 5c. \$0 40. 4 " 4-oz. 0 80.

ROYAL BAKING POWDER. Sizes. Per Doz. Royal-Dime \$ 0 95. 1 lb. 1 40.

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER. Sizes. Per Doz. Cleveland's—Dime \$ 0 95. 1 lb. 1 35.

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO. Crown Brand— 1 lb. tins, 2 doz. in case \$1 20.

Bisc. Keep's Oxford per lb. \$0 17. In 10-box lots or case 0 16.

Black Lead. Reckitt's, per box \$1 15. Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz., or 1/2 gross, 4 oz.

JAMES' DOME BLACK LEAD. Per gross. 6a size \$2 40. 3a size 2 50.

Cereals. Wheat QS, 3-lb. pkgs., per pkg. 0 05. 7-lb. cotton bags, per bag.



PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's \$2 85. Canada Flakes "Household" 2 25 s. 5 00.

Chocolates and Cocoas. THE OWAN CO., LIMITED. Cocoa— Perfection, 1-lb., per doz. \$2 40.

Perfection, 1-lb., per doz. \$2 40. 1/2 lb. 1 20. 1 lb. size 0 90.

Special quotations for cocoa in bbis., kegs, etc.

Chocolate— Queen's Dessert, 1/2 and 1/4's per lb. \$0 40. Vanilla, 1/2's \$ 30.

The following unsweetened: Perfection, 1/2's, per lb. 0 30. Flat cakes, per lb. 0 30.

Fats for cake— Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz. 0 90.

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75.

Confections— Per doz. Cream bars, 60 in box, per box. 1 80.

Chocolate ginger, per lb. 0 30. Crystallized, 1/2 lbs., per doz. 2 25.

Chocolate— Caracaras, 1/2's, 6-lb. boxes. \$0 43. Vanilla, 1/2's 0 43.

Cocoa— Concentrated, 1/2's, 1 doz. in box 2 40. 1-lb. 4 50.

Agents, C. E. Colson & Son, Montreal. In 1/2, 1/4 and 1-lb. tins, 14-lb. boxes, per lb. 0 35.

Agents, C. E. Colson & Son, Montreal. In 1/2, 1/4 and 1-lb. tins, 14-lb. boxes, per lb. 0 35.

JOHN F. MOTT & CO.'S. R. S. McIndoe, Agent, Toronto. J. A. Taylor, Montreal.



Elite, 1/2's, 6-lb. boxes. \$0 32. Prepared cocoa, 1/2's 0 30. Prepared 1/2's 0 28.

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes \$0 37. Breakfast cocoa, 1/2, 1 and 5-lb. tins 0 43.

Canadian Branch, 165-171 William st. Montreal. Breakfast cocoa— Per lb. 5-lb. screw top cans, 10 cans in case, 36c.

Sweet chocolate powder— 5-lb. tins, 10 tins in case. 25c. 12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.

Premium chocolate— 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. 30c. 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30.

Milk chocolate— 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. 28c. 100 2-cent pieces in box, each \$1.25.

Vanilla sweet chocolate— 100 2-cent. pieces in box \$1.25. 6-lb. bxs., 12 bxs. in case, 1/2-lb. tins. 36c.

Diamond sweet chocolate— 6-lb. boxes, 12 bxs. in case, 1/2-lb. pkgs. 22c. 12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.

Go'd Medal chocolate powder— 5 lb. tins, 10 tins in case. 36c. 10 lb. tins, 10 tins in case. 33c.

XXXX chocolate pwd. 5-lb. tins, 10 tins in case. 35c. 10-lb. tins, 10 tins case. 25c.

TOBEE'S MILK CHOCOLATE. 5c. sticks, per box (40 sticks). 1 50. 10c. tablets or croquets (20). 1 50.

BORDEN'S CONDENSED MILK CO. Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.) \$8 00 \$1 50. "Gold Seal" brand (4 doz.) 5 00 1 25. "Challenge" brand (4 doz.) 4 00 1 00.



