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THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 24, 1908.

NO. 4.



Robinson's Patent Barley

We will be pleased to mail you a sample of this healthiest of foods. As for profit it will pay you well, both in money and in your customers' increased trade.

Drop us a post card for particulars.

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



The 2 lb. size tin is a rapid seller and a good introduction to family trade—

“Crown Brand” Table Syrup

(Made from Corn)

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

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

is now the leading table syrup in Canada. It's complete perfection in flavor, color, body and healthfulness has made it the leader.

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ESTABLISHED 1858

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Works, CARDINAL, Ont.

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THE CANADIAN GROCER

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

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

Remember This Important Fact

¶ The makers of Cox's Gelatine believe that "Honesty is the Best Policy." It has paid them handsomely to conduct their business along that line—at its inception the founders laid down stringent rules for its safe progress. And they have never deviated from these rules.

COX'S Gelatine

¶ No chemicals of any sort or nature enter into the manufacture of this world famous product. It is as pure as it is possible for a Gelatine to be. And whether you buy it in the shredded or powdered form it is always the same. Remember "Cox's" for its absolute purity.

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SALMON**

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All on Spot.

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by appointing a

Working Resident Salesman and Advertiser

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Special Attention to Advertising

(Continued on page 4.)

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AND ESPECIALLY GOOD SELLERS JUST NOW

"PICKANINNY"

PANCAKE and
BUCKWHEAT

FLOUR Sells at—
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MAPLE FLAVOR
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PINTS, QUARTS, HALF-GALS., GALLONS
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GROCERS

TORONTO

WAIT

for our Salesmen before placing
your Tea Orders, we think,
rather we know, it will pay you
to do so.

THE BLUE RIBBON TEA CO.
Toronto and Montreal

THE CANADIAN GROCER

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TORONTO
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Our samples will invariably indicate current market value.

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Correspondence solicited. Established over 12 years
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We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

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If you handle **Canadian Cannery's** goods you will keep your old customers and make new ones.

"Aylmer," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and "White Rose" Brands are all **guaranteed** as to **quality**. They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

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BRANSON'S

Concentrated Coffee

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.



Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

What is Our Experience Worth to You ?



Ever since we commenced business, the same thought, the same effort and the same careful attention has been given to "SALADA" Tea. This experience, gained by meeting and surmounting actual problems in the tea business, is your strongest guarantee of efficiency and absolute reliability.

Our enormously increasing sales are conclusive proof that the public are finding out in increasing numbers every year that they are best served when they purchase "SALADA" TEA.

The accompanying table furnishes a practical illustration of the reward we have received for serving the public well. If you are not satisfied with the condition of your tea trade, we will be very pleased to give our careful attention to a letter from you.

OUR SIXTEEN YEARS' EXPERIENCE IS AT YOUR SERVICE.

Therefore for every ONE POUND of "Salada" sold in 1892, we sold TWO HUNDRED AND SEVENTY-EIGHT POUNDS in 1907.




HIGHEST AWARD AND GOLD MEDAL, WORLD'S FAIR, ST. LOUIS, 1904.

For EVERY ONE-POUND PACKAGE of "Salada" sold in 1892 (our first year) we sold in

| | | |
|-------|-----|------|
| 1893, | 2 | Lbs. |
| 1894, | 5 | Lbs. |
| 1895, | 12 | Lbs. |
| 1896, | 21 | Lbs. |
| 1897, | 40 | Lbs. |
| 1898, | 56 | Lbs. |
| 1899, | 76 | Lbs. |
| 1900, | 89 | Lbs. |
| 1901, | 103 | Lbs. |
| 1902, | 114 | Lbs. |
| 1903, | 144 | Lbs. |
| 1904, | 161 | Lbs. |
| 1905, | 191 | Lbs. |
| 1906, | 235 | Lbs. |
| 1907, | 278 | Lbs. |

BY FAR THE LARGEST SALE OF ANY TEA IN AMERICA.

DURING THE SIXTEEN YEARS THAT "SALADA" HAS BEEN BEFORE THE PUBLIC WE HAVE HAD OVER SEVENTY-FIVE IMITATORS OF OUR STYLE OF PACKET, BUT ABSOLUTELY NONE OF THEM EVER SUCCEEDED IN IMITATING "SALADA" QUALITY. THE PUBLIC SOON FOUND THIS OUT. WHERE ARE OUR SEVENTY-FIVE IMITATORS TO-DAY ?



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SCUDDER
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**ACME PELLETS
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Extra Choice Porto Rico
Lion
Fancy Trinidad
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Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico
Beaver

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

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

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

Golden Sling Syrup—
Also supplied in the same style packages as Gingerbread Molasses.

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| J. W. Bickle & Greening. | Hamilton. | G. H. Gillespie, | London |
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LIMITED
Halifax, - Nova Scotia

There is a Big Demand
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The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:—

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

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

Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion
ROSE and LAFLAMME Montreal and Toronto

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

"Goodwillie's"

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



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THE CANADIAN GROCER

JAMESTOWN, 1907 agrees with
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LIPTON'S TEA

was the best tea their judges could buy in the open market. ST. LOUIS gave LIPTON'S TEA not only the GOLD MEDAL but also the grand prize, which was awarded no other tea. JAMESTOWN confirmed this by giving the GOLD MEDAL their highest award to

LIPTON'S TEA

The judgment of both these and previous expositions proves that the buyers and drinkers of

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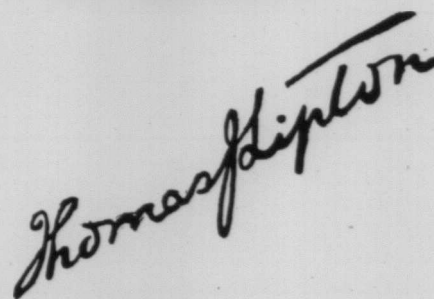
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LIPTON'S TEA

each week are also good judges of tea.

Sold in airtight tins only.

None genuine without the signature.



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We Believe

we have the finest values in

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

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REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

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

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Spices Coffees Cocoanut
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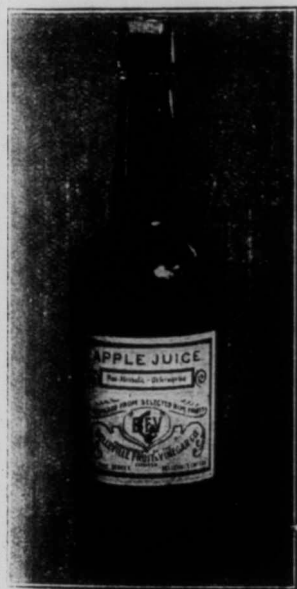
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Prompt Shipment and Satisfaction always assured

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Grasp This Opportunity!



The fact that so many grocers have found our

PURE APPLE JUICE

such a profitable line, is a strong reason why you should handle it. A trial order would convince you.

Write us to-day about this really fast selling and profitable line.

e Belleville Fruit and Vinegar Co.
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 BELLEVILLE . . . ONTARIO

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Grocers!

When you are in doubt as to the purity of the maple syrup or maple sugar you are about to purchase, look for our Pride of Canada Brand.

Secure it and you obtain the purest, truest brand of maple products on the market.

Years of experience have more and more convinced us that the only way to win and hold trade is to supply *absolutely pure goods*. We have always done this and will continue to do so.

You will find it to your advantage to do likewise.

Sell Pride of Canada Brand and your trade is assured.

Your customers will appreciate it.

SEND ORDERS TO

**Maple Tree Producers'
Association**

Waterloo, - Quebec

\$500.00 in Prizes

offered in

St. George's Baking Powder LIMERICK CONTEST

Every dealer should take advantage of this great Limerick Contest to sell more St. George's.

We send -- all charges prepaid--large Limerick hangers to put on the windows and display inside the store--so you can get the full benefit of all this advertising. Write for as many of these hangers as you can use.

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

"Non-Pareil Oil"

Highly Recommended by

**Leading Bakers and
Confectioners**

**The most Economical
and Satisfactory Oil**

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Samples and prices on application.

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MADE IN CANADA

The soap question is worth consideration from the standpoint of economy.

Selling inferior soap costs you many a dissatisfied customer.

Why not win permanent customers by selling soap of worth?

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

Can be used in either HOT or COLD water.

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

Washes everything washable in either HOT or COLD water.

The Welcome Soap Co.

Limited

St John,

N.B.

“O.K.”

REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

G. J. Mason & Co. Ltd.

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

RETAILS 25 CENTS PER LARGE BOTTLE.

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JAPAN TEA

To retail at 25c.

Half Chests

Good Quality.

Thomas Kinnear & Co.

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

Windsor Salt

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

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

THE CANADIAN SALT CO., LIMITED
Windsor, - Ontario



White Moss

If you sell cocoonut sell the best and *satisfy* your *customers*. Our brand is the market standard and will satisfy you and your customers.

The Canadian Cocoonut Co. 619-619 LaGauchetière Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

Dealers are requested to write for special free deal.



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E.D.S. Brand Jams and Jellies ARE THE ACME OF PURITY



The delicious flavor of E.D.S. Brand is obtained by the exclusive use of pure, well-grown ripe fruit, grown in our own orchards. We have government documents which prove that E.D.S. Brand is really the **PUREST SOLD IN CANADA.**

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

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

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

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

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO



AFTER STOCK-TAKING

It is important to see that in certain lines you are at once stocked up. This is the case with

STERLING BRAND PICKLES

Do not allow your assortment to run down for these pickles are in increasing call with the best public in all parts of the Dominion. It is another illustration that "made in Canada" goods take the first place to-day in high class stocks on merchants' counters. It is so with Sterling brand pickles, relishes and jellies.

Order from your jobber or direct from the manufacturer.

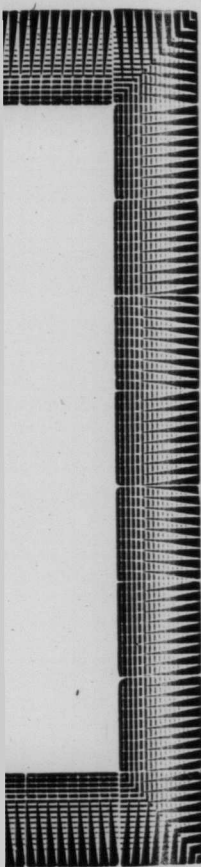
The T. A. LYTLE CO.
Limited

124-128 Richmond St. West, Toronto.

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Quality.

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Special free deal.

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CREAM

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THE CANADIAN GROCER

E. NICHOLSON

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

D. H. BAIN

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

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

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

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

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

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

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Reasons why you should
buy your

TEA

FROM

**FOR
QUALITY**

{ We are TEA EXPERTS and can guarantee that our
TEAS will please every time.

**FOR
PRICE**

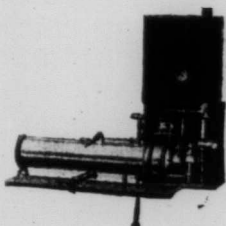
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business, and are therefore in a position to quote the
lowest prices possible.

TRY US WITH YOUR NEXT ORDER

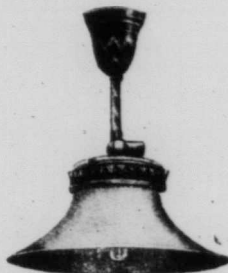
MINTO BROS., - TORONTO

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

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



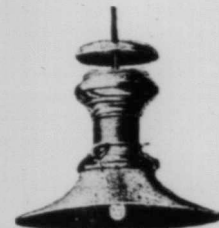
MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



OUR No. 3 SINGLE ARC
500 Candle Power



OUR No. 2 SINGLE ARC
500 Candle Power

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

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

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

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

WRITE US FOR PRICES—DO IT NOW

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

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

JAPAN TEA IMPORT BUSINESS

and will stay in Canada for a short time. I shall be very pleased
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SHAW T. NISHIMURA, Sole Agent.
Japan Consolidated Tea Co. Japan Tea Firing Co.

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Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Diamond Blend Coffee

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

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

S. H. EWING & SONS, MONTREAL

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL



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



ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain without laying the horse up. Does not blister, stain or remove the hair. \$2.00 a bottle, delivered. Pamphlet 1-C free.
ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Synovitis, Weeping Sore, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

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Canadian Agents: LYMAN BONS & CO., Montreal.

“Essex” Reputation!



Aside from the striking advantages of the Essex region for growing fruits and vegetables, and in addition to the absolute cleanliness of the Essex factory, we have a reputation for fair, square dealing with the trade generally. We realize the important part grocers play in the distribution of any food product and are making it easier for them to double their profits with

- Essex Apple Butter
- Essex Apple Jellies
- Essex Tomato Ketchup
- Essex Superior Jams
- Essex Pork and Beans

We're doing more general advertising than we ever did - giving housekeepers good and substantial reasons why they should buy Essex goods in preference to any other. That means doing everything in our power to encourage repeat orders, and making it worth your while to give the Essex line the prominence it deserves.

The Essex Canning and Preserving Co., Ltd.

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ICKLES

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BINE

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Infiltrated
or Swelling,
llays Pain
up. Does not
he hair. \$2.00 a
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r mankind, \$1.00
Weeping Sinew,
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Springfield, Mass
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Are You Successful As a Grocer ?

Have you ever stopped to consider whether or not you could attain a higher degree of success as a grocer? Have you ever thought out the reason why some grocers were more successful than others? There are many reasons, but the main one is: a reputation of selling really good goods at reasonable prices. Such a grocer gets the confidence of his public, and can hardly help succeeding. Are you well posted on the quality of the goods you handle? It is important that you should be—especially about canned goods. One bad can may alienate a lot of customers. But if you handle the best of all canned fruits and vegetables—

Old Homestead Brand

you will gain increased friendship with every can that passes over your counter. We have set a pace in purity which we must keep up. Consequently every can of Old Homestead Brand is an example of unalloyed purity and excellence of flavor.

**BE SURE OF YOUR PERMANENT PROFITS BY
ORDERING OLD HOMESTEAD FROM YOUR JOBBER.**

The Old Homestead Canning Co.

Picton, Ontario

**QUAKER
CANNED
GOODS**

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

THE CANADIAN GROCER

SILVER PRUNES

Fancy 25-lb. Boxes.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

The Perfect Shoe Polish Is

2 in 1



This is a fact which cannot be successfully disputed. Not only does a rigid chemical analysis bear it out, but the unanimous declarations of thousands of satisfied users and dealers echo it increasingly. It shines shoes as no other polish can, and at the same time acts as a leather preservative.

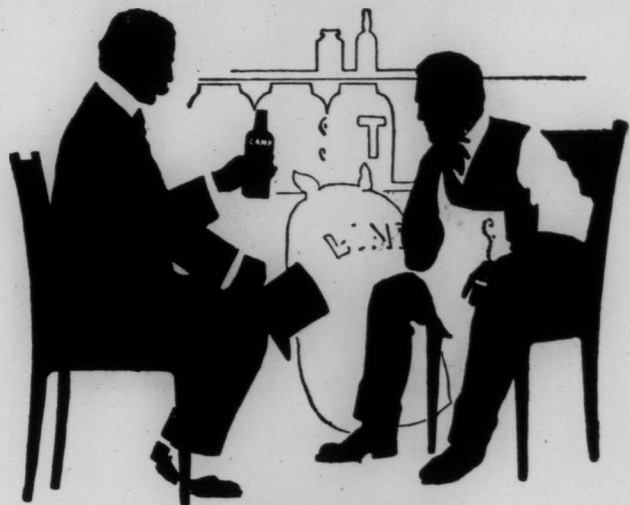
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Limited

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It Sells Easily!

"CAMP" Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying "CAMP"—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock "CAMP" freely — it pays.

Agents:—Rose & Laflamme, Montreal.

'CAMP'

COFFEE

Manufactured by R. Paterson & Sons, Glasgow.

Don't Experiment

with other foods said to be the same as or better than

Molassine Meal

No other food can prove that its use keeps HORSES, CATTLE, PIGS and POULTRY in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

ANDREW WATSON

Telephone Main 4409 81 Place d'Youville, MONTREAL.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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

Tartan BRAND

SIGN OF PURITY

New Pack

Wagstaffe's Marmalade

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

Canned Fruit TARTAN Brand Full Assortment

RASPBERRIES, STRAWBERRIES, PEACHES, PEARS, PLUMS, Etc, Etc.
You will make money by anticipating your future wants in above lines.
Our TEA SALE a great success. Lots of bargains left. Write for samples if you are open, or Phone 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous VICEROY for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

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| Quaker Salmon, Flats,..... | \$2.05 doz. |
| Quaker Salmon, Talls,..... | 1.90 doz. |
| Viceroy Salmon..... | 1.75 doz. |
| Empress Salmon..... | 1.50 doz. |



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202 MCGILL STREET, - MONTREAL
ESTABLISHED 1834

We make our matches from the best selected materials.

Our workmen are experienced and life-long match makers.

Our machinery and equipment are the most modern and best.

Therefore

Our Matches

are bound to be

The Best

Besides all the above facts we save you money on freight.

The Improved Match Co.,

Limited

Head Office:
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Factory:
DRUMMONDVILLE,
P.Q.

Eastern Township Cash Buyers We Want Your Attention

We take stock on February 10th. Our stock is heavy and cash hard to get, between now and stock taking we will accept brokerage prices. Write us for prices on Raisins, Evaporated Apples, Currants, Prunes, Dates, Red Onions, Beans, etc. We'll give you prices that only cash buyers ever see.

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

GET

Balmoral

scotch

MARMALADE

**ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE**

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh"

Coffee Essence

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

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

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

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

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Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

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

WE WOULD LIKE TO SELL YOU NOTHING BUT

"PANSY" BROOMS

BUT WE REALIZE THAT COMPARATIVELY FEW GROCERS HAVE ALL THEIR CUSTOMERS EDUCATED UP TO THAT STANDARD.

THE MAKING OF "PANSY" BROOMS.

We make and sell brooms of all grades, of all sizes and shapes from a toy broom to a heavy mill broom.



MOVING A 300 BALE CROP.

If your trade demands a quarter broom our special "25" is as far ahead of its competitors in appearance and value as our "Pansy" is in quality.

Sell cheaper brooms if you have to, but if you want satisfied customers, urge them to buy "PANSY." They always satisfy.

H. W. Nelson & Co., Limited

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HADDIES, KIPPERS, BLOATERS

Frozen Sea Herring,

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Haddock and Cod,

Salted and Pickled Fish,

Halibut, Salmon, Lake Fish,

Oysters in Bulk and Shell.

Large Assortment.

Close Prices.

Price List Mailed on Request.

THE LARGEST FISH WAREHOUSE IN CANADA

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LEONARD BROS.

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Near Customs House

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Branches :
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GRAND RIVER
GASPE, QUE.

Pernot's Biscuits are Perfect Biscuits

No expense is spared in perfecting the products of the Pernot Biscuit factories.

For this reason we feel that we can guarantee these famous confections as being superior to all others.

Send for prices and samples

L. Fontanel & Co.

4-6 St. James St., MONTREAL

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Savons Francais

There is a continual call for high-class Toilet and Bath Soaps, and the grocer who is prepared to cater to this will make money.

He will obtain a greater margin of profit, and give greater satisfaction to his customers if he handles our pure soaps.

SAVONS FRANCAIS

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Push the Sale of Good Tea

On account of common and medium grade teas being so very dear, there is a splendid opportunity now to push the sale of better quality teas, and every merchant who does so will be working in his own interests and the interests of his customers; as he will obtain more profit and his customer much better tea—tea that will bring him back quick for "another lot of the same tea."

Blue Label Red Rose Tea is the tea which will pay you for pushing—if you use it yourself you know **just how good it is.** If more of your customers knew, you would sell more of it—tell them!

Push Good Teas

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ST. JOHN, N.B.

Black Olives

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

Scotch and Holland Herrings

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

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5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of California and Lima Beans.

William Galbraith & Son

Wholesale Grocers

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Coffees

Raisins

Currants

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All at bottom prices and quality guaranteed.

Write for quotations.

The teas that have changed the taste of the public into better channels are the

TEAS of CEYLON

The wonderful natural advantages of the soil and climate of Ceylon, aided by the most modern methods of cultivation and preparation of the tea plant and leaf, make Ceylon teas the most perfect, healthful and desirable teas in the world.

The grocery trade of Canada is awake to these facts, that's why Ceylon teas have the preference ♡ ♡

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for strengthening and repairing boxes.

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for binding cases.

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

Prices on application.

J. N. WARMINTON

Patented Shipping Specialties

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STOCK THE BEST.

"KIT"

COFFEE

IS
BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

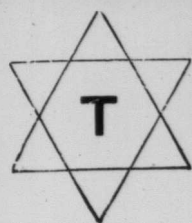
KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

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

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A.E. Bowron 18 King William St.; Hamilton, Waupep, Mason & Hickey 108 Princess St.



THE BEST



DRIED FRUITS

We are making special figures on

**Currants,
Figs, Cooking and Table,
Prunes,
Raisins, Malaga and Valencia**

If our travellers don't call, write or wire at our expense.

JAMES TURNER & CO.

LIMITED

Hamilton, Ont.



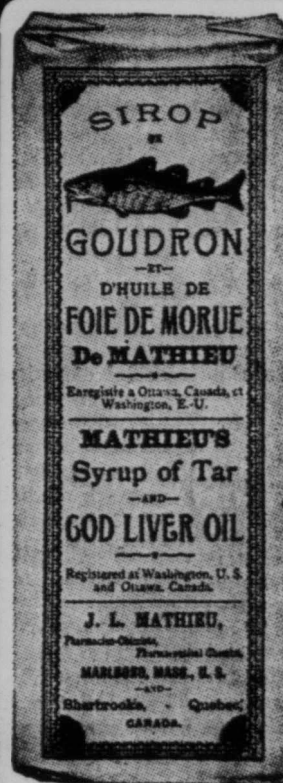
GOLDENETTE TABLE SYRUP

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

Do not order less.

IMPERIAL SYRUP CO.

MONTREAL



WHY YOU SHOULD SELL

Mathieu's Syrup

of Tar and Cod Liver Oil

Reason No. 4

NO BAD STOCK

There is no bad stock with Mathieu's Syrup. No loss. It is a quick and constant seller.

However large your holding of Mathieu's Syrup—it is never too large.

Therefore let us have your order for more. This is its best season for selling.

Mathieu's Nervine Powders taken in conjunction with Mathieu's Syrup is the best cure for La Grippe—tell your customers.