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream Per case (4 doz.) \$4 65. "Reindeer" brand per case (4 doz.) 5.60.



JAMES TURNER & CO. Per lb.

Mecca \$0 32. Damascus 0 25. Cairo 0 20. Sirdar 0 17. Old Dutch Rio. 0 12 1/2.

E. D. MAROEAU, Montreal. Per lb.

"Old Crow" Java \$0 25. "Condor" Mocha 0 27 1/2. Arablan, Mocha 0 30. 15-year-old Mandheling Java and hand-picked Mocha. 0 50.

Cheese. MAclarens Imperial Cheese.



Imperial—Large size jars per doz. \$8 25. Medium size jars 4 50. Small size jars 2 40.

RISING SUN AND PASTE

STOVE POLISH STOVE POLISH

Large Advertising

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well-known and deservedly popular **RISING SUN Stove Polish** in cakes and **SUN PASTE Stove Polish** in Tins, the real live

dealer must recognize the help we give him in selling the right stove polish. Largely increased sales support our policy of merit backed by extensive advertising.

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

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE



FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Prompt-**

ly Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL



If your customers want **The Best**
it is

Borden's Brands

You must offer—

"EAGLE" and "PEERLESS"
Condensed Milk— Evaporated Cream



UNSWEETENED

Made from pure milk and received highest awards "for perfection" at the world's leading exhibitions—

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shelcross, Macaulay & Co., Vancouver and Victoria, B.C.

THE
B
C
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Coupon B

For sale in Canada
Limited, Toronto
Montreal.
\$1, \$2, \$3, \$5, \$8

In lots of less than
books, 1 kind as
100 to 500 books ...
100 to 1,000 books ..

Allison's C

\$1 00 to \$3 00 book	
5 00 books	
10 00 "	
15 00 "	
20 00 "	
25 00 "	
30 00 "	



The Davidson &

Infant

Robinson's patent bat
" " gro

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



TO OUR MANY FRIENDS AND PATRONS—

We wish to extend the season's greetings, wishing you a happy and prosperous New Year, and we hope to have the privilege of assisting you towards the attainment of another successful year.

With best wishes,

We remain,

Yours very truly,

WM. BRAID & CO.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un- num bered.	Covers and num bered.	4c.	4c.
100 to 500 books	3c.	4c.		
100 to 1,000 books	3c.	3c.		

Allison's Coupon Pass Book.

\$1.00 to \$3.00 books	cents each
5 00 books	4
10 00 "	5
15 00 "	6
20 00 "	7
25 00 "	8
50 00 "	12



Cleaner.

Per doz.	Per doz.
4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Infants' Feed.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	1-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co. Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 07
7 and 14-lb. wood pails	0 07
30-lb. wood pails	0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07 1/2
7 and 14-lb. wood pails, 8 pails in crate	0 07
30-lb. wood pails	0 06 1/2

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 08 0 12

Lard.

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

Tierces	\$0 08
1-bbls.	0 23
Tubs, 60 lbs.	0 08 1/2
Cases, 3-lb. tins.	0 10
" 5-lb. "	0 10
" 10-lb. "	0 10 1/2
20-lb. wooden pails	2 00
30-lb. tin pails	1 90
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
2 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 25
" 1-lb. tins	1 45

E. D. MAROEAU, Montreal.

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra

Soda.

COO BRAND.



Case of 1-lb. containing 60 packages per box, \$3 00.

Case of 1-lb. (containing 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 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIO 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. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 85
5 cases	2 75

Soap and Washing Powders

GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	\$4 00	\$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb. 4c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" " black	15 20
Orle soap	" 10 20
Gloriola soap	" 15 00
Straw hat polish	" 10 20

HELP WANTED

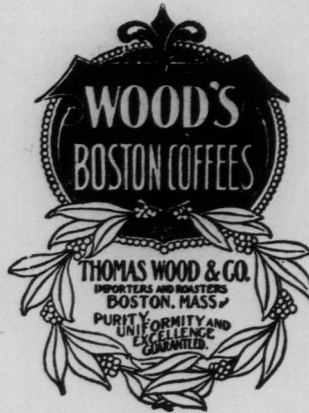
To double the already enormous sales of our famous

WOOD'S COFFEES

during 1907. It can be done.