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

L. Chaput File & Co., Wholesale Depot, Montreal

The New Canadian Co-operative Act

Discussion of Measure Brought Forward Last Year by Mr. Monk Which is Now Being Carried Through by Government—Co-operative Societies Not a Pronounced Success in Canada.

From our Special Ottawa Correspondent.

Hon. Rudolph Lemieux, Postmaster-General and Minister of Labor, has just returned from the far east, and as soon as the Japanese immigration question is disposed of the Minister will take up one of the most important measures affecting the working classes, both agricultural and artisan, which has been before Parliament in recent years. As the Industrial Disputes Act is generally spoken of as the Lemieux Act, so the act respecting co-operation which will become law this session, unless something unforeseen happens, will be known as the Monk Co-operation Act. Mr. Monk introduced his bill originally in the session of 1906. After the second reading it was referred to the committee on banking and commerce, and there it was held up for the remainder of the session. The member for Jacques Cartier reintroduced the bill last session, and his suggestion that it be referred to a special committee of the House was accepted by the Government. Several meetings of the committee were held, many important witnesses were heard, both for and against the measure, and the outcome was a unanimous report recommending the adoption of Mr. Monk's bill by Parliament with a few changes. Mr. Lemieux, who was chairman of the special committee, gave a specific pledge to the House that he would take charge of Mr. Monk's bill this year as a Government measure, and for this reason it will readily be understood that the bill is bound to become law. In very few instances in this country is a Government measure ever defeated, and it will require the strongest possible pressure to induce the Government to depart from its promise with regard to this particular bill.

The Legislation Outlined.

The bill last year was entitled, "An Act Respecting Industrial and Co-operative Societies." This year, however, it is known simply as "An Act Respecting Co-operation." Its special object is "to provide for the creation and organization of industrial and co-operative societies among the farming and laboring classes of Canada." It is proposed to place the administration of the Act under the Minister of Labor by application to the Department of Labor. Any number of persons, but not less than seven, may be incorporated as a co-operative society. The corporate name of the society shall not conflict with that of any existing organization. The shares are to be determined by by-laws of the society, but no share shall be

less than one dollar. No society is to be permitted to carry on the business of credit and savings, unless such society lays aside twenty per cent. of its yearly net profits in order to establish a fund to meet losses. The advancing of money by loan, discount or otherwise, or the acceptance of deposits from any person other than members of the society is prohibited. The banking operations are to be limited to the electoral division in which the head office is situated, except in the case of cities which may be composed of one or more electoral divisions, such as Toronto and Hamilton, when in such case the Minister may authorize the society to transact business within the limits of the city. In the case of co-operative banks, the members of the board of management shall not have the right to borrow, either directly or indirectly, from the society. Provision is also made in the act for a board of supervision, for annual returns to the department, for the inspection of books, for investments, for the adjusting of disputes between members, for the amalgamation of several societies within the same district. The schedules to the act contain the form of application to the Department of Labor for incorporation, draft rules of societies incorporated under the act; and the form of the annual return to be furnished to the Government.

It will be gathered from the foregoing synopsis that considerable care has been bestowed upon the provisions with respect to co-operative banking, but it will be readily understood that the machinery provided will apply to any class of distributing society.

The testimony adduced before the special committee last session was of a most interesting character. Much was said with regard to co-operative banking, but in addition considerable information was forthcoming regarding the work of distributing societies in different countries.

Co-operative Credit Societies.

Alphonse Desjardins, president and manager of "La Caisse Populaire de Levis" (The People's Bank of Levis) was examined specially with regard to the co-operative savings and credit features of the bill. He stated that he had given special attention to the co-operative societies of Europe and had for ten years enjoyed an active interchange of correspondence with many continental leaders of the movement. Mr. Desjardins referred to the educative feature of co-operation on the poorer classes as a valuable factor

and traced the reasons for this. He explained in detail the methods of operation in the credit associations established under the co-operative system, and particularly the plan of the Caisse Populaire at Levis, Que. Levis is a town of 7,000 with an industrial population, the industries being railways, foundries, one or two machine shops, and a shoe factory. Some of the country around Levis is included in the scope of the People's Bank. By-laws were adopted on December 6, 1900, about 50 citizens being at first associated together. On January 25, 1901, the first semi-monthly financial statement showed assets of \$242. On January 21, 1907, the total assets were \$48,775. Mr. Desjardins explained how the capital had been got together, the system of loans and the general conduct of the business of the association, which during six years had loaned over \$200,000 and had not lost one cent. This was not exceptional, Mr. Desjardins contended. He mentioned a letter he had received from Luigi Luzzatti, chairman of the Popular Bank Association of Italy, in which that gentleman stated that in 41 years' experience with 800 popular banks, the loss amounted to one-tenth of a cent on each two thousand francs loan for the whole period. Mr. Desjardins gave his view of the reasons for so small a loss in co-operative banks. Discussing the expenses of the operation of the Levis Bank, Mr. Desjardins stated that during the six years of its existence they had amounted to \$547, including cost of printing. The whole work of the association was done without salary or indemnity, and the office was in his own house. Mr. Desjardins explained in detail the system of auditing, but showed that to a large degree the operations of the society were based on the character of the individual member, a vital point in connection with which was that all the members were well-known to each other and were mutually interested in protecting the interests of the association.

Mr. Desjardins mentioned that a year after the Levis Bank had started a similar institution had been established at St. Joseph de Levis, and two years ago a third was established at St. Malo; both the latter are doing well.

Mr. Desjardins gave as his opinion that the five or six co-operative societies which had been started during the past 20 years in Montreal and had gone to pieces, were not genuine co-operative associations; they were so in name, not

in fact. He laid before the committee the by-laws governing the expulsion of members of the Levis Bank to show the care exercised with regard to the question of membership and especially as to the trustworthiness of each member.

Co-operation in Agriculture.

Mr. Desjardins quoted figures which show that there are in France now 18,000 co-operative agricultural associations, established for various purposes and including thousands of village banks. The membership is over 800,000. There were even co-operative associations for the insurance of cattle, insurance of crops against hail, for almost all purposes imaginable, which purposes could not be approached at all with profit, he supposed, by the industrial insurance system. Banking or loaning co-operation had developed wonderfully in Germany, while other aspects of co-operation had been neglected. Similarly, distributive co-operation had been the special form developed in England; and productive co-operation up to about ten years ago had been better developed in France than elsewhere. Each country had its particular needs and those needs had to be satisfied by peculiar associations. In Canada, it might be found necessary to amalgamate two or three present forms of co-operation, or a new form might be evolved adapted to those districts where colonization is proceeding. Mr. Desjardins had had no practical experience of distributive co-operation, but from what he had read and studied, he saw no reason why success could not be achieved in other forms of co-operation.

F. O. Dugas, member for Montcalm, stated that in the county of Montcalm the average crop of tobacco was between three and four million pounds. He had studied the present bill and thought its provisions would be of great use to the farmers of his county. In Canada tobacco was put on the market without being properly cured. In the United States farmers who grew tobacco dried it in their sheds, and it was then sold to other parties who re-dried, cured and sorted it. There was no such thing as this latter procedure in Canada. He was quite sure, if the bill became law, making it possible for a company to be easily formed, there would not be one, but several societies of the kind organized in his county. There were about 25 tobacco traders in the county, each of whom made at least \$1,000 a year, representing \$25,000 a year taken from the farmers of Montcalm. The dealers sold the tobacco to the manufacturers without improving it, acting as agents only.

J. A. Ruddick, Dairy and Cold Storage Commissioner, of the Department of Agriculture, stated that he thought there was a strong disposition in Canada amongst dairy farmers and fruit growers towards the co-operative movement. Most of the cheese factories of Quebec Province contained the germ of the co-operative principle, inasmuch as the farmers consented to bring their milk to one point to have it manufac-

tured. In some cases the farmers owned the factory. There were some that were truly co-operative factories, but a great many were purely joint stock companies. Referring to the success of co-operative methods in Danish agriculture, Mr. Ruddick stated that the first co-operative creameries were established in Denmark in 1882, and there were now over 1,100 in the country, besides about 200 privately owned concerns. He traced the growth of the movement and showed the remarkable effect it had had in developing the dairy industry of Denmark. He thought in the long run the establishment of co-operative societies on a similar basis in Canada would have the same result. He instanced the fruit industry particularly, as one to which the movement might be applied with advantage. The great lack in the apple trade was that of organization. There were, however, 25 associations of a co-operative character already established in Canada, and working very successfully. Mr. Ruddick indicated the names of these associations, all of which were located in Ontario, and read a copy of the by-laws by which they were respectively governed. The capital stock was held in shares of a dollar and no member could hold more than 20 shares.

Canadian Conditions Not Favorable.

Prof. Adam Shortt, of Queen's University, Kingston, thought Mr. Monk's measure suited to a number of Canadian industries. Co-operation was to be found in its chief working in Europe, where the conditions were favorable and many different organizations had been developed. Prof. Shortt indicated the special forms of co-operation that different parts of Europe had developed, and commented on the peculiar fluidity of capital and labor in America, which was not tied to locality so much as in Europe. The consequence was that the tendency to concentrate labor and capital in the same locality was not so necessary nor so developed. At the same time, there were certain lines in which co-operation in the form indicated in the bill was very necessary to supplement our process. Many of the co-operative movements in agriculture in Western Ontario had been eminently successful. He approved the general principles of the bill, but took some exception to the banking phase of the measure. He particularly dwelt on the difference in the banking methods of the North American continent and of Europe. The witness also proceeded to discuss the application of the co-operative method to different businesses.

A. McNeil, head of the fruit division of the Department of Agriculture, gave evidence showing the excellent results of co-operation as applied to the apple industry in Western Ontario. Such organizations usually originated in the action of eight or ten or more farmers who made a mutual agreement to put their fruit into the hands of a manager for sale and did not otherwise organize. A step beyond this is taken where the

farmers had organized under the Cold Storage Act in Ontario, and under similar Acts in British Columbia and Nova Scotia.

The witness explained various ways in which co-operation would, in his opinion, prevent the waste of fruit and gave in some detail the plan of operation of the existing associations.

There was no more effective way, he believed, speaking as chief of the fruit division, of enforcing the Fruit Marks Act than by organizing apple growing districts into co-operative associations. There was every incentive for the members to obey the law and see that it was observed.

Help Officials to Buy Cheaper.

W. L. Mackenzie King, C.M.G., Deputy Minister of Labor, said he had spent a year in Europe investigating industrial conditions, and during that time went carefully into the question of co-operation in England and on the Continent. Mr. King outlined the character of different co-operative associations organized by the students at Harvard, and explained their working. He thought a co-operative society would be a great advantage to the members of the civil service in Ottawa, and would increase their income on an average by 10 or 15 per cent. Mr. King read to the committee the views of Prof. Robertson, as to what the co-operative movement had accomplished in the development of agricultural industries in Canada, particularly dairying. He placed in the hands of the committee official reports of various other co-operative enterprises in Canada, and read a communication from the correspondent of the Labor Gazette, at Guelph, with regard to a co-operative association which had been formed there among workmen with a view to meeting what they thought were excessive prices being charged for bread. The Guelph Co-operative Association, which was started as a consequence, had proved very successful.

Mr. King also brought to the attention of the committee the co-operative movement introduced among the fishermen on the coast of Labrador by Dr. W. T. Grenfell, the well-known medical missionary of that region.

Asked by Mr. Verville, whether under the proposed Act, 500 of the laboring people in a city could establish a co-operative bank for themselves, Mr. King replied: "They could start a co-operative society for the purpose of obtaining credits. I think the use of the word 'banking' is a misnomer; it is rather a system of mutual credit based on knowledge."

Unquestionably, he thought, in a large city of 300,000 and more, such a credit system could be established so as to help the members. "I think what would happen in a good many cities is that the men who had formed themselves into trade unions would very likely form associations also for the purpose of mutual credit." Mr. King did not think organized labor in Canada had given much consideration to the question of co-operation, save in districts such as

Nanaimo and Cape Breton, where there were men from the Old Country who had seen the movement. Mr. King believed the present measure would permit of credit societies being formed and would, he thought, deal a blow at the usurer. He added that the workingmen might hope, by means of the co-operative movement, to improve their standard of living by decreasing the cost of living, and he was inclined to think that "as the co-operative movement makes headway we will find industrial strife begin to diminish in proportion."

Governor-General Favors Law.

His Excellency, Earl Grey, Governor-General of Canada, appeared before the committee by request and made a statement of his views on the subject of co-operation. Lord Grey said he was president of the International Co-operative Alliance, the object of which was "to make known to civilized peoples of the world what are the methods and aims of co-operation, to explain the principle and to point out the methods by which that principle can be applied to the industrial life of the people." He did not propose to refer in any way to the provisions of the bill before the committee. He had visited the Caisse Populaire at Levis and he believed the bank started by Mr. Desjardins had already proved a great assistance to many, and it appeared to him to have this distinctive feature, that while it did much good it did no harm. He had satisfied himself from an examination of the books of the association that it was conducted on safe business lines.

Earl Grey commented on "the remarkable and most encouraging success which had followed the establishment of agricultural banks in Continental Europe and in Ireland and India," and gave what he believed to be the reasons for this success. His Excellency proceeded to indicate the result of his reading and observations as to the working of co-operative institutions in various European countries. Starting with Denmark, the Governor-General showed how the movement had originated in 1864, and that there were now nearly 1,000 societies with nearly 200,000 members; this for a population of under 2,500,000. His Excellency indicated the industries to which the movement was applied, dwelling particularly on the co-operative dairy started 25 years ago, and now exporting \$12,000,000 to \$13,000,000 yearly to English co-operators alone.

In Ireland the first co-operative society was established in 1889, and now contained 891 co-operative societies affiliated with the Irish Agricultural Organization Society, with a total membership of 90,000 members and a trade turnover for 1905 of \$10,000,000. The co-operative association included 300 creameries, 150 agricultural societies and 230 credit societies, and there were, in addition, poultry associations, flax societies, beekeepers' societies, and various home industries' societies.

The chairman (Hon. Mr. Lemieux) remarked that the Minister of Finance had stated that he would not object to

the bill provided the word "bank" is not used; the bill could be amended to avoid the use of that word.

Retail Merchants in Opposition.

The bulk of the testimony before the committee was in favor of the co-operative principle, but the opposition side was also heard, Mr. E. M. Trowern, of Toronto, Dominion Secretary to the Retail Merchants' Association of Canada, representing 10,000 merchants, said he had been delegated, together with Mr. Beaudry, the Dominion Treasurer, to submit to the committee such information as they had on the subject of co-operation. He read the following resolution which had been passed by the Dominion Board of the association, viz.:

"That whereas a bill has been introduced at Ottawa by Mr. Monk, asking the government to endorse co-operative societies, and to give them special privileges to the detriment of the retail trade, that this association do all in their power to defeat this measure."

The board had obtained the opinion of the various branches before passing the resolution. The witness took exception to the measure as not attempting to form co-operative societies among the farmers and laboring people by enabling them to work together and pool their money together and divide the profits. It aimed at giving the farmers and laboring people of the country "an opportunity of combining together, getting any one's capital that they might like to get, and by combining, to destroy the retail and wholesale merchants of this country." In the first place the bill dealt with trade and commerce, and should come under the Department of Trade and Commerce if brought into effect, and not that of labor. He objected to the clause that authorized municipalities to invest their money in these societies. He regarded it as a trap laid for the uneducated people who knew nothing of trade and commerce. In Scotland, co-operation had destroyed the retail and wholesale business and it had been done by offering dividends to the public to buy in these stores, which had congested and centralized trade. Mr. Trowern claimed the measure was unfair to the retailer because the officers of the association could not be reached as easily as an ordinary merchant in the event of his misrepresenting the goods he sold. He stated: "If the bill goes through, you will require a specific clause inserted that the president or secretary of these co-operative societies should be held responsible for the deeds of these societies, as we are as retail merchants." Mr. Trowern further claimed that experience in Scotland had proved that, "the man in the co-operative concern who does the buying from the manufacturer has had paid over to him without the full knowledge of his confreres certain moneys for himself to divert trade into the co-operative channel."

Law Gives Special Privileges.

W. C. Ellis, of Ottawa, made the following statement with reference to a remark by Mr. Monk concerning the object of the bill: "Mr. Monk has mentioned what, to my mind, is the whole

point of the objection I would take to this bill; if the retail merchant, or any other merchant, wholesaler, or anybody else, wants to form a company, he has to pay for a charter in order to do so. These people are asking for the privilege without paying for it. That is where the unfair competition comes in. The poor retailer in the city has been living here and paying his taxes in order to do business. He has been paying clerks and paying taxes, and he has been an advantage to the city. And now the people themselves, who have been the retailer's customers, we will say, want to reap the little profits that he has been making. They want to get together, but they don't want to pay the couple of hundred dollars necessary to get a charter. But if that merchant wanted to start a company, he would have to get a charter. That is the whole thing; that is unfair to the retailer."

Mr. Beaudry, of Montreal, Dominion treasurer of the Retailers' Association of Canada, gave evidence along the same lines as that of Mr. Trowern and Mr. Ellis. He said the great problem in business to-day was this; quality, quantity, and price had to be considered, and in any business transaction these considerations could not be ignored. The bill would permit the operation of co-operative societies by which the members could go direct to the source of supply for their goods, thus doing away with the middleman's profit. The bill also proposed to permit members of co-operative societies to do their own banking. The preamble declared that the bill was for the poor man. This could not be so because a poor man would be out of it. The man who wanted to go into business must have capital, and a co-operative society similarly must have capital. The principle of the bill reversed the system of distribution of goods. There was no way to distribute goods cheaper than through the wholesaler and retailer. If they could produce evidence to him that goods could be distributed in Canada to-day at less cost than through the wholesaler and retailer he would be in favor of the bill. He would not say that the banking privilege granted by the measure would hurt the retail men but if men inexperienced in banking were allowed to carry on such business, and they failed, it would discredit banking in Canada.

Co-operators Avoid Personal Responsibility.

The evidence of this witness was challenged by several members of the committee. Mr. Smith, of Nanaimo, asked, "If the retail merchants have the right to sell goods, and the public themselves are granted the same right, is it not putting them in a position of equality?" Mr. Beaudry replied: "Certainly. But that is not the effect of this bill." Mr. Smith contended that this was the root of the whole matter, to which Mr. Beaudry retorted that the public wanted to get the right by means of special legislation, by avoiding personal responsibility. If any men wanted to form themselves into a company to-day they would have to pay from \$200 to \$600, whereas, under this bill, any score or twelve men could escape that payment. In conclusion, Mr. Beaudry once more emphasized the fact that quality, price and quantity were the three principles to be considered, and there should be an enactment making misrepresentation with

regard to these things a criminal offence.

As previously stated, the special committee, despite the objections raised by the representatives of the Retail Merchants' Association, reported in favor of the bill, with certain changes. The report in part is as follows:

Special Committee Favors Bill.

"From the evidence, derived from persons who have made a special study of the co-operative movement in Europe, it appears clearly that co-operation offers very great advantages to the farming classes, particularly in certain branches of agricultural pursuits, such as dairying, market gardening and fruit culture. Co-operation has also been proved of great use in the purchase by farmers of agricultural implements and fertilizers.

"Your committee found that co-operation offers a means for the laboring classes to purchase, under the most favorable terms, the necessaries of life and the articles required for the exercise of any trade. It also provides a system by which the wage-earners can either build or acquire their own homes, by means of small loans from credit and saving societies.

"Your committee have given the credit and savings feature of the bill their special consideration and have arrived at the conclusion that any general movement to foster co-operations destined to provide small loans and means of investment for people whose situation removes them from the sphere of action of our ordinary banks, should be encouraged. In dealing, however, with this feature of the proposed measure, your committee have provided special clauses destined to surround the exercise of the credit and savings power by these societies with all necessary guarantees to prevent any possible abuse.

"The interesting experiment made by Alphonse Desjardins with the institution known as 'La Caisse Populaire de Levis,' establishes clearly that this special form of co-operation is productive of the best results and can be carried out without risk, if under proper control.

"This control and supervision your committee have sought to ensure in the bill.

"The witnesses heard by your committee are persons well versed in the co-operative movement since its inception; their testimony bears out with singular unanimity the conclusion to which your committee have arrived, that the proposed bill, as amended by your committee, if enacted, would be productive of the best results, and your committee, therefore, recommend that the government take charge of the measure and have it passed."

A Few Canadian Failures.

It is singular that many of the co-operative societies organized in Canada have failed to make good. Notably is this the case in Cape Breton. The list of past failures is as follows:

1st. The Sydney Mines Provident Society, Limited, Sydney Mines, C.B., was started in 1863, failed 1905. The knowledge of the workings of these societies was brought from England to Stellarton and Sydney Mines by miners from England. The Sydney Mines Society did

for many years a flourishing and profitable business, as the Stellarton store is still doing. The omission of making provision out of their profits for a reserve fund, the withdrawal of capital from the business, and inability to adapt themselves to changing conditions, brought them into difficulties and on the top of these difficulties their stock and their store was burnt.

2nd. The Britannic Co-operative Society, Sydney Mines, started about 1873. This was in opposition to the older society. The mine officials were the chief movers in this undertaking. They failed to take the patronage of the workmen from the other store and in about three years their business went to the wall.

3rd. The International Co-operative Store, Limited, Bridgeport, C.B., was organized in 1885 dissolved in 1898. The influence of the Provincial Workmen's Association in bringing the workmen of the International Colliery together, and the sympathy of the company's agent, together with the help and enthusiasm of the colliery manager, John Johnston, now of Sydney Mines, gave the first impetus to this society. But for the reasons of no reserve fund, withdrawal of capital, necessitated by the removal of members to other localities, and changing conditions in connection with the collieries, forced them to mortgage the property, pay the liabilities and dissolve.

4th. The Reserve Co-operative Store Co., Limited, Reserve Mines, C.B., commenced business 1887, failed 1898. Did a good and profitable business. Benefitted many of the workmen. No reserve fund, slackness of work for two successive winters, and continued rumors of the closing of the colliery, the withdrawal of capital by members removing to other localities, and a change in the management of the store necessitated by the death of the former manager, are cited as the cause of the failure.

5th. The Morien Mutual, Port Morien, started 1888. Failed 1895. Organized in opposition to the Cow Bay Co-operative Store, it was from the first but an ordinary joint stock company. Reckless credit and reckless buying ruined them. Finally the manager disappeared and the business went into the hands of the sheriff. No reserve fund.

6th. The Victoria Co-operative Store Co., Victoria Mines, C.B., started 1889; failed 1895. Failed because the colliery was closed by the Dominion Coal Co.

7th. The Little Glace Bay Co-operative Store Co. started 1887, failed 1894. The business got beyond its depth at the very outset through imprudent buying, and although they struggled through seven years, mutual confidence, so indispensable to co-operation, was never restored. No reserve fund, withdrawal of capital, indiscreet credit and lack of ability to adopt themselves to fast changing conditions, brought them under.

8th. The Old Bridgeport Co-operative Store Co., started 1895, was burnt out a few months after and never re-organized. No reserve fund.

9th. The Workman's Store Co., Re-

serve Mines, started 1902, failed 1904. Lack of business capacity on the part of the manager, made this business impossible from the very start.

Of the successful organizations the International Co-operative Store at Old Bridgeport, C.B., started with 36 members, and is now doing a business of over \$14,000 a quarter.

The Sydney Co-operative Society, Limited, started 1904, was one of the outcomes of the Sydney strike. It is doing a business of about \$1,600 a month, has 76 members, but is greatly handicapped for lack of capital and the constant removal of members to other localities; reserve fund 10 per cent. of profit.

The Glace Bay Co-operative Society, Limited, was organized the present year strictly on British lines. Their business for November was \$5,300. Reserve 10 per cent. of profits and all admission fees.

The British Canadian Co-operative Society, Limited, of Sydney Mines, started the present year. This society is composed nearly altogether of Old Country co-operatives. Very few of the members of the old store have so far identified themselves with them. They are adopting Old Country methods altogether. While all the other societies allow credit to the amount of four-fifths of the capital, this society gives absolutely no credit even to their members. They now have a membership of 78, and are doing a good business.

The Broughton Co-operative Society, Limited, never started business. About the time they thought of organizing, work at the new colliery was suspended.

At Stewiack, N.S., the farmers have a union for the distributing of farm produce. This union has existed for a number of years.

About five years ago the farmers of Elmsdale, Hants County, N.S., organized a similar business, together with a consumers' store. This business is doing well.

The Amherst Co-operative Store is in its initial stage. Its membership of 70. It is run on the principle of the British co-operative stores. The store is well organized.

It will be seen from the successes and failures of co-operative concerns in different parts of Canada that with proper management a co-operative society may possibly be made a success, but if ordinary business matters are neglected, as was the case with some of the societies in Cape Breton, then failure is bound to result.

NEW WESTERN ONTARIO CANNERY.

Company Incorporated With Factory and Offices at Stoney Point.

The Stoney Point Canning Co. has received letters of incorporation from the Ontario Government "to manufacture, can, and sell tomatoes, and other fruits, and generally to carry on the business of a canning company." The capital of the company is \$40,000, the head office being situated in Stoney Point, in Essex county.

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PUSH THE BETTER QUALITY TEAS.

It is a mistake as a rule for retailers to push the sale of low-priced goods at the expense of the higher priced and better quality merchandise. There is no line in the grocery store to which this principle applies more than to package teas.

Package teas that retail at 25c. do not net the grocer nearly as good profit as the 40c. kind. Then the quality of the former, not being as good as the latter, does not tend to give as good satisfaction. There is thus a two-fold reason why the retailer should discourage and not encourage the consumption of the minimum-priced package tea.

A large part of the consumptive demand is no doubt for the 25c. package tea; but if the retailers throughout the country were to concentrate their efforts upon a campaign of education they would in time create an increased demand for the better quality article.

The retailer does not need to be told that the consumer, like himself, pays for what he gets. He furthermore knows that a 40 cent tea gives the consumer better value for his money than does a 25c. tea. It is more economical and will relatively not only make more tea, but what is still more important, better tea.

Retailers should impress this fact upon their customers. It needs to be done judiciously, but it can be done. In their conversations over the counter, in the columns of their local papers, in their window displays, they can find ample opportunity for educational work

THE CANADIAN GROCER

of this kind. And the results that are likely to accrue warrant the effort being made.

AN OBJECTIONABLE FEATURE.

The new Co-operative Bill, now before the House of Commons, which is dealt with at greater length elsewhere in this issue, and which, by the way, seems to be very favorably regarded by the solons of the house, contains one feature which ought to be opposed by retail and wholesale merchants generally. We refer to the clause which allows the registration of co-operative concerns for buying and selling in opposition to the law regarding the formation of companies for the same purposes.

As the law stands now, two parties can combine in a business and are compelled only to register the amalgamation at a nominal fee. When a larger number wish to unite, however, a joint stock company must be formed and procedure on this basis necessitates considerable expense.

On the basis proposed by the new bill a number of persons uniting in a co-operative society, be it for the same purpose as those for which the joint stock company was formed, need only go through the process of registration as mentioned in the other case.

While it is true that conditions existent in Canada seem to militate against the success of the co-operative movement, as applied to supply stores, at least, and while the history of such movement here shows no example of progress, this point in the bill seems to offer an unfair advantage to such societies as against those engaged in the regular wholesale and retail trade, and is one that should be guarded against.

Any opposition which has been raised against the bill up to this point seems to have made little effect. It will require more united effort to make the house feel the necessity for an amendment. Why should not retailers and wholesalers in every municipality in Canada bring the matter before their boards of trade, press for concerted action and in this way bring one of the mightiest influences possible to bear on the situation? This seems to us the most advisable course of procedure.

HEAVY LOSSES IN APPLES.

A critical condition prevails this week in the apple market. The English market, which, under normal conditions, is a big buyer of Canadian apples, is away off, ruinous prices ruling. Some exporters have been forced to accept \$1 per barrel, and even lower, for their shipments. Obviously, losses have been severe. Up to the present it is conservatively estimated that fully \$500,000 has been dropped by the dealers. The situa-

tion is serious, to say the least, and is worthy of more than passing attention.

Various causes are set forth for this abnormal condition. It is argued among the dealers that the blame rests largely on the fruit department of the Dominion Government estimating a crop shortage when, in reality, the crop was well up to the average. Owing to these reports, the opinion became general among the farmers and growers that high prices would rule. Consequently buyers were held up and forced to pay more for apples than conditions warranted. This allegation is disclaimed emphatically by the chief of the fruit department, A. McNeil, who contends that the fruit reports issued were correct and pointed to an average crop. Be this as it may, there is no disputing the fact that the crop was generally believed to be short. And in the face of this American buyers entered the field and helped to raise the prices. These two facts, reports of short crops and the presence of American buyers, were in a large measure responsible for the high prices paid for the crop. It is hardly correct to contend that undue speculation among buyers themselves, as is held in some quarters, was wholly responsible for the high prices. Whatever the cause may be, the price of apples ranged as high as \$2.25 per barrel, an unusually high figure in view of the fact that buyers generally consider 75 cents a satisfactory price.

Had financial and trade conditions remained normal, no ill effects would probably have been felt by buyers. But the financial depression in the United States has brought about a climax. American firms, owing to the scarcity of money, have been compelled in many cases to cancel their contracts. Only about half the quantity contracted for has been taken. Had these contracts been fulfilled at the prices specified, all would have been well. But thousands of barrels have been thrown back on the buyers' hands to their loss.

This circumstance directly affected the British market. Heavy shipments have been made there with the result that the bottom has fallen completely out of this business there. The losses have been severe, the prices dropping as low as 70c. per barrel in one instance. When it is remembered that apples were bought as high as \$2.25 per barrel the heavy losses sustained become evident.

A REGRETTED DELAY.

The article descriptive of the recently closed advertising contest, which was announced for this week, was necessarily crowded out of this issue, by an influx of timely news. The article, however, will appear without fail in next week's Grocer.

THE SITUATION IN THE WEST

Wheat Movement Continues Large With Business Collections Good—Annual Meeting of Grain Growers' Association Discusses Exceedingly Important Questions.

By our Special Winnipeg Correspondent.

There has been little or no change in the wheat market, although prices have lowered slightly towards the end of the week, with a tendency to higher levels at the very end. The demand for low-grade wheat continues and the forward movement has been large and steady. The weather is simply perfect for grain movement, there having been but one slight storm during the week.

The wholesale trade report a fair return in the matter of collections and retail trade is quite as good as is usual at this time of year. The entire west is regretting the destruction of the splendid mill of the Maple Leaf Flour Mills Co., at Kenora, which was opened for business with so much rejoicing only a month ago.

During the week the annual meeting of the Manitoba Grain Growers' Association convened at Brandon and held a three-days' convention with three sessions daily.

In as much as agriculture is the chief business of the west and wheat growing the line of agriculture most generally followed, the deliberations of the body representing an active membership of over 4,000 farmers is a matter of importance to every business interest in the west. So near to a general election the deliberations become of even more significance, as practically every member of this association is a voter.

This is the body responsible for the drafting of the amendments of the charter of the Grain Exchange, which is now awaiting a final reading. The association has many wise heads in it and not a few of the demagogue type, and the latter, as is so frequently the case, exercise an undue influence in the findings of this body at their annual meetings. The matters taken up this year, which are likely to have a far-reaching influence, were the questions of Government-owned elevators and the establishment of a sample market at Winnipeg.

The scheme of elevator ownership which they propose, is that all the terminal elevators shall be owned by the Dominion Government and all interior elevators by the Provincial Governments of the various provinces. The Provincial Government of Manitoba has already been approached in the matter and stated that they had not the power owing to the weighing and inspections systems being in the control of the Federal authorities. This first refusal has not daunted the Grain Growers in the least and at their recent meeting it was pointed out that the necessary power could easily be obtained by the Provincial Governments from the Dominion. The idea they have in connection with interior elevators is an elaborate one. It plans for nothing less than the special binning of the entire crop of the west and having samples drawn from each load as it is hauled to the elevator and these samples mixed together and large bulk samples sent forward for grading. The official grading is to be done on this sample and then the farmer is to be in a position to borrow money on the wheat in his

special bin in that elevator and hold his wheat for sale until such time as he or his agents shall deem the market at its best. The Grain Growers plainly state they wish, if possible, to eliminate the street buying of wheat altogether. If the man with wheat in special bins wants to sell on sample, a portion of the sample taken in the way already indicated is to be placed in a sample market in Winnipeg. One of the advantages claimed for the system is that it will put eastern millers on an equality with western mills that own a line of elevators at the present time, as the western, as well as the eastern millers, will be obliged to buy in the Winnipeg sample market. By way of forcing the present line elevators to part with their houses, the proposal is that a valuating commission shall be appointed to value all elevators at present in Manitoba, the Government shall then give the owners the option of selling at the valuation made or of having Government elevators erected to run in opposition. There is no manner of doubt that the present Legislature of Manitoba is going to be strongly pressed in this matter and with the big majority of the Government in the House, and the precedent of the Government purchase of the telephone system, it is quite among the possibilities that their request may be granted. The matter is a very serious one. Without for a moment criticizing the wisdom or practicability of such a scheme, the entire upset that would ensue from such a radical change in the present method of handling grain would be very likely to prove injurious to our export trade, which, when all is said and done, is the important trade to the Canadian west. The British dealer above all things hates change and conditions out of the normal. He is well satisfied with the method of grading and the shape in which cargoes are sent forward and will view any change with suspicion and dislike.

A large section of this convention was in favor of the immediate opening of a sample market in Winnipeg, and many others who thought the sample market would only be desirable when the interior elevators were in Government hands. It is noteworthy that the Royal Grain Commission in their report were strongly opposed to the sample market, mainly on account of the mixing elevators that would necessarily follow and the danger of the grades skinned and the reputation of western wheat thereby damaged in its ultimate market as would be almost sure to be the case. The representatives of the Saskatchewan Grain Growers' Association and the president of the Manitoba Grain Growers were both strongly opposed to it.

Very strong resolutions were passed condemning the banks for their action in withholding lines of credit and refusing to advance on bills of lading, thereby occasioning enormous loss to the farming community. There were several resolutions of a very drastic nature brought forward in the way of proposed amendments to the Banking Act.

The question of car distribution over which there has been so much discussion, was up, and it is evident that any attempt to amend that clause so as to get a more equitable share of the cars for elevators will meet with the most strenuous opposition from the Grain Growers' Association, who absolutely and unreasonably refuse to see that in clinging blindly to this bit of legislation they are seriously damaging the chances of the small farmer, who must sell to the elevators.

As was stated in the earlier part of this article, the deliberations of this body are of importance to all engaged in business, from the very fact that they have become a strong political factor and their power of good or evil along the line of disturbing well-established trade relations is unbounded.—H.

MONTREAL BOARD OF TRADE.

New Officers Elected by Acclamation—
T. J. Drummond, President.

All the officers of the Montreal Board of Trade for the new year were elected by acclamation. The new president, succeeding George Caverhill, is T. J. Drummond, of Drummond, McCall & Co.



T. J. DRUMMOND.

President Montreal Board of Trade.

Farquhar Robertson was elected first vice-president, and George L. Cains was elected second vice-president, J. R. Binning being made treasurer. For the Board of Trade Council and Board of Arbitration twelve members are required. There are thirteen nominations for each, so that the necessary members will have to be secured by election.

R. W. Barry, of the Laing Packing & Provision Company, Montreal, has returned from a business trip north and east. He reports a very satisfactory outlook for the coming year and his order book on his return showed the success of his efforts to do business.

Grocery News from Coast to Coast

Trade Notes From The Grocer's Corps of Correspondents in Canadian Cities and Towns—Business Continues Encouraging With Cheerful Outlook.

CHATHAM.

John McCorvie, the well-known grocer, was at the inaugural meeting of the Board of Education on Wednesday of last week elected chairman of that body for 1908. This is Mr. McCorvie's eighth year of service in connection with the public schools. He put in six years on the old public school board, being chairman in 1904 and was last year elected to the new Board of Education.

Magistrate Houston has this frank criticism to make of the market by-law which forbids retailers purchasing before 10 a.m.: "It appears to me to be a shame that grocerymen cannot buy on the market before the hour of ten o'clock. It is not that they make any great profit through buying early, but the opportunity which it gives them to accommodate their customers. As I understand it, there is no profit for the grocer in produce of this kind, merely accommodation. The by-law is a hardship on the local butchers as well. If the hour were made nine o'clock instead of ten it would be much better, but the general feeling seems to be that the by-law should be wiped out altogether. Any other man but a butcher or grocer might speculate as much as he pleased in these products and be immune from the by-law. In this way I think that the by-law to some extent discriminates against our butchers and grocers."

Wm. Anderson, the energetic secretary of the grocers' section of the local R.M.A. is the latest grocer to join the ranks of the advertisers. Mr. Anderson is now using both local papers to make some very attractive announcements to the public at large.

On Saturday last a very successful demonstration of Chase & Sauborn's coffee was held at the grocery of E. R. Snook, King St.

Wilfred McCorvie, of John McCorvie & Sons, was in Toronto last week.

Jaen Sang, the Chinese restaurant man, advertises his business for sale. He is leaving town.

Ed. Gerber, the King St. east grocer, had the misfortune to fall on a slippery sidewalk last week, cutting his hand quite badly.

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

Jas. A. Thompson, the confectioner and wholesale fruit dealer, who has been occupying a store in the Seane Block, will move on Jan. 25 to the more commodious premises across the street, at present occupied by the New York Cloak Store.

Among the travelers who struck the city last week were Paul Lumsden of the Dominion Vinegar Co., Hamilton, and Geo. Sager, of Wm. Paterson & Sons, biscuit manufacturers, Brantford.

A very attractive display of the Maconochie goods was put on last week by the Bradley store.

The Kingston correspondent tells of a couple of novel schemes to increase trade.

London grocers are interested in a union picnic next summer. What do you think of it?

The Guelph correspondent discusses the food demonstration and package cereal question.

A merchant in Saskatoon has inaugurated a Limerick contest.

Prince Edward Island grocers, generally, seem to neglect stock-taking.

The Stratford correspondent gives some good ideas regarding price cards and signs.

Ingersoll merchants are optimistic over the outlook for spring trade.

A Chatham grocer has been elected chairman of the local Board of Education.

Vancouver is receiving shipments of Australian butter and United States wheat.

E. R. Snook is featuring the well-known "Prize Oats" at present, this week putting on a big window display of them.

P. C. Little, the Blenheim grocer, is putting on another guessing contest. Last time the number of seeds in a pumpkin was the riddle to be solved; this time it is the weight of a large cake of Beehive Soap. A \$6 toilet set is the prize, the contest closing Feb. 29.

Jas. Forest, of Kingsville, has disposed of his bakery and confectionery to his brother-in-law, John Tims, of London, a practical baker.

S. W. Regnier, of Tilbury, has commenced a milk route in that village. The Times characterizes it as "a long-felt want."

J. A. Hunter, of Blenheim, who has conducted the Palace Restaurant in that town for several years past, has sold out to E. W. and Frank Knight. The latter now has the conduct of the business. Arrangements are being made for a complete overhauling and remodeling of the premises.

J. St. John, confectioner and fruit dealer, of Tilbury, has made an assignment for the benefit of creditors, G. W. Sulman, of Chatham, being assignee. The business was a small one. St. John purchased it six months ago for \$300, paying \$200 cash and a note for the balance is still unpaid.

W. D. Beattie, of Essex, recently sold his grocery to Mr. Rounding, of Colchester North. The new proprietor has added a meat market.

Geo. M. Sawyer, of the Star Grocery, Leamington, is featuring a five and ten-cent window display, comprising household necessities at the prices named.

A quiet movement has been going on for some time among Amherstburg merchants to secure an unanimously signed petition to extend the early-closing movement to every night but Saturday. The petition has met with a fair degree of success. The refusal of one or two merchants to sign, has, however, blocked the movement up till now. There is a prospect that those behind the movement will put it up to the town council to pass an early-closing by-law, with a view to accomplishing the desired result.

"Fruit Culture" was the subject of discussion at a well-attended open meeting of the Board of Trade last week. Editor A. B. Cutting, of the Canadian Horticulturist and Prof. H. L. Hutt, of the Ontario Agricultural College, Guelph, spoke on the technical side of the subject, while Provincial Superintendent Jos. Osborne, of the C.P.R. added a few remarks on general topics. A point urged by the speakers was the growing of early apples in preference to late varieties, and the growing of all fruits with a view to making the most of the ten weeks' advantage which Kent and Essex possess over the rest of the province in point of climate.

C. E. Lister's creamery was broken into on Friday night, and the cash register robbed of \$1.40. This is the second time within the month that the creamery has been visited by burglars.

Mrs. John McConnell, wife of the Park St. grocer, met with a bad accident on Saturday last. She fell while out walking, dislocating and fracturing her right shoulder.

GEORGETOWN, P.E.I.

The weather since Christmas has been exceptionally mild. The roads being in a wretched condition people have only traveled as a matter of necessity. As a result business has been at a standstill. One good feature of these conditions is that the grocers have had ample opportunity to take stock. And yet the greater number dispense with it altogether. We do not know whether this is general throughout Canada, but from information gathered from our good friends, the travelers, and other sources, we are very much of the opinion that it is to a very large extent neglected. This ought not to be so. It is as essential for a grocer to know just where he stands, and what actual profit he makes as it is for any one else engaged in commerce. We would like to hear from other correspondents on this subject.

This is by far the mildest winter we have had so far. There is no ice whatever. On the 2nd ult., a sailing schooner cleared from Cardigan with a load of oats for Cape Breton. Every trip of the winter steamers there are cars of fresh fish being shipped to the American markets.

More attention is being paid to confectionery on the island. The demand for the best grades of chocolates is daily increasing. There is no doubt about it, it pays to look after this department, and to keep only the best goods.

It seems altogether too bad that the greater number of apples consumed here have to be imported. Apples second to none are grown here, but not sufficient of the best selling and keeping varieties.

Butter is scarce and high, the result of too much being exported.

INGERSOLL.

While the reaction which always follows the Christmas trade has been noticeable, there has been a uniformity about business since the holiday season that has been entirely satisfactory to local grocers. This fact is probably due to a combination of circumstances. In the first place Ingersoll grocers are not spasmodic advertisers, and while they use an additional amount of space during the busy season, they are firm believers in the policy that it pays to advertise when trade shows signs of a slump, and in following this plan they are always "talked about." In addition

to the advantages of judicious advertising at this period of the year, they have been highly favored as far as weather conditions are concerned. The weather for the most part has been seasonable, with no drifted roads or severe storms to prevent the country customers from turning out, and lastly Ingersoll has not suffered to any extent from the general depression, which has caused those in other places to curtail expenses. The merchants generally take a very optimistic view of the spring trade and all signs point to a most successful season.

S. M. Fleet, whose grocery stock was practically destroyed by fire on New Year's Eve, has opened again, having temporary quarters in his meat shop on Thames St., opposite his old stand. The fire which caused heavy damage to Mr. Fleet's store and stock broke out in the cellar. It was a very difficult one to fight on account of the dense volumes of smoke and before it was extinguished his stock had suffered to a great extent from water and smoke. Mr. Fleet enjoyed a very large patronage and his characteristic enterprise is noticeable in the little time that he has allowed to elapse before being in a position to once more do business.

For the past few years the grocery trade has been represented in the person of the town council for a number of years, Chas. A. O'Neill very efficiently served in the capacity of an alderman. This year Mr. O'Neill was a mayoralty candidate, but was defeated by Mr. Geo. Sutherland. The position of deputy-reeve is being filled by S. M. Fleet who has had several years of municipal experience, and is noted as a careful, clean-cut business man.

The question of level railway crossings is one of interest to grocers and merchants generally. This is a matter which Ingersoll has had to deal with for some time, and several fatal accidents emphasize the necessity of having all lever crossings, especially those over leading thoroughfares, properly protected. The question has often been asked, does a dangerous railway crossing interfere with business? Some are inclined to the belief that it does. On Monday night last A. S. Schram, of Thamesford was killed at the notorious Thames St. crossing of the Grand Trunk, making the second fatality at this point in the past few months. In their verdict the coroner's jury condemned "the criminal indifference manifested by the management of the Grand Trunk Railway Company in not providing some more suitable safeguard at this most dangerous centre." They also placed on record their "entire disapproval of the course pursued by the Railway Commission" who have repeatedly been requested to take action in regard to the crossing. Crossings of this nature may have a serious effect on trade and it is

high time that a concerted effort was put forth to have them properly guarded.

The death of William H. Wills, baker and confectioner, which occurred after only a few days' illness of pneumonia, last week came as a shock to the entire community. Mr. Wills was a young man of esteemable qualities and was very prominent in fraternal circles, being a member of the Masons and several other orders. He had been employed at his trade in Ingersoll for several years, and last spring engaged in business on his own account. He had been accorded very liberal patronage, and his death under such particular sad circumstances came as a shock to all his friends.

SASKATOON.