The process is simple: Every grocer who has not done so should give his patrons a chance to test their quality and virtues. That will settle it.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,



Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

- No. 1 White or blue, 4-lb. carton. 0 06
- No. 1 " 2-lb. " 0 06
- Canada laundry. 0 05
- Silver gloss, 5-lb. draw-ld boxes. 0 07
- Silver gloss, 5-lb. tin canisters. 0 07
- Edward's silver gloss, 1-lb. pkg. 0 07
- Kegs silver gloss, large crystal. 0 06
- Benson's satin, 1-lb. cartons. 0 07
- No. 1 white, bbls. and kegs. 0 07
- Canada White Gloss, 1-lb. pkgs. 0 07
- Benson's enamel. per box 1 25 to 2 50

Culinary Starch—

- Benson & Co.'s Prepared Corn. 0 07
- Canada Pure Corn. 0 06

Rice Starch—

- Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch. Case

- 1 case, 5 doz. \$5 00
- 5 " " 4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

- 12-oz. case, 4 doz. 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

- Canada Laundry, boxes of 40-lb. \$0 05
- Acme Gloss Starch— 0 07
- 1-lb. cartons, boxes of 40 lb. 0 07
- Finest Quality White Laundry— 0 06
- 3-lb. canisters, cases of 48 lb. 0 06
- Barrels, 200 lb. 0 06
- Kegs, 100 lb. 0 06

Lily White Gloss—

- 1-lb. fancy cartons, cases 30 lb. 0 07
- 6-lb. toy trunks, 3 in case. 0 07
- 6-lb. enameled tin canisters, 6 in case. 0 06
- Kegs, ex. crystals, 100 lb. 0 06

Brantford Gloss—

- 1-lb. fancy boxes, cases 36 lb. \$0 07

Canadian Electric Starch—

- Boxes of 40 fancy pkgs., per case \$ 50

Celluloid Starch—

- Boxes of 45 cartons, per case. \$ 50

Culinary Starches—

- Challenge Prepared Corn— 0 05
- 1-lb. packages, boxes 40 lb. 0 05
- No. 1 Brantford Prepared Corn— 0 07
- 1-lb. packages, boxes 40 lb. 0 07
- Crystal Maise Corn Starch— 0 07
- 1-lb. packages, boxes 40 lb. 0 07

SAN TOY STARCH.

- pkgs, cases 5 doz., per case. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

- St. Lawrence corn starch, 40 lb. 0 07
- Durham corn starch, 40 lb. 0 05

Laundry Starches—

- No. 1 White, 4-lb. cartons, 48 lb. 0 05
- " 2-lb. cartons, 36 lb. 0 05
- " 200-lb. bbl. 0 05
- " 100-lb. kegs. 0 05
- Canada Laundry, 40 to 48 lb. 0 05
- Ivory Gloss, 5-5 family pkgs., 48 lb 0 07
- " 1-lb. fancy, 30 lb. 0 07
- " large lumps, 100-lb kegs 0 05
- Patent starch, 1-lb. fancy, 20 lb. 0 07
- Alron Gloss, 1-lb. packages, 40-lb. 0 05



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COOLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

In papers of 4 to 5 lbs. Per lb.

- Blue, white or assorted. 5 1/2 c.

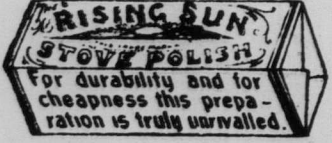
In Pictorial Cardboard Boxes— 8 1/2 c.

- 4 lbs. net weight. 8 1/2 c.
- 1 lb. gross weight. 8 1/2 c.
- 1 lb. gross weight. 8 c.
- 1 lb. gross weight. 10 c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes. 9 1/2 c

1 lb. gross weight. 9 1/2 c

Stove Polish.