Last week business was quiet at the stores. In the general and departmental stores stock-taking is the order of the day, and stock-taking sales are held in order to reduce stocks as much as possible. Jones Bros. have announced an eleven-days' sale and during that time the business will be conducted by the Montreal Brokerage Co.

One of your correspondents in a recent issue of The Grocer, referred to the limerick epidemic. It has broken out in Saskatoon and quite a number have fallen victims to its ravages. One of our prominent merchants offers three cash prizes for the three best sent in during January. This is a sample of what has been received:

"Manufacturers who wish to locate,
Would do well to write this on their slate,
Of the towns of the west,
This one is the best,
Saskatoon, the chosen of fate."

Last week the contents of T. Campbell's store were damaged to some extent by fire. The fire, however, was put out before much damage was done.

A farmers' meeting was held at Birch Hills lately for the purpose of establishing a creamery in northern Saskatchewan. One hundred and fifty farmers were present and the gathering was considered a great success. T. D. Plamondon, the organizer, is anxious to see a creamery started on a good solid basis so that it will be beneficial to all the farmers in the surrounding district. The dairying business is one of details and it requires some management to make it a success, but it yields abundant profits when these details are attended to. "It was very encouraging," said Mr. Plamondon, "to see such a large gathering of farmers, a proof that dairying was not altogether dead in this northern part of the province, but that each farmer was looking forward to the day when he would be permitted to double the income actually received from each cow. A subscription of 1,500 cows within a radius of fifteen miles around Birch Hills was signed by the farmers, an evident proof that these people require a creamery in the worst way."

THE CANADIAN GROCER

STRATFORD.

Having a few spare moments the other evening, your correspondent paid a visit to several of the city stores, not merely the grocery stores, but to some of the other departmental places of business. For it does not always pay to confine one's time to the every-day routine of life. Get beyond, get on the outside occasionally and see what the other fellow is doing. While passing down one of the aisles in one of the leading shoe stores, this catchy, well-painted and neat sign caught the eye: "Shoes gain your confidence by their wearing qualities, and your admiration by their refined style." It was a good sign and on the inspiration of the moment your correspondent visited other stores for the simple purpose of peeping at the many signs that decorate the interiors. Of course, there were hosts of them, but here are a few of the most striking ones, that perhaps could be used by some of The Grocer readers:—"Better values," "Big saving for prompt buyers," "Extremely good glove values," "Home-made is the best made, Try ours," "A snappy snap on all cereals," "Fine footwear at fractional prices," "At less than ever prices," "Economical prices," "At lowest prices consistent with good goods," "Tempting dollar values in the men's department," "Gloves at give-away prices," "Shoe savings of unusual interest," "An early morning rally to the confectionery section," "A quick dime beats a lazy quarter," "Combining two extremes—high quality and low prices," "Irresistible values in our teas," "The choice blends are the best blends," "A dollar is your friend in this store," "Do it now," "A hint to buyers," "Quality counts every time here," Then there were numerous cards relating to sales: "Clean-up sale," "Riddance sale," "Delightful bargains on Monday," "A hurry-up clearance in women's shoes," "Challenge sale," "Sweep-out sale," "Mid-winter clearance sale," "Closed, but not by the bailiff; just taking stock," "Rock bottom prices at our Tuesday sale," etc.

The cards in order to attract the attention and notice of the customer, must be neat and nicely painted. A common mistake, and one that is noticeable in window card painting is the tendency to use too much mucilage. Don't throw and dab it on as if it was paint. A very small amount of mucilage will give better results than a larger quantity. There are said to be a number of very good prepared paints for white lettering on black backgrounds. Cremnitz white, or distemper colors of any shade, can be made into first-class show card paints by simply adding pure gum arabic mucilage, with or without glycerine.

The market on Saturday was not quite as large as usual, which was probably due to the poor state of the roads, the snow having drifted considerably during the previous night, but still the prices were on a par with those of the Saturday week. Butter was more plentiful, but eggs were scarce. The former sold at 27c and 29c, and the latter at 27c and 30c. There were offered several bags of apples, and also a few bags of potatoes. The price of live hogs fell thirty cents in the week. Wheat advanced three cents and oats one cent.

The snow nuisance is again with us, and some of the up-town merchants have received warning that they must have their walks properly cleared every morning or suffer the penalty, which means a small fine. The merchants complain that the city authorities are not in much of a hurry themselves to shovel the snow where they should do so.

The merchants are kept pretty busy and for the time of the year and the stringency of the times, it is surprising the amount of business that is being done in this city.

Pay day on the Grand Trunk last week enriched many a grocer. Pay day in this city is one of, if not "the day," owing to the large number of railway employes in this city, and to the fact that the majority of them run bills, as they only get paid once a month.

VANCOUVER.

By April next another line of steamers will have established regular calls at B. C. ports. The Chargeur Reunis, a large French company, will have its first steamer direct from Antwerp in Vancouver harbor in less than three months. The Ceylon will be the first steamer to make the new schedule. The Kosmos line of freight steamers makes occasional calls at long intervals, and the Blue Funnel steamers of the Holt line, also bring cargoes, coming every thirty days or so. The addition of the Chargeur Reunis makes three lines of freight steamers direct from Europe calling at B. C. ports. All bring large quantities of cargo, in many lines of merchandise, and especially in heavy metals. The rates of freight, already extremely low, are likely to see further reductions with the increased competition.

Flour from the Canadian Northwest is high in price this year, hence an American firm is now delivering in Vancouver a lot of 10,000 sacks for shipment to China. The cheaper wheat of Washington and Oregon makes it possible for flour from these states to again secure some of the business of the Orient, from which it has largely been shut out the past year by Canadian flour brought to Vancouver for shipment.

Local market conditions are fairly quiet. Trade is but ordinary in retail circles, and the wholesale trade is not over-crowded with heavy business. In fact, while orders are numerous enough, the buying is light, being only for immediate requirements and not taking into account the coming season's demands at all. On this basis, the trade is carrying sufficiently heavy stocks in most lines. Shortage is reported in condensed milk and cream. These are quoted now at \$6 and \$5 to \$5.20, respectively, per case.

In the produce market there is something doing every minute. Local stocks of butter are light, yet prices are low. Some close quotations have come in from eastern Canada, making the possible selling price of such stock about 31c to 32c. The stocks of creamery held here are now being sold on basis of 29c

and 30c, at which they could not be replaced. Australian butter has been in some time now and selling at 34c and 35c. It is, of course, fresh butter. The steamer Moana, due in Saturday, is bringing some considerable consignments of Australian butter. The local fresh creamery butter is 40c, and not nearly enough of it is coming in to meet demand. It always has its market, especially in the winter.

Everyone is well stocked up on case eggs, and some shading of prices can be quoted. As low as 26c is quoted for some stocks. Extra candled goods bring from 28c to 30c. Some Australian case stock is on the market at 27c per dozen. Fresh laid local eggs have been more plentiful of late. The price has dropped back to 40c and some can be had in a jobbing way now. A week or so ago there were but few and none came into the hands of the jobbing trade.

American markets have cut hams down pretty well, which has had immediate effect on local prices, as supplies are largely from the other side for this market. Present quotations are almost on cost basis. Hams selling at 15c to 16c; bacon at 18½c to 19½c.

While nothing important is noted in the dried fruit situation at the present moment, demand being light, quotations remain firm. Present figures are: Evaporated apples, 9½c to 9¾c; prunes, 8½c for 40s to 50s, down to 5½c for 90s and 100s; apricots, 26c; peaches, 15½c; white figs, 7c; Smyrna figs, 10½c to 13c.

Flour prices remain unchanged at \$7 per barrel for standard brands. Feed prices are firm, but have not increased much of late: Shorts, \$30 per ton; bran \$28 per ton; middlings, \$32 per ton; wheat (feed) \$37.50 to \$40 per ton; hay, \$20 to \$25 per ton; oats, \$35 per ton.

In the fruit market there are still some Japanese oranges, being sold, the price being down to 40c and 50c. The California oranges, all navels yet, of course, are coming in in splendid shape and as the price is down pretty reasonable they are bringing the little Japs down. The quotation for navels is \$3 to \$3.25, and this will buy extra fancy stock, such as the famous Rose Brand from Redlands. A car of these came in a few days ago for the Oscar Brown Co. Some lots are cheaper, selling down to \$2.50 and \$2.75. Some Malaga grapes are still in stock. They are \$7.50 per barrel. Last Australian steamer brought plenty of pines, which are selling at \$3.50 to \$4.50 per dozen. A few ripe tomatoes from California bring \$3 for the 20-lb. crate. Cranberries are selling at \$13 to \$13.50. Lemons are away down to \$3.50 and \$4.50. They are good and selling freely. Bananas are coming in in good shape and selling steadily at 5½c per lb.

There is still a plentiful supply of cheap apples in the market. This local stock is not good keeping quality and prices vary. Some people who have a large stock are quoting prices as low as 75 cents to 90 cents per box for very fair apples. The better class stock

is bringing \$1.50. Most of this is from the Okanagan. Very little stock has so far come from Washington or Oregon. Of course, it is all fancy lines which are imported.

Potatoes are now bringing \$20 wholesale for locals, and \$26 for Ashcrofts. Local onions are 2½ to 3¼c per lb. Hot-house lettuce \$1.25 per crate; sweet potatoes, 4c per lb.

LONDON.

Brokers report seasonable quietness in the grocery trade, wholesalers buying sparingly. Teas are still advancing; coffees are fluctuating in a lively way, and sugars are steady, with an advancing tendency. Travelers, after being out on the road again for a couple of weeks after the holidays, find business fairly good and are optimistic as to the outlook.

F. A. Ross, who for a number of years has conducted a grocery and butcher business at the corner of the Hamilton Road and William Street, has sold out to Andrew Lyons, of this city.

President Harry Ranahan, of the Retail Grocers' Association, when asked why that organization did not affiliate with the Retail Merchants' Association, remarked: "The reason is that we are being approached on the subject by the wrong party. What is the use of the treasurer of the Retail Merchants' Association talking of coming here to discuss the subject with us when it is well known that it is the secretary, Mr. Trowern, we want?"

President Ranahan has also something to say on a matter to which reference has previously been made in The Grocer. A few months ago the question was asked him, what he thought of the idea of holding a union picnic of Western Ontario grocers. At the time he answered that he thought the idea was a splendid one, but since then nothing further has been said on the subject. Now, if such a gathering is to be held during the coming summer, the present is the proper time to begin to get busy. Mr. Ranahan is still in favor of holding a union picnic, and believes that London, as the most central point in the western district, is pre-eminently the best place to hold it. From the local trade, both wholesale and retail, the scheme, he feels certain, would be given encouragement of a substantial kind, so that from the outset the success of the project would be insured. It could be made a two-day affair, and the retailers of Western Ontario given an opportunity of combining business with pleasure.

During the present winter Londoners have been eating cheaper meat than has been the case for a long time previously. Fifteen cents a pound is the highest price charged by butchers for the choicest sirloin steak. But it is said we are not to enjoy the luxury of low prices much longer, for, if current report is to be relied on, in a month or so an ad-

vance of three cents will be made. The reason given is that the supply of good cattle has decreased, and that with a falling off in the supply, will naturally come an advance in prices. Said one butcher a day or two ago: "Cattle are getting scarce, and the price at which we buy them is sure to take a jump. The consumer, of course, must bear a share of the advance."

The committee of the Retail Grocers' Association having in hand the making of preparations for the annual banquet, met on Tuesday evening and carried matters on a step further.

TORONTO BOARD OF TRADE.

Nominations Last Thursday—Officers Elected by Acclamation.

The nominations of the Toronto Board of Trade last Thursday resulted in the election of the majority of the officers by acclamation.

L. H. Clark, general manager of the Canada Malting Co., was elected president without opposition; J. P. Watson, First Vice-President; Henry Brock, Second Vice-President, and John F. Ellis, Treasurer, were also elected by acclamation.

A number of nominations were received for Board of Arbitration, Industrial Exhibition Board, Board of Harbor Commissioners and Council.

These officers will be chosen at the elections on the 27th inst:

The grain section of the Board of Trade elected the following officers: Chairman, A. V. Pearee; vice-chairman, A. Cavanagh; secretary-treasurer, F. G. Morley. Executive—Messrs. D. O. Ellis, A. E. Mathews, D. Plewes, J. Carriek and Wm. McCann. Complaint committee—A. Butler, D. O. Ellis, S. McNairn, D. Plewes and G. H. Baird. Market report committee—J. Carriek, E. J. Hannah, C. W. Band and W. Stark. Membership committee—D. O. Ellis, Geo. E. Goldie, C. Goode, A. E. Mathews, J. N. Hay and E. J. Hannah. Collector—E. J. Hannah.

NINE GROCERS ARE ALDERMEN.

Montreal Council Will Contain Large Representation From the Trade.

Nominations for mayor and aldermen for the Montreal city council closed at noon on Monday, and twenty-five aldermen were declared elected by acclamation. These included seven grocers and two gentlemen dealing with grocers. They are: Alex. D. Fraser, of Fraser, Viger & Co.; E. Lariviere, of E. Lariviere & Co.; S. J. Carter, of S. J. Carter & Co.; J. Ward, of Joseph Ward & Co.; N. Sequin, R. Turner, N. Lapointe, C. Robillard, of C. Robillard & Co., ginger ale manufacturers, and M. Martin, of Martin, Freres, cigar manufacturers.

Carsley's, Montreal, will hold again this year their annual February food fair in the grocery department of the store in the basement.

HAMILTON SPICE WORKS GUTTED

Fire on Saturday Afternoon Caused Serious Loss.

McLarens, Limited, of Hamilton, formerly the Hamilton Coffee and Spice Co., suffered serious loss by fire on Saturday, Jan. 18th.

The fire broke out on the premises on South McNabb street shortly before 3 o'clock and gave the firemen two hours' stiff fight. The building is a three-storey brick and the fire worked right up to the roof. The building was badly gutted and the machinery and stock damaged by water. The loss to building and stock is given out as about \$40,000 and is pretty well covered by insurance.

PERSONAL NOTES.

N. C. Bilton, of the office staff of Eby-Blain, Limited, Toronto, has been appointed city traveler in place of H. C. Bond, who recently resigned.

C. D. Cowles, of the St. Charles Condensing Company, spent a few days in Montreal last week, visiting the town with the company's Montreal agent, W. H. Halford.

John A. Cheyne, who for some time has been connected with the commission firm of Buchanan & Gordon, Winnipeg, has resigned his position, and is now with H. P. Pennock & Co., of the same city.

Friends of Alex. Lockerby, of Lockerby Bros., the wholesale grocers, Montreal, will be pleased to learn that he is recovering from the attacks of pneumonia, which confined him to the house for several weeks.

F. I. Hartley, formerly with Messrs. John Sloan & Co., has joined the traveling staff of the Eby-Blain Co., Toronto, and will represent them in the Niagara Peninsula, formerly covered by Mr. L. E. Morden, who has been moved to the Owen Sound branch.

A. R. Cade, formerly of Dobie & Cade, merchants, Bruce Mines, has recently joined the traveling staff of Eby-Blain, Limited, and will represent them in the territory from Scotia Junction to the Soo, and the main line of the C.P.R. as far as Kenora, replacing T. G. McNall, who recently resigned.

HINTS TO BUYERS.

The travelers of Messrs. Mathewson's Sons, of Montreal, have samples of Meurisse's orange cream bars on their present trips. This novelty in Canada has proved itself to be the best seller of its kind the world over. T. E. Charrest, manufacturers' agent, St. Gabriel street, Quebec, is presenting these goods to the trade in Quebec and vicinity.—Advt.

There is an advantage for the retailer to read the advertisements published in connection with the future moving of the firm of Laporte, Martin & Co. This week, canned goods are put forward with notable reductions in prices in order to avoid cartage and storage expenses. The retail trade will be wise to follow regularly these announcements.—Advt.

Markets and Market Notes

Grocery Markets Steady, With Few Changes—Staple Lines Selling Fairly Well and Business Generally is Encouraging—Good Reports From Both Wholesalers and Retailers.

QUEBEC MARKETS

POINTERS—

- Fish—Revised.
- White Pepper—Easier.
- Dates—Up 1/2c.
- Provisions—Easier.

Montreal, Jan. 23, 1908.

With January nearing its end 1908 business is becoming something to look at when compared with the volume of trade for the same period last year. During the past few days there has been quite an increase in trade in many lines. Wholesalers, as well as manufacturers, are reaching out in new directions for purchasers they have not been cultivating since November, and virgin fields are being tapped in many cases. Travelers are pretty well all on their ground again by this time, even those working at greatest distance from the head office. Stock-taking is over in most instances, though several houses have not yet finished. The money situation appears better than for some time past, and the outlook as viewed through the eyes of the trade leaders appears very satisfactory for continued good business and gratifying returns between the present and summer days.

Market changes have not been many of late, prices, speaking generally, ruling fairly steady. Canned goods are moving freely, there being call for most all lines. There is a steady call for refined sugars, but the market is quiet with no likelihood of a change in prices in the near future. Molasses is firm but shows no change. Syrups are moving satisfactorily. All teas continue strong, spot stocks becoming smaller as the winter advances. Little news is to hand yet regarding the outlook for the new crop. Coffees are normal. Spices, with the exception of white pepper, which has declined a little, are featureless. Beans are still selling around \$1.90, the market being steady. Evaporated apples are in fair demand at the old figures. Dates are up 1/2c and prunes are strong. Otherwise the dried fruit market remains about the same. Shelled walnuts are down a cent, while sago has been reduced 1/2c also. Provisions are weaker. Dairy produce is firm.

SUGAR—A normal amount of business is being done, and the market is very firm. Strong conditions on the other side of the line do not seem to have been felt in the Canadian market. There is no change in prices from last week.

| | |
|----------------------------|--------|
| Granulated, bbls | \$4 40 |
| " " 1/2-bbls | 4 55 |
| " " bags | 4 35 |
| Paris lump, boxes, 100 lbs | 5 25 |
| " " " 50 lbs | 5 35 |
| " " " 25 lbs | 5 55 |

| | |
|--------------------|------|
| Extra ground, bbls | 4 80 |
| " " 50-lb. boxes | 5 00 |
| " " 25-lb. boxes | 5 20 |
| Powdered, bbls | 4 60 |
| " " 50-lb. boxes | 4 80 |
| Phoenix | 4 35 |
| Bright coffee | 4 30 |
| No. 3 yellow | 4 20 |
| No. 2 " " | 4 10 |
| No. 1 " bbls | 4 00 |
| No. 1 " bags | 3 95 |

SYRUPS AND MOLASSES—Prices for the week have not changed, there is a firmer tone to the molasses market, Barbadoes being especially firm, and in good demand.

| | | |
|----------------------------------|----------|----------|
| Barbadoes, in puncheons | 0 27 | 0 32 |
| " " in barrels | 0 31 1/2 | 0 33 1/2 |
| " " in half-barrels | 0 34 | |
| " " fancy | 0 32 1/2 | 0 33 1/2 |
| " " extra fancy | 0 35 | |
| New Orleans | 0 22 | 0 30 |
| Antigua | 0 30 | 0 30 |
| Porto Rico | 0 40 | |
| Corn syrups, bbls | 0 03 1/2 | |
| " " 1-bbls | 0 03 1/2 | |
| " " 2-bbls | 0 03 1/2 | |
| " " 3 1/2 lb pails | 1 75 | |
| " " 2 1/2 lb pails | 1 25 | |
| Cases, 2 lb tins, 2 doz per case | 2 40 | |
| " " 5-lb. " 1 doz. " | 2 75 | |
| " " 10-lb. " 1/2 doz. " | 2 65 | |
| " " 20-lb. " 1/4 doz. " | 2 65 | |

MAPLE PRODUCTS—Maple products this week have been very slow. Prices rule the same as last week.

| | | |
|---------------------------------|----------|----------|
| Pure maple syrup, bulk, per lb. | 0 07 | 0 08 1/2 |
| Compound maple syrup, per lb. | 0 04 1/2 | 0 05 |
| Pure Townships sugar, per lb. | 0 08 1/2 | 0 09 |

TEAS—All lines are firmer, blacks being particularly so. A very fair amount of business is doing, while small stocks are the rule. In the United States in some centres the scarcity is most pronounced. The market is in a healthy condition locally.

| | | |
|--|----------|----------|
| Choicest | 0 38 | 0 45 |
| Choice | 0 32 | 0 37 |
| Japans—Fine | 0 27 | 0 32 |
| Medium | 0 22 | 0 25 |
| Good common | 0 21 | 0 22 |
| Common | 0 20 | 0 21 |
| Ceylon—Broken Orange Pekoe | 0 20 | 0 33 |
| Pekoes | 0 17 | 0 20 |
| Pekoe Souchongs | 0 19 | 0 20 1/2 |
| India—Pekoe Souchongs | 0 17 1/2 | 0 18 |
| Ceylon greens—Young Hyson | 0 19 | 0 25 |
| Hyson | 0 18 | 0 20 |
| Gunpowders | 0 17 | 0 25 |
| China greens—Pingsuey gunpowder, low grade | 0 12 1/2 | 0 16 |
| " " pea leaf | 0 19 | 0 27 |
| " " pinhead | 0 30 | 0 45 |

COFFEE—There is no change to record. The market is fairly quiet and is likely to continue so for the near future.

| | | |
|-----------|----------|------|
| Jamaica | 0 12 | 0 20 |
| Java | 0 18 | 0 30 |
| Wochas | 0 19 1/2 | 0 25 |
| Rio No. 7 | 0 08 1/2 | 0 09 |
| Santos | 0 11 | 0 15 |
| Maracaibo | 0 11 | 0 13 |

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—Dates are up 1/2c, but otherwise there is not much doing in dried fruits at the moment. Prunes are strong and demand is very fair for all popular sizes. The outlook is for firm prices. Raisins are selling in fairly good sized lots considering that the holiday trade is a thing of the past. Many inquiries for various lines have been made of the brokers and jobbers and it would seem that trade in the near future will be very good. Shelled walnuts are down one cent, being quoted 24c to 25c to-day. Other nuts have not changed since last report.