Rising Sun, 5-oz. cakes, 4-gross boxes \$8 50

- Rising Sun, 3-oz. cakes, gross boxes 4 50
- Sun Paste, 10c. size, 4-gross boxes 10 00
- Sun Paste, 6c. size, 4-gross boxes 5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label— Per case

- 3 lb. tins, 2 doz. in case. 1 95
- 5 " " " " " 2 45
- 10 " " " " " 3 35
- 20 " " " " " 5 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

- 5 gal. tins, per can. 4 40
- 1 " " " per case. 4 90
- " " " " " 5 45
- " " " " " 5 70



Teas.

SALADA CEYLON.

Wholesale. Retail.

- Brown Label, 1's. \$0 30 \$0 25
- " " " " " 0 31 0 26
- Green Label, 1's and 1/2's. 0 32 0 27
- Blue Label, 1's, 1/2's and 1/4's. 0 30 0 24
- Red Label, 1's and 1/2's. 0 35 0 28
- Gold Label, 1's. 0 44 0 30



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Wholesale. Retail.

- Blue Label, 1's. \$0 18 1/2 \$0 25
- Blue Label, 1/2's. 0 19 0 25
- Orange Label, 1's and 1/2's. 0 21 0 20
- Brown Label, 1's and 1/2's. 0 23 0 20
- Brown Label, 1/2's. 0 30 0 20
- Green Label, 1's and 1/2's. 0 35 0 25
- Red Label, 1's. 0 40 0 20



MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

Wholesale. Retail.

- Black, green, mixed, 1 lb. 0 18 0 25
- " " " " " 0 19 0 25
- " " " " " 1 lb. & 1/2's. 0 20 0 30
- " " " " " 1 lb., 1/2's & 1/4's. 0 28 0 40
- " " " " " 1 lb., 1/2's & 1/4's. 0 35 0 50
- " " " " " 1 lb., 1/2's & 1/4's. 0 40 0 60

3 p.c. off 30 days or 3 months.



KOLONA PURE CEYLON TEA.

Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19

- " " 1-lb. 0 20
- Blue Label, retail at 30c. 0 23
- Green Label. " 40c. 0 28
- Red Label, " 50c. 0 35
- Orange Label, " 60c. 0 42
- Gold Label, " 80c. 0 55



RED ROSE TEA.

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

Wholesale. Retail.

- Brown Label, 1's and 1/2's. 0 20 0 25
- Crimson " 1's and 1/2's. 0 22 0 30
- Green " 1's and 1/2's. 0 25 0 35
- Blue " 1's, 1/2's, 1/4's. 0 30 0 40
- Bronze " 1's, 1/2's, 1/4's. 0 36 0 50
- Gold " 1's, 1/2's, 1/4's. 0 44 0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO.

Wholesale. Retail.

- Yellow Label, 1's and 1/2's. 0 20 0 25
- Green Label, 1's and 1/2's. 0 22 0 30
- Blue Label, 1's and 1/2's. 0 25 0 35
- Red Label, 1's, 1/2's and 1/4's. 0 30 0 40
- White Label, 1's, 1/2's and 1/4's. 0 35 0 50
- Gold Label, 1's and 1/2's. 0 42 0 60
- Purple Label, 1's and 1/2's. 0 55 0 80
- Embossed, 1's and 1/2's. 0 70 1 00



RAH LAL PURE INDIA TEA.

Cases, each 20 1-lb. \$0 35

- " " 30 1-lb. 0 35
- " " 40 1-lb. 0 35
- " " 120 1-lb. 0 35

"CROWN" BRAND

Wholesale. Retail.

- Red Label, 1-lb. and 1/2's. \$0 25 \$0 50
- Blue Label, 1-lb. and 1/2's. 0 25 0 40
- Green Label, 1-lb. 0 18 0 25
- Green Label, 1/2 0 20 0 25
- Green Label, 1/4 0 20 0 25
- Japan, 1s. 0 18 0 25

E. D. MARQUEAU, Montreal.

Japan Teas—

- "Condor" I 40-lb. boxes. \$.....
- " " II 40-lb. boxes.....
- " " III 80-lb. boxes.....
- EMD AAA Japan, 40 lb "at.....
- " AA " 40 " ".....
- Blue Jay, basket fired Japan, 70 lbs., " "Condor" IV 80-lb. ".....
- " V 80-lb. ".....
- " " XXXX 80-lb. boxes.....
- " " XXX 80-lb. ".....
- " " XXX 80-lb. ".....
- " " XX 80-lb. ".....
- " " XX 80-lb. ".....
- " " LX 60-lb. per case, lead 0 27 1/2 packets (35 1's and 70 1/2's).....

"Condor" Ceylon black tea in lead packages

- Green Label, 1/2, 3/4 and 1/4, 80-lb. cases.....retail 0 27 1/2 at 0
- Grey Label, 1/2, 3/4 and 1/4, 60-lb. cases.....retail 0 30 at 0 23
- Yellow Label, 1/2 and 1/4, 60-lb. cases.....retail 0 35 at 0 26
- Blue Label, 1/2, 3/4 and 1/4, 50-lb. cases.....retail 0 40 at 0 30
- Red Label, 1/2, 3/4 and 1/4, 50-lb. cases.....retail 0 50 at 0 34
- White Label, 1/2, 3/4 and 1/4, 50-lb. cases.....retail at 0 40

Black Teas—"Old Crow" blend—

- Bronzed tins of 10, 25, 50 and 80-lb.
- No. 1..... per lb. 0 25
- No. 2..... " 0 30
- No. 3..... " 0 25
- No. 4..... " 0 30
- No. 5..... " 0 17

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s. \$0 48

- " Amber, 6s. and 12s. 0 60
- " Ivy, 7s. 0 50
- " Rosebud, 7s. 0 51
- " Currency, 12s. and 6s. 0 48
- " Old Fox, 12s. 0 48
- " Snowflake, 6s. 0 51
- " Pay Roll, 7s. 0 55
- " Stag, 10 oz. 0 45
- " Bobs, 6s. and 12s. 0 45
- " " 10 oz. bars, 6s. 0 45
- " Fair Play, 6s. and 12s. 0 53
- " Club, 6s. and 12s. 0 48
- " Universal, 12s. 0 47
- " Dixie, 7s. 0 56

OS. COTE, QUEBEC.

Cigars, per thousand.

- Cote's Fine Cigars, 1-10..... \$15 00
- V. H. C., 1-20..... 25 00
- St. Louis (Union), 1-20..... 33 00
- Champplain, 1-20..... 35 00
- El Sergeant Premium, 1-30—1-40..... 55 00
- J. C. Ol, Havana P. Finos, 1-20..... 75 00

Out tobaccos.

- Petit Havana, 1-3, 1-13—1-6..... 0 48
- Quenel, 1-4, 1-2..... 0 65
- " 1-9..... 0 60
- Cote's Choice Mixture, 1-lb tins..... 0 75
- " 1-lb..... 0 75
- " 1-lb..... 0 80

Vinegars.

E. D. MARQUEAU, Montreal. Per gal

- EMD, pure distilled, highest quality.. \$0 25
- Condor, pure distilled..... 0 27 1/2
- Old Crow..... 0 25
- Special mixture for buyers of large quantities..... 0 35
- White Wine, proof, 1/2 of large quantities..... 0 35
- " extra strength pickling 0 28
- " XXX..... 0 25
- " XX..... 0 20
- " X..... 0 18

Yeast.

- Royal yeast, 2 doz. 5c. pkgs..... \$1 10
- Gilbert's cream yeast, 8 doz. in case..... 1 10

Who
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Write for price
Drop us a post

The In
Head O
BOARD OF
MONTR

Whole Fruit Strawberry Jam

You can sell a great many bottles of **Good Strawberry Jam** during the coming winter. But it must be good and must sell at a reasonable price. **BATGER'S** is put up in a very attractive jar and is always "asked for again." Try a four-dozen case. It's bound to give everybody satisfaction.