| | |
|-----------------------------------|----------|
| Currants— | |
| Filiatras, uncleaned, barrels | 0 06 1/2 |
| Fine Filiatras, per lb., in cases | 0 06 1/2 |
| " " cleaned, " " | 0 06 1/2 |
| " " in 1-lb cartons | 0 07 1/2 |
| Finest Vostizzas " " | 0 08 1/2 |
| Amalias " " | 0 08 1/2 |
| " " 1 lb. packages | 0 08 |

| | |
|--------------------------|------|
| Sultana Raisins— | |
| Sultana raisins, per lb. | 0 10 |
| " " 1-lb cartons | 0 15 |

| | |
|---|----------|
| Eleme Table Figs— | |
| Six crown, extra fancy, 40-lb. boxes | 0 09 1/2 |
| Four crown, fancy, 10-lb. boxes | 0 08 |
| Three crown | 0 07 1/2 |
| Glove boxes, fine quality, per box | 0 07 1/2 |
| Fancy washed figs, in baskets, per basket | 0 15 |
| " " pulled figs, in boxes, per lb. | 0 15 |
| " " stuffed figs, " " box | 0 25 |

| | |
|-------------------------|----------|
| Valencia Raisins— | |
| Fine off-stalk, per lb. | 0 05 1/2 |
| Selected, per lb. | 0 06 1/2 |
| Layers, " " | 0 06 1/2 |

| | |
|--------------------|----------|
| Dates— | |
| Hallowees, per lb. | 0 05 1/2 |
| Sairs, per lb. | 0 04 |
| Packages | 0 06 1/2 |

| | |
|-------------------------------|------|
| California Evaporated Fruits— | |
| Apricots, per lb. | 0 32 |
| Peaches, " " | 0 18 |
| Pears, " " | 0 18 |

| | |
|--|----------|
| Malaga Raisins— | |
| London layers | 2 25 |
| " " Connoisseur Clusters | 2 40 |
| " " 1/2-box | 1 09 |
| " " Royal Buckingham Clusters, 1/2-boxes | 1 37 1/2 |
| " " boxes | 4 50 |
| " " Excelsior Window Clusters | 5 50 |
| " " 1/2's | 1 50 |

| | |
|---------------------------|------|
| California Raisins— | |
| Fancy seeded 1-lb. pkgs | 0 12 |
| Choice seeded, 1-lb. pkgs | 0 11 |
| Loose muscatels 3 crown | 0 10 |
| " " 4 crown | 0 11 |

| | |
|------------------------------------|--------------|
| Prunes— | |
| Oregon prunes 25-lb. boxes, 30-40s | per lb. 0 11 |
| " " 40-50s | 0 10 |
| " " 50-60s | 0 10 1/2 |
| " " 60-70s | 0 09 |
| " " 0-0s | 0 18 1/2 |
| " " 90-100s | 0 08 |

SPICES—Normal trade has been done during the past week. Market is firm and quiet. White peppers declined slightly otherwise prices rule about the same as last week.

| | |
|-----------------|--------------|
| Peppers, black | Per lb. 0 16 |
| " white | 0 20 |
| Ginger, whole | 0 22 |
| " " Cochin | 0 16 |
| " " " | 0 17 |
| Cloves, whole | 0 17 |
| Cloves, ground | 0 20 |
| Cream of tartar | 0 25 |
| Allspice | 0 12 |
| Nutmegs | 0 25 |

RICE AND TAPIOCA—New crop rice will be on the English market some time next month. The primary markets are a bit stiffer, but the firmness has not been reflected locally so far, business being slack at unchanged prices. Tapioca is dull.

| | |
|---------------------------------|---------|
| B rice in 10 bag lots | 3 10 |
| B rice, less than 10 bags | 3 20 |
| C rice, in 10 bag lots | 3 00 |
| C rice in less than 10 bag lots | 3 10 |
| Tapioca, medium pearl | 0 6 1/2 |

BEANS—There has been very little doing in the market this week. The demand is quiet, and prices are steady. Choice prime beans..... 1 90

EVAPORATED APPLES—There is a fair demand for the better grade of fruit, but the market is quiet on the whole. There is no change from last week's quotations. Evaporated apples..... 0 08 1/2 0 10

RAW FURS—Raw furs are coming in more freely, owing to continued cold

Imported Canned Fruits and Vegetables

"SOLEIL" BRAND

Before moving shortly we have decided to reduce our stock and to lower our prices. Wise purchasers will not lose this great opportunity of making extra profits.

Small French Peas

Extra Superfine Peas, in cases of 100 tins
 Extra Fine Peas, in cases of 100 tins
 Very Fine Peas, in cases of 100 tins
 Fine Peas, in cases of 100 tins
 Half Fine Peas, in cases of 100 tins
 Medium Peas, in cases of 100 tins

String Beans

Extra Fine String Beans, in cases of 100 tins
 Fine String Beans, in cases of 100 tins
 Medium String Beans, in cases of 100 tins
 Cut String Beans, in cases of 100 tins

Asparagus

Giant Asparagus, in cases of 50 tins
 Asparagus, extra, in cases of 50 tins

Soups

Cherfil Soups, in cases of 100 tins
 Julienne Soups, in cases of 100 tins
 Spring Soups, in cases of 100 tins

Medleys of Vegetables

Extra No. 1 Medleys, c/s 100 tins
 Extra No. 2 Medleys, c/s 100 tins

Carrots

Rounded Carrots, c/s 100 tins
 Cut Carrots, c/s 100 tins

Celery

Celery Ribs, c/s 50 quart tins
 Celery Ribs, c/s 100 pint tins

Pease of Spinage, c/s 100 tins
 Bottoms of Artichokes, c/s 100 tins
 Extra Fine Flagelets, c/s 100 tins

Fruits

Quartered Apricots, c/s 24 bottles
 Pineapples, in Syrup, c/s 24 bottles
 Strawberries, in Syrup, c/s 24 bottles
 Raspberries, in Syrup, c/s 24 bottles
 Peaches, in Syrup, c/s 24 bottles
 Medleys of Fruits, in Syrup, c/s 24 bottles
 Popular Jams, c/s 72 pots

Dried Fruits and Nuts.

We have a large stock and we must reduce it before moving, and sell it at extremely advantageous prices to prompt buyers. There is no time to lose.

We carry the best lines on the market, such as **Currants, Valencia Raisins, Seeded Raisins, Loose Muscatels, Sultana Raisins, Table Raisins, Prunes, Dates, Evaporated Fruits and Preserved Orange** and **Lemon Peels**, also in **Nuts, Almonds, Peanuts**, etc., at sensational low prices.

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

Laporte, Martin & Co., Ltd.

Wholesale Wines, Groceries and Liquors

Montreal

weather. Prices remain the same, as London fur sales are a considerable distance off still.

| | | |
|---------------|-------|-------|
| Mink | 4 00 | 6 00 |
| Marten, pale | 4 00 | 6 00 |
| " dark | 8 00 | 20 00 |
| Fox, red | 2 50 | 3 50 |
| Lynx | 5 00 | 7 00 |
| Otter | 15 00 | 25 00 |
| Fisher | 5 00 | 7 00 |
| Weasel | 0 25 | 0 35 |
| Muskrat | 0 15 | 0 25 |
| Canadian coon | 0 75 | 1 25 |
| Skunk | 0 40 | 1 00 |
| Bear, large | 8 00 | 10 00 |
| " small | 3 00 | 5 00 |

CANNED GOODS

MONTREAL.—Satisfactory trade has been done during the past week in the various lines, but a slight tendency to hold off is noted. The local market is quite firm in tone.

TORONTO.—Business is more satisfactory this week, some wholesalers say better than for some weeks past.

Complaints are again being made by retailers of bad stock, particularly of peas and tomatoes.

ONTARIO MARKETS.

POINTERS—

- Apples—Declined sharply.
- Teas—Low grade Ceylons easier.
- Tapioca—Easier.
- Sugar—Steady.
- Collections—Fair.

Toronto, January 23rd.

Reports regarding business continue to be encouraging and optimistic, both from the wholesaler's and retailer's point of view. The travelers, however, who are in a position to be pretty well in touch with the situation, say that things are quiet, though they report the outlook as quite cheering. Everything, indeed, seems to point to prospects for an exceedingly good spring trade.

The markets generally this week are on about the same level as a week ago. The feature of the week is the serious slump in apples, which is covered more comprehensively in the special departments on following pages. Staple lines continue generally steady, though tapioca is slightly easier as a result of some small shipments received locally.

TEAS—Local markets continue quiet under the prevailing high prices. Cable advices from Colombo received locally note a slightly easier tone in low grades of Ceylons.

A report from Harrison & Crossfield's circular, dated January 10th, reviewing the situation, says:

"The tea market during 1907 was more affected by rising prices than has been the case in any other recent year. The consumption of tea seems to be steadily increasing all over the world, and the production for the last year has not quite kept pace with it. For several years previously, producers and distributors had to deal with a supply which, whilst at no time very excessive, was enough in excess of the demand to produce depression in the market at certain times of the year. During 1907, on the contrary, the conditions were reversed; the demand everywhere showing steady

progress, whilst the supply, especially of common grades, was barely sufficient for requirements, and the impression seems to be gathering force, that at the end of the season it will prove still short. The total tea production of the world has certainly not seriously diminished, whatever ups and downs may be found in the outturn of certain districts. But one result of the over supplies of past years was that the merits of British-grown tea were brought to the notice of the consumers in many of the unopened markets of the world with such conspicuous success, that whereas in 1890 the total consumption of British-grown tea outside the United Kingdom was only 14 million lbs., in 1907 it is estimated to have been at least 171 million lbs. In the same year, 1890, the consumption of Indian and Ceylon tea in the United Kingdom was 136½ million lbs., and in 1907, 249½ million lbs., so it will be seen that the percentage of increase shown in foreign markets has risen in much larger proportion than in the United Kingdom. The fact that it has increased somewhat more rapidly than was expected, during the last year or two, is the cause of the present talk of short supply. In 1905 foreign markets took 130 million lbs. of British-grown tea, whilst in 1907 the figure was 171 million lbs."

COFFEES—The local situation remains quiet with nothing new in sight.

SUGARS—The feeling locally is steady though firm. Prices did not advance with the American quotations last week, as was advised possible in these columns, but there was some sympathy evident in the tone of the markets here. Matters this week seem to be on a somewhat steadier basis.

| | |
|---|------|
| Paris lumps, in 50-lb. boxes | 5 45 |
| " in 100-lb. | 5 35 |
| St. Lawrence granulated, barrels | 4 50 |
| Redpath's granulated | 4 50 |
| Acadia granulated | 4 35 |
| Berlin granulated | 4 40 |
| Phoenix | 4 45 |
| Bright coffee | 4 40 |
| No. 3 yellow | 4 30 |
| No. 2 | 4 20 |
| No. 1 | 4 10 |
| Granulated and yellow, 100-lb. bags 5c. less than bbls. | |

DRIED FRUITS—Prunes are stiffer in tone, though prices have not advanced. Otherwise these goods are on about the same basis as at last week's reports. Prices quoted locally are as follows:

| | | |
|--|---------|----------------------------|
| Prune, Santa Clara— | | |
| | Per lb. | Per 100 |
| 100-120s | 0 06 | |
| 90-100s, 50-lb boxes | 0 36½ | 70-90s " 0 07 |
| 80-90s | 0 06½ | 60-70s, 50-lb boxes 0 08½ |
| Note—25 lb. boxes 1c. higher than 50 lb. | | |
| Candied and Drained Peels— | | |
| Lemon | 0 11 | 0 11½ Citron 0 21 0 22 |
| Orange | 0 11 | 0 12 |
| Peaches | | 0 18 0 20 |
| Figs— | | |
| Elmes, per lb. | 0 08 | 0 15 |
| Tapnets | 0 03½ | 0 03½ |
| Bag Figs | 0 04½ | 0 05 |
| Currants— | | |
| Fine Filiztras | 0 07 | 0 07½ Vostizzas 0 09 0 09½ |
| Patras | 0 08 | 0 08½ |
| Uncleaned, 1c. less. | | |
| Raisins— | | |
| Sultana | 0 10 | 0 11 |
| " Fancy | 0 11 | 0 12½ |
| " Extra fancy | 0 14 | 0 15 |
| Valencias, new | 0 06½ | 0 07 |
| Seeded, 1-lb packets, fancy | 0 12 | |
| " 16 oz. packets, choice | 0 11½ | |
| " 12 oz. | 0 09 | |

RICE AND TAPIOCA—Small shipments of tapioca arrived locally during the week, and this, coupled with the fact that large shipments, coming direct, are approaching local wholesalers is

giving an easier feeling to these goods. Prices have not changed materially, but they are shaded and declines may be expected shortly. Rice remains steady.

| | | |
|-----------------------|-------|-------|
| Rice, stand. B. | 0 03½ | 0 03½ |
| Rangoon | 0 03½ | 0 03½ |
| Patna | 0 35 | 0 36 |
| Japan | 0 05½ | 0 06½ |
| Java | 0 06 | 0 07 |
| Sago | 0 05 | 0 06 |
| Seed tapioca | | 0 07 |
| Carolina rice | | 0 10 |
| Tapioca, medium pearl | | 0 06 |

CHANGES IN TOBACCO REGULATIONS.

Proposed Bill to Establish Uniform Label—Manufacturers Divided on Question.

There is considerable discussion among the trade interested just now as to what will be the effect of the proposed amendments to the regulations regarding the importation and sale of tobacco. The proposed changes, which are being brought forward, by the way, by some of the manufacturers who use a preponderance of Canadian tobacco, are being made ostensibly to encourage the growth of Canadian leaf. They are of two kinds. First, to dispense with the four-colored labels as used at present to distinguish the home grown and manufactured from the imported goods; and second, naturally arising from the first, to increase the duty on American leaf. The contention is that either of these changes will benefit the Canadian grower.

Regarding the first proposal, wholesalers and manufacturers turning out the better grade of goods seem to be strongly opposed. These men say that, as it is at present, Canadian leaf is not at all satisfactory in quality and that a good grade of tobacco cannot be manufactured from it. They claim that the proposed change would be merely placing a premium on dishonesty and that it would allow indiscriminating firms to foist poor quality goods on the public. The single label system, they say, would prevent the consumer from knowing what he was getting.

Regarding the second proposal. At present the duty on imported leaf is 14 cents and to this is added 25 cents excise. The excise charge on goods made from Canadian leaf is only 5 cents and, considering this, goods in bond manufactured from American leaf suffer a disadvantage of 34 cents per pound. This appears like a pretty adequate amount of protection.

Those who are in a position to know seem to think that the proposed changes will not benefit the Canadian grower. The public will insist on good tobacco, and if the Canadian leaf is not usable, as is alleged, it will be willing to pay for imported goods, even if it enters this country at enormous disadvantage.

A better suggestion than those now being agitated, would seem to be that the Government take steps to experiment with Canadian tobacco, to improve the processes of growing and curing till the home-grown goods can compete successfully with the American product.

Choicest Cured Meats AT RIGHT PRICES

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

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

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

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

CHEESE

We can interest you in this line. Note the markets and see how prices are advancing. We would not advise buying on speculation, but you cannot do better than buy now for what you may require. Our stock includes White and Colored Canadians, both in large and twin sizes. Canadian and English Stiltons, in prime condition. Limburger, both imported and domestic.

Our travellers start out this week. We shall be pleased to have you book sample orders with them.

F. W. Fearman Co.
Limited
Hamilton, Ont.



Cheese

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

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

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

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

Wire or write at our expense for prices.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
We have no retail stores.

Provisions of Purity

are necessary in these days of pure food agitations. You make no mistake when you go to your customers with the "purity" argument. The best argument of the quality which can be attained by provisions is to sell your customer

Ryan Brand Provisions

They are convincing proof of the deliciousness of purity. The government food inspector has declared Ryan Brand to be perfectly pure.

Write Now for Prices!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Review of the Week in the Markets—Cheese Steady and Quiet—Butter Trade Brisk at Firm Prices—Hog Markets Slumped Seriously.

CHEESE AND BUTTER BULLETIN

Cheese has been steady and quiet during the past week and prices have not shown much fluctuation, having remained practically the same as they have been for the past two weeks. They are, if anything, slightly easier this week, owing largely to the fact that English buyers do not appear very anxious to take hold at the quotations made to them.

New Zealand cheese continues to arrive in the Old Country, and as long as it is pouring in purchasers there need not pay as much attention to the situation in Canada as they otherwise would. This cheese will show a falling off in quantity within two or three weeks, as their season draws to a close, and then Englishmen will be forced to buy in Canada, and will be likely to give greater consideration to Canadian offers.

In the meantime holders on this side are not worrying. Stocks here are light and the trade knows such to be the case. Holdings amount to considerably less than last year, but it is difficult to give comparative figures owing to the fact that a few large houses refuse to let the rest know what they have. What is held, however, is most of it for sale for a price, as it is generally admitted that goods held on English account do not amount to a great deal.

September cheese is quoted around 13½c, some asking 13c only. Higher than 13½c is very difficult to obtain, as buyers will not be interested at stronger figures. For finest colored 13½c may be considered the right quotation. Some say they are asking ¾c but it is questionable if any sales can be made at the price. Even 13½c is hard to secure.

With stocks light and the certainty that buyers will eventually have to come to this market, the future situation looks firm, with a possibility of higher prices before spring, and, at the present rate, positively high price at the opening of the new season.

Receipts of cheese last week amounted to 388 boxes, against 41 boxes previous week, and 150 boxes same week in 1907. Total receipts for the season amount to 2,053,407 boxes, as compared with 2,348,727 boxes same period last year.

Dealers report a brisk trade in butter at firm prices. Having pretty well finished the holiday trade grocers and other handlers of butter are devoting more attention to that article. During the early part of the month many were en-

gaged in stock-taking and other such occupations, and were consequently not very keen on buying butter. Through the whole rush of the holidays, however, there was a very satisfactory trade transacted, in Montreal and district particularly.

Of late there has been strong demand from various outside points, and this business has kept dealers fairly busy week in and week out. There has been continual call for finest creamery as well as for current receipt butter.

Prices ruling are firm, as holders, knowing that stocks are very light compared with last year, and recognizing the light receipts, see that there is no need for them to fret over the possibility of cleaning out at a profit. October creamery is being offered at 28½c to 29c. Considering the prices many dealers paid for this, 28c to 28½c, this is no great advance on recent quotations. It is likely that 29c will shortly be made the best price for large lots

of finest. Single packages and small orders are quoted 30c. Fresh-made winter butter is selling for 27½c to 28c. Since butter is so scarce holders can easily obtain this figure, if not now, at a later date. The market for creamery, for the future, looks quite firm.

Dairy is exceedingly scarce. It was a little more plentiful for a short period, but the extra amount coming forward was quickly disposed of and the situation is just as bad as ever, in that the market is almost bare of this grade. Fresh rolls are even less plentiful, though in strong demand. Prices asked run from 24½c to 25c. Nice dairy in boxes is worth 24c to 24½c. Such as is coming forward is shipped chiefly from one section of Ontario, that west of Toronto.

Receipts last week amounted to 1,033 packages, against 1,613 packages previous week and 1,114 packages same week last year. Total receipts for the season amount to 408,552 packages, against 603,047 packages for the same period in 1907.

THE PROVISION SITUATION

The Canadian hog market is off again, and off with a vengeance. And considering how growers at other points of both continents have been running in their goods and the packers, in consequence, have been loading them into the British market, this condition of affairs is not very surprising. Two weeks ago the Danes were swamped in a snow storm which practically crippled operations, and, in consequence, their deliveries fell off enormously. Last week they recovered and made up for the previous week's shortage by pouring in pork as they had not done in any other week for months. The Americans, too, were sending over large shipments, supplies at various points being large, in spite of the low prices.

With all these receipts the British market was overloaded and naturally went off very appreciably. As a result there is practically no outside demand for Canadian pork and prices here have slumped to a point level with that reached at the recent remarkable slump just before Christmas. Last week packers were paying for hogs f.o.b. country points \$5.50. This week's price is fully 50c below, at an even \$5. Fed and watered stock brings \$5.20, and hogs at factory call for \$5.30. This is a pretty good evidence that Canadian packers are not at all anxious for hogs this week, and naturally, deliveries are very light. With continued heavy deliveries from other points this condition seems likely to continue for some time.

The American situation is summed up

in the following paragraph from the New York Journal of Commerce:

There has been very little change in prices and no new features in hog products the past week, except that the previous week's enormous receipts had fallen off until near the close, when they began to increase again, and are estimated heavy for the coming week. This falling off in receipts was attended by a moderate advance early in week in the options, but when the shorts were covered this demand ceased and the markets became dull and prices eased off, though they did not break, as some of the packers had stopped selling futures against current production and are holding it, believing that the big run of hogs will soon be over, and they are now replenishing their depleted stocks of all but meats, which alone are ahead of a year ago, while that of lard is reduced to a very small volume, and speculation in that staple has nearly ceased. Consumptive demand for domestic cuts of meats has continued good and held the increase of the previous week, but offerings have been sufficiently liberal from packers to prevent any recovery in prices, although the market has been steadier without help from exporters, except in the export of 10,000 boxes for the week on old contracts. In lard they have been unable to do anything of moment from the west and the demand has been light, though they have taken all the city offerings at a slight decline. Exports of pork have been fair without change in prices, though stocks here are very light, as well as of lard.

**PROVISION MARKETS
MONTREAL.**

PROVISIONS—A very poor export market for the week, has effected the local market and prices in most of the lines are slightly under last week's quotations. Stocks of lard held locally are not very heavy. Demand for it is fair.

| | | |
|---|----------|----------|
| Lard, pure, tierces | 0 11 1/2 | 0 12 |
| " " 56-lb. tubs | 0 11 1/2 | 0 12 1/2 |
| " " 20-lb. pails, wood | 0 12 | 0 12 1/2 |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 12 | 0 12 1/2 |
| " " 5-lb. | 0 12 1/2 | 0 12 1/2 |
| " " 3-lb. | 0 12 1/2 | 0 12 1/2 |

WE BUY FEATHERS
All kinds at highest cash prices. Secure them for us. It will pay you. We sell every description of Down and Feathers at correct prices. Free from all impurities and microbes.
P. POULIN & CO.
36-39 BOUSECOURS MARKET, MONTREAL

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

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.

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

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

| | | |
|---|----------|----------|
| Lard, compound, tierces, per lb. | 0 08 1/2 | 0 10 |
| " " tubs | 0 08 1/2 | 0 11 |
| " " 20-lb. pails, wood | 0 09 | 0 10 |
| " " 20-lb. pails, tin | 0 08 1/2 | 0 09 1/2 |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 09 | 0 11 |
| " " 5-lb. | 0 09 1/2 | 0 11 1/2 |
| " " 3-lb. | 0 09 1/2 | 0 11 1/2 |
| Wood, net; tin packages, gross weight— | | |
| Canadian short out mess pork | 21 00 | 22 50 |
| Canadian short out clear | 20 50 | 22 00 |
| American fat back | | 23 00 |
| Breakfast bacon, per lb | 0 13 | 0 15 |
| Hams | 0 12 1/2 | 0 14 1/2 |
| Extra plate beef, per bbl. | 13 00 | 14 50 |

BUTTER—The market is very firm, especially for the finest fresh made creamery and also for good dairy and large rolls. Supplies of creamery are very limited, and stocks held in the local market are light. Prices are firm, but unchanged.

| | | |
|------------------------------|------|----------|
| Creamery, fall make, boxes | 0 29 | 0 30 |
| Creamery, winter make, boxes | 0 28 | 0 29 |
| Dairy tubs | 0 23 | 0 25 |
| Fresh large r. l's | 0 21 | 0 24 1/2 |

CHEESE—The local market is a shade higher, and firm. The export demand is good. Cable offers this week are about 64s to 64s 6d.

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

EGGS—New laid receipts are increasing equal to the demand. Prices are a little lower this week. Stocks of storage eggs are almost exhausted, but there are some pickled left, which, with the new laid as they come in, will have to meet the demand for the next month or six weeks.

| | | |
|-----------------------|------|------|
| New laid | 0 30 | 0 35 |
| No. 1 candled | | 0 22 |
| Selected cold storage | 0 26 | 0 27 |
| Pickled | 0 21 | 0 22 |

HONEY—The market is very quiet. There is a marked scarcity of white clover comb honey. Prices remain stationary.

| | | |
|-------------------------|------|----------|
| White clover comb honey | 0 14 | 0 15 |
| Buckwheat, ext acted | 0 08 | 0 08 1/2 |
| Clover, strained, bulk | 0 10 | 0 11 |

POULTRY—Finest, fresh killed poultry is in good demand and the market for this stock is firm. Turkeys have advanced slightly, but other lines are unchanged as to price.

| | | |
|-------------------------|----------|----------|
| Turkey, per lb. | 0 13 | 0 15 |
| Chickens and fowls, lb. | 0 07 | 0 09 1/2 |
| Geese | 0 08 1/2 | 0 09 1/2 |
| Ducks | 0 10 | 0 11 |

TORONTO.

PROVISIONS—If anything there is a firmer tone to the market. Bacon is firmer, though not quotably higher. Lard remains steady, with stocks good. No material changes are noticeable in the market. Fresh meats are moving freely.

| | | |
|---------------------------------|----------|----------|
| Long clear bacon, per lb. | 0 10 1/2 | 0 11 |
| Smoked breakfast bacon, per lb. | 0 15 | 0 15 1/2 |
| Roll bacon, per lb. | 0 10 1/2 | 0 11 |
| Small hams, per lb. | 0 14 1/2 | 0 15 |
| Medium hams, per lb. | 0 13 1/2 | 0 14 1/2 |
| Large hams, per lb. | 0 13 | 0 13 1/2 |
| Shoulder hams, per lb. | 0 10 | 0 11 1/2 |
| Backs, plain, per lb. | | 0 16 1/2 |
| " " pea meal | | 0 17 |
| Heavy mess pork, per bbl. | 19 50 | 20 00 |
| Short cut, per bbl. | 22 50 | 23 00 |
| Lard, tierces, per lb. | | 0 11 1/2 |
| " " tubs | | 0 12 |
| " " compounds, per lb. | | 0 09 1/2 |
| Plate beef, per 200-lb. bbl. | 12 50 | 13 00 |
| Beef, hind quarters | 6 00 | 8 00 |
| " " front quarters | 4 00 | 5 00 |
| " " choice carcasses | 7 50 | 8 00 |
| " " common | 4 50 | 5 50 |
| Mutton | 0 07 | 0 08 1/2 |
| Lamb | 0 08 | 0 09 1/2 |
| Hogs, street lots | 6 50 | 7 25 |
| Veal | 0 08 | 0 09 |

BUTTER—The market remains firm. No advances have been made. Stocks of creamery prints are diminishing, the prices having an upward tendency. There

is a noticeable improvement in the demand.

| | |
|----------------------|---------|
| | Per lb. |
| Creamery prints | 0 29 |
| Creamery solids | 0 28 |
| Dairy prints, choice | 0 26 |
| " " ordinary | 0 22 |
| " " tube choice | 0 22 |
| " " tubs, ordinary | 0 20 |
| Baker's butter | 0 20 |

EGGS—Stocks of storage eggs are getting light. Receipts of new laid are a little better. Prices rule steady and will probably stiffen. No advances have yet been made.

| | | |
|---------------|------|------|
| Eggs, candled | 0 22 | 0 23 |
| " " selects | 0 27 | 0 28 |
| " " lined | | 0 21 |
| " " new laid | 0 32 | 0 35 |

CHEESE—Prices are firm, though there have been no advances. The demand locally is growing better and it will likely result in higher quotations before long.

| | | |
|---------------|----------|----------|
| Cheese, large | 0 13 | 0 13 1/2 |
| " " twins | 0 13 1/2 | 0 13 1/2 |

HONEY—No improvement is noticeable. The market is dead dull.

| | | |
|-----------------------------|----------|----------|
| Honey, strained, 60 lb tins | 0 12 | 0 13 |
| " " 10 lb tins | 0 12 1/2 | 0 13 1/2 |
| " " 5 lb tins | | 0 13 |
| " " in the comb, per doz. | 2 50 | 3 00 |
| Buckwheat honey, per lb. | 0 8 | 0 10 |
| " " in comb, per doz | 1 25 | 1 50 |

POULTRY—Supplies of fresh fowl are more plentiful. The demand, however, is not keen and consequently prices are easier. Turkeys and chickens are a few points lower.

| | |
|--------------------------|--------------|
| | Live Weight. |
| Spring chickens, per lb. | 0 10 |
| Old fowl | 0 07 |
| Ducks | 0 08 |
| Geese | 0 08 |
| Turkeys | 0 10 |

| | |
|--------------------------|-----------------|
| | Dressed weight. |
| Spring chickens, per lb. | 0 10 |
| Old fowl | 0 07 |
| Ducks | 0 10 |
| Geese | 0 10 |
| Turkeys | 0 13 |
| Squabs, per doz | 2 50 |

TREATY DISPLEASES WINE-GROWERS.

Deputation Interviews Government Officials Asking for Assistance to Industry.

The new Franco-Canadian treaty evidently does not receive the hearty support of Canadian wine growers. A deputation from Ontario interviewed the Hon. Messrs. Fielding and Brodeur last week in reference to the schedules of the new treaty, including wines. The members of the deputation, representing 18,000 acres, devoted to wine culture and about \$2,000,000 capital, contended that under the new tariff light French wines might drive Canadian wines from the market, and that adulterated wines, largely composed of chemicals, might be brought in to compete unfairly with the pure Canadian article. In view of the fact that the treaty could not now be amended, they asked that anything which could be done to protect the Canadian wine industry should be promptly taken in hand by the Government.

L. Mercier & Cie is the name of a new firm of grocers in Quebec.

J. T. C. Finlay, Port Stanley, Ont., has sold his grocery business to W. A. Day.

at in the de-

| | | |
|-------|---------|------|
| ..... | Per lb. | |
| ..... | 0 29 | 0 32 |
| ..... | 0 28 | 0 28 |
| ..... | 0 26 | 0 27 |
| ..... | 0 22 | 0 24 |
| ..... | 0 22 | 0 24 |
| ..... | 0 20 | 0 22 |
| ..... | 0 20 | 0 21 |

ge eggs are new laid are le steady and advances have

| | | |
|-------|------|------|
| ..... | 0 22 | 0 23 |
| ..... | 0 27 | 0 28 |
| ..... | 0 21 | 0 21 |
| ..... | 0 32 | 0 35 |

firm, though ces. The de- better and it er quotations

| | | |
|-------|------|------|
| ..... | 0 13 | 0 13 |
| ..... | 0 13 | 0 12 |

ent is notice- dull.

| | | |
|-------|------|------|
| ..... | 0 12 | 0 13 |
| ..... | 0 12 | 0 13 |
| ..... | 0 13 | 0 13 |
| ..... | 2 50 | 3 00 |
| ..... | 0 8 | 0 10 |
| ..... | 1 25 | 1 50 |

fresh fowl are and, however, itly prices are ens are a few

| | | |
|-------|------|------|
| ..... | 0 70 | |
| ..... | 0 07 | |
| ..... | 0 08 | |
| ..... | 0 08 | |
| ..... | 0 10 | 0 12 |

| | | |
|-------|------|------|
| ..... | 0 11 | 0 12 |
| ..... | 0 07 | 0 08 |
| ..... | 0 11 | 0 11 |
| ..... | 0 10 | 0 11 |
| ..... | 0 13 | 0 17 |
| ..... | 2 50 | |

ES WINE-

overnment Of- sistance to

an treaty evi- he hearty sup- powers. A depu- interviewed the d Brodeur last e schedules of s wines. The ion, represent- l to wine cul- 0 capital, con- ew tariff light irive Canadian and that adul- composed of ght in to com- re Canadian ar- fact that the amended, they hich could be adian wine in- ptly taken in

name of a new c.

Stanley, Ont., iness to W. A.

CLARK'S Canned Meats

With the New Year begun there stretches before you season and opportunity for the building up of a large new patronage.

To win and hold such trade you must stock the leading and best lines of food-stuffs.

Clark's Canned Meats

will form the basis on which you may begin. Secure a full stock. You will never regret it.

DROP ME A LINE FOR PRICES

WM. CLARK - MONTREAL
Manufacturer

O'MARA'S BACON

THE PRICE


may be a little more but

THE QUALITY


is certainly better than any other Brand on THE MARKET.

A trial will convince you.

JOSEPH O'MARA
PALMERSTON, - ONTARIO



REINDEER condensed COFFEE




Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

By  To

Royal Warrant H. M. King

Purveyors Edward VII

There is only one

BOVRIL

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

Supplies can be obtained from—

| | | |
|----------------------|--------------------------|----------------|
| BOVRIL LIMITED, | 27 St. Peter Street | MONTREAL |
| W. S. CLAWSON & CO. | 11 and 12 South Wharf | ST. JOHN, N.B. |
| A. B. MITCHELL | Mitchell's Wharf | HALIFAX, N.S. |
| R. S. McINDOE | 120 Church Street | TORONTO |
| W. L. McKENZIE & CO. | 306 Ross Avenue | WINNIPEG |
| A. G. URQUHART & CO. | 336 Hastings Street West | VANCOUVER |

and from all wholesale houses throughout Canada

WESTMOUNT'S MAYOR RE-ELECTED.

Wm. Galbraith, Wholesale Grocer, Favored With Second Term.

Mayor William Galbraith was re-elected to preside over the council of Westmount, a suburb of Montreal, at the elections held in that place on Monday of this week. Mr. Galbraith is the senior member of the firm of William Galbraith & Son, wholesale grocers, Montreal, and has already served one term in the mayor's chair. His majority over his opponent, A. J. Hodgson, was 15. Originally Mr. Galbraith had intended to retire from politics at the expiration of his term, but owing to development in the affairs of the council and municipal politics his Irish fighting blood was roused and he decided he would run again, if the people would have him. They showed their appreciation of his services by re-electing him.

TRADE NOTES.

Oscar Macklin, general merchant, of Netherby, Ont., has sold to H. D. Chisholm.

Geary & Co., general merchants of Niagara Falls South, Ont., has made an assignment.

The general store of Newcombe & Young, Alvinston, Ont., was completely destroyed by fire last Sunday morning.



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FUSSELL'S MILK

'GREEN BUTTERFLY'

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Sometimes children and others who would benefit by a milk diet have trouble in digesting milk, owing to its curdling on the stomach. This milk is immediately assimilated with splendid results. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

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

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PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



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Montreal, Que.
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Brandon

It pays you to pay for quality.

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

PURITY

Dealers, this Flour will give you quick returns. Buda is one of the choicest Flours milled in Ontario and best values in Canada at present prices. Your customers want it barrel after barrel. This quality is guaranteed by the manufacturers to give you the required satisfaction. After you have tried a car, you will repeat as others are doing. Write or wire, J. B. Harty, Pictou, N.S. for mill prices. Why not order today, don't put off, I will give the leading dealer in each town control of Buda if he is the first with his order.

J. B. HARTY

CEREAL MARKETS STEADY

Flour Tends to Stronger Tone—Cereals Quiet—Business Generally Fair—Winnipeg Inspections More Favorable.

The Canadian cereal markets continue steady with business generally pretty satisfactory considering the season of the year. The wheat markets, both in the East and in Ontario, have a stronger tone, and millers speak more cheerfully regarding the outlook than they have done for a couple of weeks. A good opening from British markets means larger shipments from here and this helps to keep everyone busy.

Rolled oats are quieter and business in most lines of cereals is less brisk than at this time last week. This is true in supply as well as in demand for supplies of oats are much less free than they have been for some time.

Inspections of wheat at Winnipeg on Saturday were 187 cars, compared with 66 cars last year. Grading returns were: No. 1 northern, 8 cars; No. 2 northern, 18 cars; No. 3 northern, 26 cars; No. 4, 23 cars; No. 5, 29 cars; No. 6, 8 cars; winter wheat, 12 cars; inferior, 63 cars. Other inspections were: 38 cars of oats and 6 cars of barley.

Stocks of wheat at Port Arthur and Fort William were increased by only 45,000 bushels during the past week. There are now 6,806,000 bushels of wheat in store at the two ports.

The supply of wheat in elevators of Canada and the United States decreased 655,000 bushels during the past week, compared with a decrease of 839,000 last year. The supply of corn was increased by 153,000 bushels and last year was increased 773,000. Oats were increased 400,000 bushels, while last year the supply decreased 326,000. The world's shipments of wheat during the week were 8,896,000 bushels, compared with 8,848,000 bushels the previous week and 7,616,000 bushels a year ago. The large increase in shipments from the Argentine Republic was the feature of statistics this week. The shipments from this country were 264,000 bushels in excess of last year's. Exports from North America showed a decided falling off, a similar decrease being recorded last year.

The following table shows the estimated visible supply of wheat in Canada and the United States at the beginning of the week, as compared with the same time a year ago:

| | Jan. 20, '08 | Jan. 21, '07 | Jan. 22, '06 |
|-------|--------------|--------------|--------------|
| Wheat | 47,226,000 | 45,360,000 | 48,962,000 |
| Corn | 4,923,000 | 7,272,000 | 14,223,000 |
| Oats | 8,898,000 | 12,637,000 | 27,315,000 |

Wheat decreased 655,000 bushels last week, as against a decrease of 839,000 bushels the corresponding week of last year. Corn increased 153,000 bushels and last year increased 773,000 bushels. Oats increased 400,000 bushels, compar-

ed with a decrease of 326,000 bushels last year.

MONTREAL.

FLOUR—The local flour market is strong, but no advance is anticipated in the immediate future. A fair amount of trade is being transacted locally.

| | |
|-------------------------------|-----------|
| Winter wheat patents | 5 50 |
| Straight rollers | 4 73 4 80 |
| Extra | 4 00 4 10 |
| Royal Household | 6 25 |
| Glenora | 5 65 |
| Manitoba spring wheat patents | 6 25 |
| strong bakers | 5 55 |
| Five Roses | 6 10 |

ROLLED OATS—There is very little business being transacted in rolled oats owing to the large trade being done in other more staple lines. Some, however, report a good demand from certain sections. These orders are being filled at prices which are hard to make please everybody. The figures below are a good average.

| | |
|-------------------------------|-----------|
| Fine oatmeal, bags | 3 20 |
| Standard oatmeal, bags | 3 21 |
| Granulated | 3 20 |
| Golddust cornmeal, 98-lb bags | 2 25 |
| White cornmeal | 1 65 1 75 |
| Rolled oats, 90-lb. bags | 2 90 2 95 |
| 80-lb. bags | 2 75 2 80 |
| bbls. | 6 10 6 20 |

FEED—The market is in a healthy condition, good local demand being noted. No change has been made in last week's prices.

| | |
|------------------|-------------|
| Ontario bran | 22 00 23 00 |
| Ontario shorts | 24 00 26 00 |
| Manitoba shorts | 23 00 24 00 |
| bran | 22 00 |
| Mouillie, milled | 26 00 31 00 |
| straight grained | 27 00 33 00 |
| Feed flour | 1 50 1 70 |

TORONTO.

FLOUR—The local markets continue fairly quiet, though the amount of business transacted compares favorably with the usual amount at this time of the year. The outlook this week is more encouraging and points to a stronger market shortly. Prices are even with last reports as follows:

| Manitoba Wheat. | |
|----------------------|-----------|
| 80 per cent. patents | 5 40 5 60 |
| 85 | 5 15 5 20 |
| Strong bakers | 5 10 5 15 |
| Winter Wheat. | |
| Straight roller | 4 90 5 10 |
| patents | 5 10 5 41 |
| Blended | 5 25 5 30 |

CEREALS—Business is fair this week, with demand a little easier and no appreciable change in prices. The supply of oats from local points is not so large as in former weeks, but this is probably only a temporary condition.

| | |
|--|-----------|
| Rolled wheat in barrels, 100 lbs. | 3 00 3 15 |
| Rolled oats, in wood, per bbl. | 6 65 |
| in bags, per bag 90 lbs. | 3 00 3 25 |
| Oatmeal, standard and granulated, per bbl. | 6 60 |
| in bags, 98 lbs. | 3 40 |

CEREAL NOTES.

John Bickle, Petrolia, Ont., has sold his flour and feed business to T. Burnard.

W. H. McGregor, Grandreux, Man., has started a baking and confectionery business.

W. R. Emery, general merchant, of Fort Francis, Ont., has assigned.



Saying A Thing

is good, does not make it so. But if you have a really good thing, that's no reason why you shouldn't tell people about it.

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Perfection Cream
Sodas
Are good—none better.**

So we want you to know that you can improve your business by handling them. Lots of money, because continuous sales. Continuous sales because Perfection Cream Sodas—every one in every package—are the acme of perfection.

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Company,**

LIMITED

STRATFORD, - CANADA



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GELATINE**

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COX'S GELATINE

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., " Gorgie Mills
A. P. Tippet & Co., " EDINBURGH.

MEETING OF WESTERN DAIRYMEN

The annual convention of the Western Ontario Dairymen's Association, held in Woodstock last Wednesday and Thursday, January 15th and 16th, was one of the most successful in the history of the association. While the large number attending was made up principally of western Ontario dairymen, there was also a good representation of Government officials, and also some representatives of the cheese and butter industry of the United States.

The sessions, for the most part, dealt with the practical side of the dairying industry approaching matters largely from the farmers' standpoint. Several of the addresses, however, made reference to the Canadian dairying industry as a whole, and paragraphs from these will be of interest to the trade generally.

After an address on "Cow-testing Associations," by C. F. Whitely, of the Dominion College of Agriculture, Ottawa, J. A. Ruddick, dairy commissioner, in some additional remarks, said:—"If all the cows of all the herds in Canada were increased to an improved standard, the value of the produce of our two million cows would be increased by \$80,000,000. Holland had less than a million cows, and after producing enough to supply the home market exported \$27,000 of butter and cheese, nearly as much as we do with our two million cows. If proprietors of factories would try and induce their patrons to get the most milk out of their herds, instead of trying to steal their neighbor's patrons, it would be better for all concerned."

Speaking at a later session on "Dairying Abroad," Mr. Ruddick gave an illustrated address, throwing on the screen photographs of dairies all over the world, commencing with New Zealand. This country had greatly increased

her export of butter during the last year, the annual amount exported being about twenty million dollars' worth. One of the photographs of New Zealand showed four horses drawing 5,000 pounds of milk from one farm and one herd. Next photos from Australia, a country which ships 35,000 tons of butter yearly to England, were shown. Views of the Argentine Republic were also given. The industry is falling off in that country. In Trinidad butter is made in tropical heat, and stands the heat better than that made in a temperate climate. A photo of the Prone cheese fair was shown among a number of English views. They understood the development of the true cheese flavor there, the speaker said, while here we are satisfied if the cheese has no ill-flavor. Views of Scottish and Irish dairies were shown. In the Emerald Isle there are 800 creameries, and thirty million dollars' worth of butter is annually shipped. Further views of Denmark, Holland, France and other countries were shown.

At Thursday morning's session Geo. H. Barr, of the Dominion Department of Agriculture, and Official Referee at Montreal, gave an excellent address on "Handling our cheese and butter at the port of Montreal." Mr. Barr is a former secretary of the Western Dairymen's Association, and expressed his pleasure at being present. "I thought more of western Ontario cheese this year than I ever did before," he said, "and when I compared them with eastern Ontario cheese I thought it wasn't much use telling you how to do it. There is a lot of work to do before we have our cheese of the finest grade. They are erecting an immense steel and cement shed in Montreal at present. There are 46 steamers equipped with cold storages and 27 with cold air, and some shipping

lines are doing their best to ship the produce in good condition. If cheese were sold for a little less and more money expended in taking care of them during transportation a better price would be obtained for them. Inspectors are at the port where the cheese are put on the steamers and carefully inspect the condition of the cheese. Any carelessness on the part of the transportation company is reported, and the temperature is taken. A complete record is kept of the temperature during the ocean voyage. The department has three ice car inspectors in Montreal. The weakest place in the chain of transportation is between the place of manufacture and Montreal. The cheese from western Ontario should be taken better care of in shipment next year. There should be a more general use of ice cars in the shipment of cheese. Western Ontario has nothing to learn from Montreal in connection with the boxing of the cheese, the curing of the cheese or other parts of its manufacture. The cheese from western Ontario are noted for being cleanly boxed.

"When you can get a nice clean flavor with your butter you will have as good butter as there is made. For color, body and grain I saw nothing that could equal Siberian butter, which I saw in Montreal this year. It will take all the skill and care of western Ontario cheese-makers to keep a general high standard of that article. If you are wise you won't build any more small factories. He said that 98 per cent. of the cheese exported were of first grade. The majority of the cheese examined that were of poor grade were from small factories. Large factories and capable men are necessary to keep up the standard of cheese."

Woodstock gave the visitors a hearty welcome and the convention should prove a valuable impetus in carrying forward this important branch of Canadian industry.

H. CONSTANT

First and sole maker in Canada
of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, - Quebec

NAP G. KIROUAC & CO.,

Receivers and Shippers

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

125 St. Peter St., QUEBEC.

POT AND PEARL BARLEY AND FEED

CALEDONIA MILLS

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

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

Now, Right Now

is the proper time to sell

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

It is by long odds the most delicious sauce on earth. Lots of imitators try hard to equal it, but can't get anywhere near it. When your customer once buys Lea & Perrins', you've got him. He knows then you keep the best goods.