BATGER'S

AGENTS
ROSE & LAFLAMME
MONTREAL



$\frac{1}{2}$

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal

"Burning Satisfaction"

is what your customers want when buying matches.

"Burning Satisfaction"

is what you will give them when selling them

**OUR
MATCHES**

Write for price list.
Drop us a post card.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

Don't Be Caught

like many canners were this year—with a short supply of cans and a large pack of fruits and vegetables ready for canning.

It is poor policy to put off ordering your cans until the last minute, when chances are that the manufacturers cannot guarantee to supply the goods.

Acme Cans are Good Cans

and give satisfaction.

— Order from us to-day —

Acme Can Works

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Cannery, Hamilton.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crumme Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton

Clutch Nails.
Warrington, J. N., Montreal.

Cocoa and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., & Co., Montreal.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowmy, Walker M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crumme Co., Toronto.
Crain, Rolla L., Co., Ottawa

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions.
Clark, Wm., Montreal
Dawson Commission Co., Toronto
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Financial Institutions & Insurance.
Bradstreet Co.

Fish.
Atlantic Fish Co., Lunenburg, N.S.
Bickle, J. W., & Greening, Hamilton.

Connors Bros., Black's Harbor, N.B.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Smito, T. F. & Co., Halifax, N.S.
Todd, J. H., & Son, Vancouver, B.C.
Wee MacGregor & Co., Toronto.

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

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, F. & F., Antwerp.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Finkle & Ackerman, Belleville, Ont.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The Company, Montreal.
Ratray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatin.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds.
Alexander Milling Co., Ltd., Brandon.
Battle Creek Health Food Co., Battle Creek Mich.
Canadian Shredded Wheat Co., Niagara Falls Centre, Ont.
Greig, Robert, Co., Toronto.
Kironac, Nap. G., & Co., Toronto.
Leitch Bros. Oak Lake, Man.
Mackay, J. Co., Ltd., Bowmanville, Ont.
McIntosh, P., & Son, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Bourque, T. A., & Co., She brooke, Que.
Chouillou, C. A., & Co., Montreal.
Codville-Georgeson Co., Ottawa.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.

Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Martell-Stewart Co., Ltd., Montreal.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.

Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax, N.S.
Honeyman, Haultain & Co., Regina.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Bathgate, & Co., Winnipeg.
Taylor, W. A., Winnipeg.
Thomas, J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.

Matches.
Improved Match Co., Montreal.

Meat.
Armoir Limited, Toronto.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffe, Limited, Hamilton.
Wetley, J. H., St. Catharines.

Office Supplies.
Business Systems Ltd., Toronto.
Copeland-Chatterton Co., Toronto.
Grain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Crown Mfg. Co., Toronto.

Holbrook & Co., London, Eng.
Hudson, Hebert & Cie, Montreal.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Lafamme, Montreal

Polishes—Metal.
Oakley, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Mont. I.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Stock Food.
International Stock Food Co., Toronto

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

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Erad, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Codville-Georgeson Co., Winnipeg
Crown Mfg. Co., Toronto
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R. & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Furnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Combs.
Fairbank, N. K., Co., Montreal.
Gillett, E. W., Co., Toronto.

Woodenware.
Cumming Mfg. Co., Ltd., Pembroke, Ont.
Woods, Walter, & Co., Hamilton
United Factories Ltd., Toronto.

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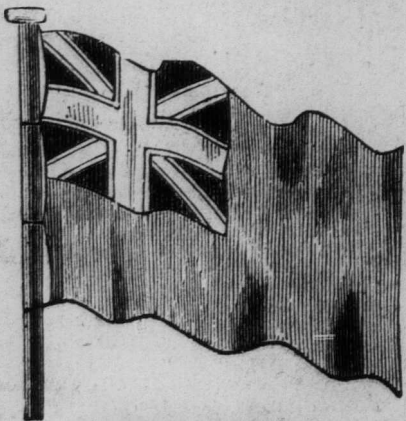
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