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857



CANADA:

No better
Country



MOTT'S:

No better
Chocolate

You are never out of favor
with your customers if you
stick to

Mott's

"Diamond" and "Elite"
brands of

Chocolate

The superior quality of our
brands has made them the
unquestionable favorites of
the Canadian housekeeper—

For Sale by all Jobbers.

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Geo. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

Absolute Purity

is One of the Qualities which Distinguish

COWAN'S

Cocoa and Chocolate



Our private process
(which is the envy and
despair of competitors)
adds a flavor which can-
not be equalled for de-
liciousness.

The Cowan Co., Ltd.

Great Money Saving Event

STRONG INDUCEMENTS TO BUY THE BEST
ARTICLES AT LOW PRICE.

Every Article Guaranteed

MILLER'S PURE IRISH JAMS

MADE IN IRELAND

| | |
|----------------------------------|-----------------|
| Strawberry, 1 lb stone jar | per doz. \$1.75 |
| Raspberry, " " " | " " 1.75 |
| Greengage, " " " | " " 1.75 |
| Plum, " " " | " " 1.50 |

CALIFORNIA SEEDED RAISINS

Shipped by The J. K. Armsby Co., Fresno, California.

| | |
|--|-------------|
| "Gold Ribbon," Fancy, 16 oz. package | per lb. .11 |
| "Elk" Brand, Choice, " " " | " " .10½ |

CANADIAN CANNERS' CANNED MEATS—"Aylmer" (Finest Pack)

| | |
|----------------------------|-----------------|
| Boneless Chicken, 1s | per doz. \$3.05 |
| " Turkey, 1s | " " 3.05 |
| Lunch Tongue, 1½s | " " 3.05 |
| Pigs Feet, 1½s | " " 2.30 |

"Simcoe" (Standard)

| | |
|----------------------------|-----------------|
| Boneless Chicken, 1s | per doz. \$2.90 |
| " Turkey, 1s | " " 2.90 |
| Lunch Tongue, 1½s | " " 2.90 |

VALENCIA RAISINS

"TRENOR" F.O.S. Selected and 4 Crown layers. "ARGUIMBAU," "ROWLEY'S," "PALLARES" and "MERLE."

TABLE RAISINS

"Bevan & Co." All Grades. All Qualities. All Styles. Finest Goods Put Up.

FANCY EVAPORATED APPLES

| | |
|--------------------------------|--------------|
| Winter Stock—50 lb cases | per lb. .08½ |
|--------------------------------|--------------|

CANNED SALMON

| | |
|--|--------------------------------------|
| "CLOVER LEAF," Talls, Flats and ½ Flats. | "SOVEREIGN," Talls. |
| "HORSE SHOE," Talls, Flats and ½ Flats. | "COLUMBIA," Red Spring, Flats. |
| "LYNX," Talls. | "EAGLE" Red Cohoes, Talls and Flats. |

PINKS AND HUMPBACKS

"SUNFLOWER," "CLEMATIS," "OLYMPIA," Talls and Flats.

We have the largest and best assorted stocks in our line of business.
Our prices are right, compare them.

PROMPT SHIPPERS.

L. Chaput, Fils & Cie.

Wholesale Grocers and Importers of Teas, Wines and Liquors.

MONTREAL



Making Money in the West

We are quoting herewith a letter—unsolicited—showing what
WAGSTAFFE'S Goods have done for one Firm
in the West.

**\$20,000 of Business without a Single
Note Against the Goods.**

Messrs. Wagstaffe, Ltd.,
Hamilton,

Calgary, Alta.,
December 9th, 1907

Gentlemen,—In looking over our books to-day, as we are closing same for the year, we find we have bought since the spring, \$20,000.00 of your Jams and Preserves, and we cannot see that we have put through a single Debit Note against the goods.

Of course this is the first season we have handled your stuff, but seeing the volume of our business, and there being no reclaimants against the goods, we feel it speaks volumes for your quality, bearing in mind that they are a high price line, and it only shows that if every manufacturer would put in the quality as you do, the public would stand every time for good stuff.

A year ago if we had been told we could handle pure Jam made only from Sugar and the Fruit, we would not have credited same, as we always imagined that such goods wanted a little glucose and fillers to make them shipable, but we now see that Jams, made the same as our mothers made them, will stand shipping and give infinite satisfaction to everybody eating the same.

It is needless to say we wish your worthy Company continued prosperity, and next year we believe we can double this business. As you are aware in introducing new goods, buyers are always skeptical, but now the quality has turned out much better than we made it to be when selling, we look to doubling the out turn next year.

We are, dear sirs,

Yours very truly,

(Signed) L. T. MEWBURN & CO., Limited.

Per L. T. MEWBURN, President.

We are sending these Goods—"the same as our mothers made"—all over Canada, and other grocers are having just as satisfactory results with them as Mewburn & Co. Are you making money on these same goods?

WAGSTAFFE LIMITED

HAMILTON, - CANADA

PURE FRUIT PRESERVERS

FRUITS, VEGETABLES AND FISH

Apple Market Has Declined and the Situation is Critical—Potatoes Remain Firm—Brisk Business Reported in Fish.

They are Good

What everyone says must be true, this refers to our Golden Flower Brands, extra Fancy California Navels. Have also

1 car very fine extra choice Navels.

2 cars extra Fancy Messina Lemons.

1 Car Fancy California Celery.

1 Car Jamaica Cocoa Nuts.

and lots of other goods. Do not forget to send in your orders.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The only Dealer not convinced of the superiority of our

"Golden Flower"

is Mr. "Blank" — and he hasn't seen them yet!

McWilliam & Everist have 'em in stock.

The Redlands Golden Orange Association
Redlands - California

During the past week, a crisis has been reached in the apple situation. Prices have tumbled down owing to the big stocks on hand and the slow demand. The English and American markets are away off and as a result dealers can find no outlet for their apples. Being of such a perishable nature, the dealers are anxious to rid themselves of their supplies, and prices have naturally dropped. It is calculated that the losses will run up into the thousands of dollars. Oranges remain firm, but are quiet. Lemons remain unchanged. Good bananas are not very plentiful, the demand being about normal. Cranberries are moving better.

No material change is noticeable in the vegetable market. Potatoes remain firm, with supplies of an improved quality moving freely. Other domestic vegetables meet with a steady demand. Celery is brisk, but other fancy imported stuff is slow and quiet.

The demand for fish continues to be highly satisfactory. Prices are practically the same. Haddie is slightly lower. Frozen fish is especially brisk. Supplies are plentiful, no important shortage in any particular lines being reported.

MONTREAL.

GREEN FRUITS—Fruits continue firm, the market not having changed very much since last week. Grape fruit is exceedingly scarce and prices are very firm. For the best as high as \$7 is asked. Best bananas are also in small supply though dealers are never particularly well supplied at this season. There is a very satisfactory demand for the large, bright stock. Lemons are firm and there is noted a strong call for the better grades of apples. Considerable poor quality apples are being offered in some quarters.

| | |
|------------------------------|-------------|
| Bananas, fine stalk | 2 00 |
| " jumbos | 2 25 |
| Cocoanuts, new, per bag | 4 50 |
| Lemons | 2 25 2 50 |
| Navel oranges | 2 75 3 25 |
| Florida oranges, box | 2 75 3 00 |
| Mexican oranges, box | 2 25 |
| Porto Rico oranges, box | 2 50 |
| Jamaica oranges, bbl | 4 00 |
| Valencia oranges | 2 75 3 25 |
| Tangerines, half-box | 3 00 |
| Pineapples, case | 5 50 |
| Grape fruit, box | 3 00 7 00 |
| Almeria Grapes, keg | 4 00 5 00 |
| Cape Cod cranberries, bbl | 10 00 11 00 |
| Nova Scotia cranberries, bbl | 6 00 7 00 |
| Kumquat, qt. | 0 25 |
| Strawberries, qt. | 0 80 |
| Apples, Jamaica, bbl | 4 00 5 00 |
| " other fall varieties, bbl | 2 75 3 25 |
| Evergreen wreathing, bale | 2 00 |
| Mistletoe case | 6 00 |

VEGETABLES—There is noticeable this week no very great change in the vegetable situation. Florida tomatoes are in small supply with demand fairly strong considering the prices asked. First-class celery is moving in good quantity at the old quotations, while cabbage, of which there is a large supply on the market, is steady. During the past few days there has been a good business transacted in potatoes and many good orders were shipped to outside points.

| | |
|---------------------------------------|---------------|
| Parsley, per doz. bunches | 0 35 |
| American parsley, large bunches, doz. | 0 75 |
| Sage, per doz. | 0 60 |
| Savory, per doz. | 0 60 |
| Cabbage | 0 20 0 35 |
| Turnips, bag | 0 05 0 75 |
| Celery, doz. | 0 25 1 00 |
| California celery, crate | 5 00 |
| Water cress, large bunches, per doz | 0 75 |
| Spinach, bbl | 3 50 |
| Green peppers, crate | 3 50 |
| Boston hot house cucumbers, doz. | 2 00 |
| Potatoes, per bag | 0 90 1 40 |
| Sweet Potatoes, basket | 3 25 |
| Beets bag | 0 60 0 65 |
| Carrots, bag | 0 60 0 65 |
| Tomatoes, Florida, crate | 4 50 5 00 |
| Tomatoes, hot house, per lb. | 0 35 |
| Spanish onions, small crates | 0 75 1 00 |
| " large crates | 2 25 |
| Canadian onions, lb. | 0 01 0 01 1/2 |
| Boston lettuce, hot house, per doz. | 0 50 |
| New Orleans shallots, doz. | 0 60 |
| Radishes, doz | 0 60 |
| Bermuda parsley, crate | 3 00 |
| Mushrooms, per lb. | 0 75 |
| Horse radish, per lb. | 0 12 |
| Beans, green, basket | 5 00 |
| Beans, wax basket | 2 00 |
| Egg plant, doz. | 2 00 |
| Green peas, basket | 5 00 5 50 |
| California cauliflowers, per crate | 4 00 |

FISH—There has been very little change in the fish situation since last week. Haddies are a bit lower but otherwise the list of quotations is the same as was given a week ago. Dealers report a satisfactory demand for fresh and frozen lines with smoked fish of all kinds called for on occasion. Salted and pickled fish are moving in fair quantities while oysters are in brisk demand at unchanged prices.

| | |
|---------------------------------------|-----------|
| Fresh and Frozen Fish. | |
| Haddock, express, per lb. | 0 04 0 05 |
| Halibut, express, per lb. | 0 04 0 05 |
| Mackerel, | 0 05 |
| Dore, | 0 07 0 08 |
| Pike, lb. | 0 04 0 05 |
| Cod fish, lb. | 0 04 |
| Steak cod, lb. | 0 05 |
| Whitefish, lb. | 0 06 0 10 |
| B.C. salmon, lb. | 0 08 0 08 |
| Qualla Salmon, lb. | 0 07 0 08 |
| No. 1 Smelt's, lb. | 0 08 |
| New tomcods, bbl. | 2 25 2 50 |
| Sea herring, bbl. | 1 85 2 00 |
| Smoked and Salted— | |
| Haddies, boxes, per lb. | 0 07 |
| Kipperd Herring, 50 lb. box. | 1 10 |
| Smoked herring, per small box | 0 16 |
| Yarmouth Bloaters, per box | 1 10 |
| Prepared and dried— | |
| Skinless cod, 100 lb. cases | 5 25 |
| Boneless cod, 20 lb. boxes | 0 08 0 08 |
| Boneless fish, 20-lb. boxes, blocks | 0 05 0 05 |
| Boneless fish, 25-lb., boxes, per lb. | 0 05 |
| Oysters and Lobsters— | |
| Standards, bulk, per imp. gal. | 1 50 |
| Selects, bulk, gal. | 1 70 |
| Paper pails, 100, pint size. | 1 10 |
| " 100, quart size. | 1 50 |
| Boiled lobsters, lb. | 0 15 |
| Live lobsters, lb. | 0 15 |
| Pickled fish— | |
| No. 1 Labrador herring, per bbl. | 5 50 |
| " per half bbl. | 3 00 |
| No. 1 Nova Scotia, per bbl. | 5 25 |
| " per half bbl. | 2 90 |
| No. 1 Haddock, bbl. | 6 50 |
| No. 1 Pollock, bbl. | 6 00 |
| No. 1 Mackerel, 20-lb. kitts. | 1 75 |
| No. 1 sea trout, 100 lb. kegs | 6 50 7 00 |
| Green cod, per bbl. | 6 00 |
| Medium " " " | 7 50 |
| Large " " " | 8 00 |
| Labrador Salmon, 1-bbls. | 8 50 |
| No. 1 salt eels, lb. | 0 07 0 08 |

TORONTO.

GREEN FRUITS—The feature of the week is the big drop in apples. The bottom has gone completely out of this market, due to a variety of causes but primarily to financial depression. Some of the big dealers will be hit pretty hard. One firm has been forced to sell direct to the consumer in order to clear out surplus stock. Oranges remain firm at unchanged prices but are not moving freely. Lemons are rather slow with a weak tone. Bananas are very dull.

FISH

es Remain

| | |
|-------|------|
| | 0 35 |
| | 0 75 |
| | 0 80 |
| | 0 80 |
| | 0 20 |
| | 0 65 |
| | 0 25 |
| | 1 00 |
| | 0 75 |
| | 3 50 |
| | 3 50 |
| | 2 90 |
| | 0 90 |
| | 3 25 |
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| | 0 60 |
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| | 0 35 |
| | 0 75 |
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| | 0 07 |
| | 1 10 |
| | 0 15 |
| | 0 15 |
| | 5 25 |
| | 0 06 |
| | 0 05 |
| | 9 05 |
| | 1 50 |
| | 1 70 |
| | 1 10 |
| | 1 50 |
| | 0 15 |
| | 0 15 |
| | 5 50 |
| | 3 00 |
| | 5 25 |
| | 2 50 |
| | 6 50 |
| | 6 00 |
| | 1 75 |
| | 7 00 |
| | 6 00 |
| | 7 50 |
| | 8 00 |
| | 8 50 |
| | 0 07 |
| | 0 08 |

Cranberries are selling better. Almerias are meeting with a fair demand.

| | | |
|--|------|-------|
| Oranges, Florida's new | 2 25 | 2 50 |
| Oranges, Mexicans, new | 2 00 | 2 10 |
| naval, new | 2 75 | 3 25 |
| Valencias | 2 50 | 5 01 |
| Murcias | 1 75 | 2 00 |
| Bahamas | 1 75 | 2 00 |
| Lemons, California, 240, 300, 360, 420 | 3 00 | 3 00 |
| Messinas, new crop | 2 25 | 2 50 |
| Grape fruit, 54's 80's, 96's | 4 60 | 5 50 |
| Apples, No. 1 winter fruit | 2 50 | 3 50 |
| No. 2 | 2 00 | 2 50 |
| Bananas, Jamaica firsts, per bunch | 1 65 | 1 75 |
| Bananas, jumbo bunches | 2 00 | 2 25 |
| Bananas, 2 hands, green | 1 25 | 1 35 |
| Bananas, Firsts | 1 65 | 1 75 |
| Quinces, per basket | 0 50 | 0 60 |
| Cranberries per bbl. | 7 00 | 10 00 |
| Almeria grapes, per keg | 5 60 | 6 00 |
| Tangerines | 3 00 | 4 00 |

VEGETABLES—Potatoes remain firm and are selling freely around 95c and \$1. The supply is satisfactory and the quality of Delawares arriving is also good. Cabbage, turnips and cauliflower are steady. California celery is being handled in good quantities. Fancy imported stuff is slow, as people don't care to pay the big prices being asked.

| | | |
|-----------------------------------|------|------|
| New Brunswick Delawares, per bag | 0 95 | 1 00 |
| New potatoes, Canadian, per bush | 0 90 | 1 00 |
| Sweet Potatoes (Jersey), per bbl. | 3 00 | 4 00 |
| Onions, Spanish, per case | 2 40 | 2 50 |
| per bag | 1 00 | 1 20 |
| Green onions, per doz. | 0 75 | 0 80 |
| Beets, per bag | 0 90 | 0 95 |
| Cabbage, per doz. | 0 40 | 0 60 |
| Carrots, Canadian, per bag | 0 60 | 0 70 |
| Carrots, new, per doz. bunches | 1 00 | 1 00 |
| Turnips, per bag | 0 35 | 0 40 |
| Parsnips, per bag | 0 75 | 0 80 |
| Cauliflower, per doz. | 0 60 | 1 50 |
| Parsley, per doz. | 0 35 | 0 40 |
| Celery, Canadian, per doz. | 0 35 | 0 40 |
| california, per doz. | 0 75 | 1 00 |
| Lettuce, imported | 1 00 | 1 00 |
| Cucumbers, imported, per doz. | 2 50 | 2 50 |
| Tomatoes, imported, per crate | 5 00 | 5 00 |
| Strawberries, per box | 0 65 | 0 65 |
| Mushrooms, per lb. | 0 65 | 0 65 |

FISH—Business continues brisk, but if the mild weather of the last few days does not let up it will make the market quiet. Prices are practically the same. Supplies of all lines are up to the mark. Oysters are moving briskly as well as cod, mackerel and herring.

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

SHIP TO US

We pay the highest market price for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters
7 and 9 Market Street
HAMILTON

California CELERY

Now arriving in fine condition, large and attractive looking and a great seller.

Packed in crates, 5 1/2, 6, 6 1/2, 7, 7 1/2 and 8 doz. to crate. We want all dealers to begin handling it and will quote for this week at \$4.50 crate.

CRANBERRIES

The famous "Budds Long Keepers." The only hard late keeping Cranberry, will hold up till April if necessary, barrels or boxes.

WHITE & CO., Limited

Hamilton and Toronto

HARKEN!

"Though Old and Wise
Be still Advised."

MOTHER EXPERIENCE says:—You will get larger returns from a "ST. NICHOLAS" Lemon investment than any other brand on the Market can give. Because the quality is there and that's what makes the "NOISE."

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

"GOLDEN ORANGE" Brand
NAVEL ORANGES

Grown and Packed at

Arlington Heights, California

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

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

HUGH WALKER & SON

Established 1861

Guelph, Ont.

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

"BRONCO"
Brand
NAVEL ORANGES

800 Boxes
Received this Week
 Heavy, beautiful fruit

Grown in the finest orange section in California, The Redlands Heights.

BUY THE BEST

White & Co.
Limited
Toronto
 Sole Distributors
 Phone Main 6565

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
 Established 1886
Ingersoll - Ontario
 WOULD YOU LIKE OUR WEEKLY CIRCULAR



DON'T FAIL
 To send for catalog showing our line of
**PEANUT ROASTERS,
 CORN POPPERS, &c.**

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

California Navels, best quality at lowest prices.
New Messina Lemons, best quality at lowest prices.
Pineapples, Cucumbers, Lettuce, etc.

THE DAWSON COMMISSION CO., - TORONTO

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

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

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

BORDEAUX FRANCE

RETAIL GROCERS' ASSOCIATION.

Toronto Body Meets on Monday Evening
—Plans for the Year.

You haven't any idea what a jolly crowd of fellows the retail grocers of Toronto are. That is, when you see them behind their counters. Let them get together, however, as they did at the regular monthly meeting in their rooms in the Temple Building on Monday evening of this week and you'll see just how good-humored they can be and how much they enjoy talking over differences of opinion.

The principal feature of the meeting was the installation of the new officers, as elected at the association's last meeting, and noted in The Grocer at that time. President Fred. Thorne, in taking the chair, spoke of the good outlook for the association's prosperity this year, and asked the co-operation of the members. Vice-president Thos. Clarke also thanked the members for the honor done him and promised to do the work he undertook well. Very kind words were spoken by several members concerning the retiring president, Ben Snow. Mr. Snow has been a remarkably faithful member and has never missed a meeting during the year. As a recognition of their appreciation of his services a motion was carried to provide a handsome sum for a presentation to Mr. Snow, and he will probably be made pretty happy at the next meeting.

The various committees appointed to arrange for the association's annual ball reported, and very satisfactory progress is being made. The date has been set for Wednesday, Feb. 12th, and with the function in the Temple Building and the splendid arrangements for programme and supper that are being carried along, the affair promises to be a brilliant success.

In the section of the meeting devoted to "Remarks for the good of the Association," J. S. Bond emphasized strongly the fact that the association should devote more attention to matters of practical business, which would benefit the grocery trade. He mentioned, for instance, the matter of scale and scoop inspection, and said that something should be done to obviate the seemingly unreasonable charges made by the Government. At present a visit from the inspector costs the grocer from \$2 to \$5, whether his scales are correct or not. The members present agreed that something should be done. Other matters, such as a need for an amendment

to the present garnishee act, and the matter of enlarging the organization, were discussed.

These grocers do love to get together. While the business of the evening was carried on in the regular way, it was interspersed with jokes and jolly personal references and good-humored little tiffs across the room, all of which added to the interest. The meeting didn't begin early, neither did it break up early. The members wandered down the Temple Building steps at about 11.15.

HELP TO RESTORE CONFIDENCE.

So long as there are unemployed men in Canadian industrial centres, retailers are apt to feel that a depression exists. To put the idle men to work, therefore, should be the aim of all who desire an early resumption of industry.

How can this be best done? By the placing of orders by jobbers and retailers at once for all necessary lines, giving preference in all cases to Canadian manufacturers wherever prices and quality are equal.

The purchase of cheap foreign goods dumped on the market at this time may help foreign manufacturers, but it will not put Canadian workingmen into active service and enable them to become buyers again.

A word to the wise should be sufficient.

NEW CANADIAN REPRESENTATIVE.

G. F. Sutton Sons & Co., the specialty manufacturers, of London, Eng., who have been represented in Canada for some time by W. A. Martin, have appointed Richard Lewis to succeed Mr. Martin. Mr. Lewis has just arrived in Canada and will pursue the firm's interests among their former customers here.

TRADE NOTES.

J. B. Deslauriers, grocer, of Montreal, has assigned.

Bergh & Lason, general merchants, of Craik, Sask., have assigned.

O'Donnell & Co., general merchants, of Forest, Ont., have assigned.

L. Guay, general merchant, of Murray Bay, Que., has made an assignment.

J. L. Baillargeon & Cie, a Quebec grocery firm, has made an assignment.

E. Hemond, general merchant, of Mont Louis, Que., has made an assignment.

The general store of S. Bosado & Bro., Cobalt, has been recently destroyed by fire.

Nenzel & Lindberg, who have been conducting a general store at Muenster, Sask. have assigned.

D. Boivan, who has been running a grocery and liquor store in Quebec, has made an assignment.

The general store business of H. M. Root & Co., Fonthill, Ont., has been sold to A. Damude & Co.

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



IN the old days this feature of the year's business never engaged the attention of the average grocer beyond the point of laying in a stock of a few staple lines sufficient to carry him through the Lenten season. The idea of making a feature of Fish never occurred to him. To-day it is different. Whereas in former times a push in fish stuffs would not have had particularly good results, to day by offering such attractive lines as we manufacture in "Halifax," "Acadia" and "Atlantic" Prepared Codfish, and other high grade specialties, a big business can be done in Fish. The secret of this change lies in the fact that whereas the old-time article was not sufficiently attractive to the majority of palates, here are products which delight consumers and give fish a better place in the estimation of people generally. You can make a good thing out of your Lenten trade by selling our goods. If you have not given the subject much thought before, **do it now.** Your order to-day will bring you all you need in lots of time. Our facilities are equal to all demands.

ATLANTIC FISH COMPANIES, Ltd.
LUNENBURG, - N. S.



Better Late than Never !

Start in the New Year by asking your wholesale grocer for Brunswick Brand of Canned Goods. All the leading wholesale grocers sell Brunswick Brand.

Wishing you the compliments of the season, we are,

Yours Respectfully,

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

Sealshipt Oysters

Are Healthy Oysters

The Sealshipt System is a new idea in oyster shipping, worked out in advance of the present day demand for **absolutely pure food.** Fresh, delicious sea oysters are taken from the shells and placed in a hermetically sealed, air and water tight, germ-proof steel can. This can is placed in a wooden package, surrounded by **cracked ice which cannot touch the oysters.** Therefore, Sealshipt Oysters are free from the slightest contamination. Ordinary oysters come in filthy, slimy wooden tubs, mixed in with dirty ice water and other impurities which make them flabby, flavorless and unhealthy.

WRITE US NOW ABOUT THE PROFITS OF SEALSHIPT OYSTERS.

NATIONAL OYSTER CARRIER CO.
KENOSHA, - WISCONSIN

OUR MAPLE SUGAR INDUSTRY.

Interesting Facts Regarding Annual Provincial Output.

At the 15th annual meeting of the Sugar Makers' Association of Vermont, U.S., held in Rutland, recently, M. F. Goddard, manager of the Maple Tree Producers' Association, of Waterloo, P. Q., was one of the prominent speakers. In the course of his remarks, Mr. Goddard gave an interesting resume of the history of the sugar making industry in Canada from its beginning, dating back as far as 1759. Speaking of to-day, he states that the sugar making industry of Canada was practically in the hands of the four provinces. In Nova Scotia there are about 150,000 pounds made annually in about eight counties; in New Brunswick 300,000 pounds and in Ontario during the year 1901, there was made 4,000,000 pounds, while in Quebec during this same year there was made 13,564,819 pounds.

Mr. Goddard compared the conditions in Vermont with those in the provinces, stating that the price received there was 20 per cent. in excess of the price received here, but that in Quebec not more than 15 per cent. of the maples were tapped. Of 55,000 sugar makers in Canada only 8,000 are using improved evaporators.

"Five years ago," he continued, "we had no sugar makers' convention and what had been done towards the bettering of conditions was done by private persons. A great deal of credit belongs to John H. Grimm, of the Grimm Manufacturing Company, of Montreal, Canada, who circulated a paper, which finally influenced the Government

to pass a law preventing the adulteration of maple goods. Also, in answer to a petition, the Government advertised extensively maple products at the World's Fair at St. Louis. But still we are not satisfied with the law. It is not as good as your pure food law. In 1905 samples were collected in March and tested and only 24.3 per cent. were found to be pure. In April and May 63.4 per cent. tested genuine. After the results of these tests were published, the next test in 1907 showed 72 per cent. to be pure. But the standard in Canada is not as high as it should be. The present standard permits the use of 20 per cent. of cane sugar, which, I think has a bad influence on the sugar men."

NEW CANNING FACTORY IN BRUSSELS.

Proposition Meeting With Favor Among Farmers and Gardeners.

The following item from last week's issue of the Goderich Star seems to be an indication of enterprising development in western Ontario:

"The proposal to establish a joint stock canning factory in Brussels is meeting with favor. The public meeting Friday evening, Jan. 3rd, was well attended, and seconded the proposition. A live committee was chosen to make a canvass of the town and locality for stock. It is estimated that at least \$25,000 would be required. The farmers and gardeners appear quite willing to take hold of the cultivation of roots, vegetables, grain and fruit required to make it go well."

AN OPINION ON THE TEA MARKET.

Toronto Importer Speaks Regarding Present Conditions.

"What is my opinion of the tea market?" said P. C. Larkin, of the Sarsola Co., to a reporter this week. "Well, it is my opinion, founded on an experience of thirty years, that the man who leaves the tea market alone, carrying no stock, and buying from hand to mouth when the market is high, is a wise man. No person ever made money by speculating in teas. That is, they may make a little temporarily, but, in the long run, they are bound to be caught, because tea, unlike wheat and other articles, will not keep."

"Take the present condition of the market," Mr. Larkin went on. "Some grades are 6c per pound higher than they were a year ago, and 8c higher than they were in January, 1906. The chances are fifty to one that this state of affairs will not continue."

"In the thirty years I have been in the business, I have seen a great many 'ups and downs' in teas, but it is generally 'downs.' I have seen a very strong statistical position (that would warrant anyone in believing that very high prices were justified) turn in a month to the very lowest point in the market."

"In my opinion, every wholesaler and retailer who leaves the market severely alone, purchasing only barely what is absolutely necessary to carry him over from week to week, is a wise man."

No matter what kind of

F - I - S - H

you want, we have it.

Price and quality can not be beat.

THE F. T. JAMES CO., LTD.

76-78 Colborne Street,

TORONTO.

F. T. JAMES,

Manager

**"Long Island Native"
OYSTERS**

Cultivated and Shipped by

H. C. ROWE & CO.,

LARGE, CLEAN,
DELICIOUS OYSTERS.

Sold only by
IMPERIAL MEASURE.

SOLID MEATS.

TRY THEM.

White & Co., Ltd.

Toronto and Hamilton

AGENTS

UNFAIR LEGISLATION.

Retail merchants seem to be the constant butt for legislations to throw bricks at and, be it said in all frankness, so long as they fail to organize to protect their interests, they do not get any more than they deserve.

Workingmen can legally meet to arrange prices on their labor commodity, but it is illegal for merchants to agree on prices on the goods they sell. Wealthy manufacturers can secure mutual insurance by depositing large sums of money with the Government, but the merchants are debarred from this class of insurance by the large deposit required, the high wall being built up by the insurance combine. Merchants are debarred from collecting accounts less than \$25 by garnishment. The Postmaster-General aims to put through a parcels post c.o.d. act to benefit the wealthy catalogue house magnates at the expense of the retail merchants, turning every postoffice into a collecting agency for the departmental stores. And now the Ottawa Government is to put through legislation making it possible for a number of farmers or workingmen to form business companies without expense, while merchants to do the same thing, must pay large sums for charters for incorporation as stock companies. That's a pretty long list of legislation acting unfairly upon retail merchants, but it is by no means complete.

Several pages of The Canadian Grocer this week are taken up with an outline of the proposed Government measure respecting co-operative companies. The article should be read by every grocer, and an invitation is extended to each to express his views regarding

this and other unfair legislation in coming issues of this paper. Let us hear how merchants can protect themselves. If the present organization is not effective enough, how can it be made more serviceable to the trade?

The Government having decided to pass this law, it would appear to be useless to attempt to defeat it, though it may be possible to secure certain amendments.

Co-operative stores now exist at Hamilton, Dunnville and other centres, but nearly every town and county in Canada has seen some co-operative attempt made and failure result. Farmers and workingmen have lost large sums, but they seem willing to venture again. Merchants, of course, do not like to see trade demoralized, but they have no right to control the actions of the would-be co-operators. They can, with justice, however, protest against the unfair features of the proposed legislation.

The delusion exists that workingmen as a class can better their condition by organizing co-operative stores, and the Deputy Minister of Labor encourages this idea. Leaving aside the question of the probability of failure resulting history has shown that the condition of the workers as a whole in Great Britain has not improved as a result of co-operative enterprises. There are as many poor-houses and as much degradation in Glasgow, Rochdale, Manchester and other co-operative centres as in other parts of the world, where co-operative enterprises do not exist. If the workers can live cheaper they must work cheaper is an economic law peculiar to our present civilization.

A discussion of all matters of legislation unfair to retail merchandizing would be timely in these columns and if merchants are alive to their interests this invitation will not be disregarded

DON'T BE A KNOCKER.

No business man can afford to be a knocker.

Some men feel that they are not doing justice to their own goods unless they are showing the weak points in the goods of a competitor. Nine times out of ten such a knock is a boost for the competitor. No man likes to hear another knock. He may even know that the knock is largely truthful, or possibly entirely truthful, but he resents it just the same. On the other hand, if all the good points of your own goods are set forth, there is no reason why the customer cannot absorb enough of your ideas as to what makes value to make him feel prejudiced against other goods which do not show the same good points as yours.

A knocker generally has few friends, no matter what he is knocking against, and the habit grows upon him, and the longer he knocks the harder he knocks and the less justice there is in the knock, and as a result his friends become fewer and fewer, until none are left.

Young men who are inclined to edge in a little knock now and then should refrain, for the habit will grow and it does not take long to acquire a reputation which will make promotion a slow

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

WANTED.

WANTED—A young man, several years experience with a leading wholesale flour, grain and provision dealer, having splendid connections amongst wholesale and retail grocers, and best bakers of city and District of Quebec, desires engagement as selling agent for flour millers and wholesale houses; reference furnished. Address Box 174, CANADIAN GROCER, Toronto. (4)

WANTED—Experienced grocery and crockery salesman for retail store in town of about 8,000, within a hundred miles from Toronto; applicants must furnish No. 1 references as to ability and character. None but good modern hustlers need apply. Box 176, CANADIAN GROCER, Toronto.

WANTED—Experienced process man for tomato canning factory; references required. Address all communications to Fraser Bros. & Whitehead, Kelowna, B.C. (5)

TRAVELERS WANTED.

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

possibility. Find the merit in your own goods and then always be sure to make the customer thoroughly appreciate every point they have, and your case is in the best possible condition for good business.—American Grocer.

J. B. Watson's grocery store at Calgary, Alta., has been damaged by fire.

J. K. McLennan, Treherne, Man., has sold his general store business to Jos. McGowan.

Jas. S. Cheyne & Son, Melita, Man., have taken over the grocery and confectionery business of T. H. Evans

Cigars That Sell

To be a popular seller a cigar must possess that uniform quality which will ensure its lasting favor with particular smokers.

Royal Sport and Hogen Mogen Cigars

have always been regarded by exacting smokers as first in their class.

The Sherbrooke Cigar Co., Sherbrooke, Que.

The Perfect Pipe Tobacco Is

T. & B.

This is the declaration of hundreds of smokers who refuse to smoke any other brand. The grocer who is wise enough to stock **T. & B.** is bound to have a profitable tobacco department because the demand exists, and **T. & B.** customers are regular customers. **T. & B.** is mild and fragrant and has a delicious flavor. No dope in **T. & B.** It never clogs a pipe or bites the tongue.

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

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

TRADE NEWS OF NEW BRUNSWICK

Lack of Snow for Sleighing Keeps Business Quiet—Sugar Advanced—Molasses and Fish Firmer—Grocers' Fishing Club.

(Special Correspondence of The Canadian Grocer)

St. John, N.B., Jan. 20, 1908.

Business has been very good, but the absence of snow has interfered to some extent with trade in the outlying districts. Travelers are now out on their rounds and are giving their attention mainly to manufactured goods and seeds. The market in molasses and fish is somewhat firmer and stocks are not very heavy. Both herring and codfish are in good demand. Sugar has advanced 10 cents a hundred, but otherwise there have been no changes since the first of the year.

In the seed business some purchases have already been made. Timothy is about the same price as last year, but clover is quoted 4c to 5c a lb. higher than last year's quotations. This is a record-breaking price for clover and is caused by an actual shortage in the crop.

Some French seed is being imported this year. It has been the custom in previous years to export to France, but owing to the shortage this year the tables are turned. Last year some Chilean seed was imported and is said to have given very good results.

The local fish market has been only fairly well supplied during the past week. The fishing schooners are nearly all laid up as the season across the bay is about done and will hardly begin again before the latter part of February or the first of March. This accounts for the fact that nearly all the cod and haddock are being brought from Canso by rail and frozen salmon from British Columbia. Some lobsters are being received from Westport and Beaver Harbor. Business will probably be quiet for a few weeks. Western shipments are very light.

Several retail grocers started out one day last week, when business was quiet, to round up all the hake in the Kennebecassis River. They succeeded fairly well, for in about two hours they landed 31 of the fish through holes cut in the ice. There were five of them in the party, three of them being grocermen, Alderman J. W. Vanwart, George W. Colwell and John Lipsett. Following the session on the ice, the party adjourned to Mr. Lipsett's summer cottage at Renforth, nearby, where a very pleasant evening was spent and an organization known as the Silver Hake Fishing Club was formed.

W. H. Thorne & Co., hardware dealers, have taken over the business of C. E. Colwell & Co., fish dealers, and will hereafter conduct the business. The transfer is made as a result of assignments made to W. H. Thorne & Co.

A FEW TEA THOUGHTS.

A little booklet entitled "A Few Tea Thoughts" is being sent out by the W. H. Malkin Co., of Vancouver, B.C. The booklet includes valuable hints on buying, blending and selling teas, and

would be valued by any grocer. You would be pretty certain of securing a copy of this by sending a request to the W. H. Malkin Co., and mentioning The Canadian Grocer.

LUMBERS' TEAM ON TOP.

Second Match in Toronto Wholesalers' League Goes Against Brokers.

There were things doing at Varsity rink, Toronto, last Friday evening, when the second game in the Wholesale Grocers' Hockey League was played. The James Lumbers Co. team came out on top, though with only a small margin, 5-4, and the game was fast and furious all through. How close it was may be guessed from the score. At half time it was 2-1 in favor of Lumbers; when time was up it was 4-1; exciting, wasn't it? and in the five-minute periods to play off the tie, the winners scored one.

The game was some faster than the one a week ago, better ice and a little practice contributing to the general feature. But you ought to have seen "Wes" Lumbers cavorting around in goal. He's a daisy and seemed to have the goal posts covered with a sheet. "Abe" Millman was one of the fastest men on the ice, and did some great shooting. Altogether a pretty good line of hockey was exhibited.

The teams were as follows:
Jas. Lumbers Co.—Goal, "Wes" Lumbers; point, Tom Kerr; cover, Boyd; centre, Wylie; right wing, W. Ford; left wing, McKenzie.

Brokers—Goal, Ferguson; Point, P. F. Millman; cover, Billy May; centre, A. Blackburn; right wing, Tom Webber; left wing, A. Millman.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

None Equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

20 years of progress of the firm of
JOS. COTE

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

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

We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 2097

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



NOVA SCOTIA GROCERY NEWS

Stock-taking Generally Over—Business Considered Satisfactory—Fish Shipments Aggregate Above 1907.

(By The Canadian Grocers Special Correspondent.)

Halifax, N.S., Jan. 22, 1908.

Stocktaking is now about over and the volume of trade passing is considered quite satisfactory for the season of the year. Prices generally are pretty steady, and there is no indication of any great change. There is a good supply of fresh laid eggs on the market, but the demand is light just now. Some small tubs of dairy butter are coming in but not in sufficient quantity to bring down the price. The market is well stocked with fruit, all the dealers having large quantities of it. Some of the dealers say that Jamaica oranges imported via Boston arrived here in better condition than those coming direct.

The Atlantic Fisheries Company, of Lunenburg, N.S., has suspended operations at Bay of Islands, Nfld., for the season. During the season just closed the company carried on very extensive operations, and handled enormous quantities of fish. The company exported 4,500 barrels of herring in pickled condition and 738,000 pounds of frozen fish, which are away ahead of last year's shipments. Of the frozen herring, four carloads of 125,000 pounds were shipped by train, the balance going by vessels. The company made an outlay in Bay of Islands, during the season, of over \$16,000 which was fairly representative of their work. The firm's interests were looked after by their agent, Mr. Acker, and Captain D. Zinek, of the steamer Atlantic, owned by the company. Large quantities of fresh fish are now being sent from Nova Scotia to the Upper Canadian markets, particularly Montreal. The shipments are from eastern and western Nova Scotia the fishermen of the Cape Breton districts forwarding large quantities. Last week the schooner Maggie Smith arrived at Angonish with a load of cod and haddock, and the whole cargo was sent forward in refrigerator cars to Montreal.

LOW PRICES FOR APPLES.

Nova Scotia Shippers Disappointed With English Market—Outlook Discouraging.

A despatch from Wolfville, N.S., says that apple shippers throughout the Annapolis Valley are being seriously disappointed in the prices received from English shipments. Farmers who refused to sell their fruit for \$2.50 per barrel for all varieties in the early autumn, are now making frantic efforts to get rid of their crop at prices ranging from \$1.25 to \$1.50 per barrel. This drop in price means a total loss to the fruit growers of over a quarter of a million dollars.

A meeting of the apple speculators in the valley was held at Middleton on Thursday, Jan. 16, the object being to get at, as near as possible, the amount of stock held in the various warehouses and in farmers' hands.

Representative buyers from each district were heard from and the total es-

timate of apples held in the valley was 203,000 barrels, as against 115,000 held this time last year. Figures taken from the estimate of the holdings in the United States and Ontario show the following:

| | |
|------------------------------------|-----------|
| Apples held in U.S. Jan. 1, 1907 | 3,704,475 |
| Apples held in U.S. Jan. 1, 1908 | 3,650,800 |
| Apples held in Ontario Jan 1, 1907 | 188,000 |
| Apples held in Ontario Jan 1, 1908 | 328,000 |

From all reports the quality of the fruit in the valley is turning out very disappointing, Baldwins especially packing out fully 50 per cent. No. 2 grade, and shrinking heavily in packing. Fungus developed to quite an extent in greenings and Ben Paris are reported as spotting badly. Sales from the English markets are very discouraging. The market broke the latter end of November, since when returns have been coming back for about \$1 to \$1.25 per barrel, net.

The outlook does not look very good from the buyers' standpoint, they hav-

Considerable interest has been taken in this convention in former years by Canadian packers, and it is probable that quite a number will attend the meetings in Cincinnati. Last year, it will be remembered, the Grocer gave a comprehensive report of the sessions of the convention at Buffalo, and we purpose following the sessions of this year's convention in a similar way.

One of the features of the convention in former years has been the exhibit of packers' machinery. This year, the secretary informs us, the largest exhibit yet shown will be placed in the machinery hall, which is especially large. The committee in charge of the convention are making strenuous efforts to provide an enjoyable week for visitors.

WELL-APPOINTED NEW BRUNSWICK STORE.

Grocery and Crockery Store of W. S. Skillen, Woodstock, N.B.

The illustration on this page gives an interior view of the grocery store of W. S. Skillen, grocer, Woodstock, N.B. Mr. Skillen has been some ten years in the business, during which time his trade has grown from a small beginning, until to-day he has a large, well-appointed establishment on the main street of Woodstock, probably the most progressive of eastern New Brunswick



Store of W. S. Skillen, Woodstock, N.B.

ing paid far in excess of the net returns. The general price paid to growers in the fall was \$2 to \$2.25 per barrel, tree run, and this, with packing and shrinkage expenses, would bring the price up to \$2.50 to \$2.75 per barrel, f.o.b. cars.

PACKERS' ASSOCIATION CONVENTION.

To Be Held in Cincinnati, February 3rd to 8th.

The annual convention of the National Packers and Machinery and Supplies Association is announced to be held in Cincinnati from February 3rd to 8th, inclusive.

towns, and a growing centre of trade. One side of the store is devoted to the crockery department, and the other to the grocery. Mr. Skillen is compelled to keep a rather large stock on hand of some lines, but notwithstanding the large stock carried, the proprietor is a great believer in ample space, as the cut above will attest. Mr. Skillen is a thorough believer in the future of New Brunswick, and of Woodstock as a centre.

H. Riendeau, grocer, of Chambly Basin, Que., has assigned.

J. K. McLennan, Treherne, Man., has sold his general store business to J. S. McGowan & Co.

GOOD CANS CARRY OUT THE IDEA OF QUALITY

You, packers of meats and canned goods, endeavor to instil into the mind of the trade and the public the quality of your goods.

If your cans are indifferently made, and of poor material, your goods will quickly show it.

Material and workmanship count for more to-day than ever before. You cannot afford to use cans poorly made or of poor material.

Our cans give you every satisfaction. We make all varieties.

Give us a trial order.

ACME CAN WORKS
Montreal

HIGH GRADE EMBOSSED CAN LABELS

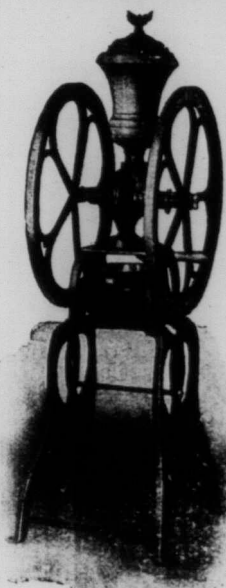
One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

COLES' Coffee Mills

PULVERIZING AND GRANULATING



Price \$25.00

Points of . . Excellence

- 1—Ease in running.
- 2—Rapidity in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.
Nos. 1515-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

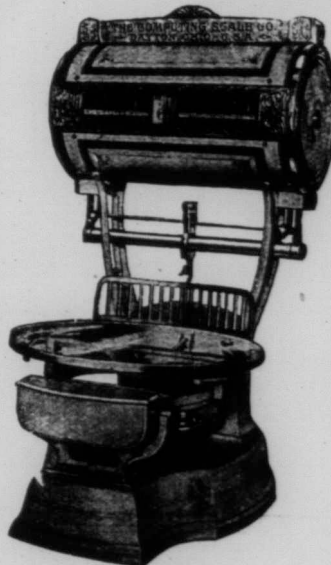
AGENTS:

Toddman Mitchell & Co., Toronto.
Deachara & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic



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

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

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

**Plain Figures Show
Value**

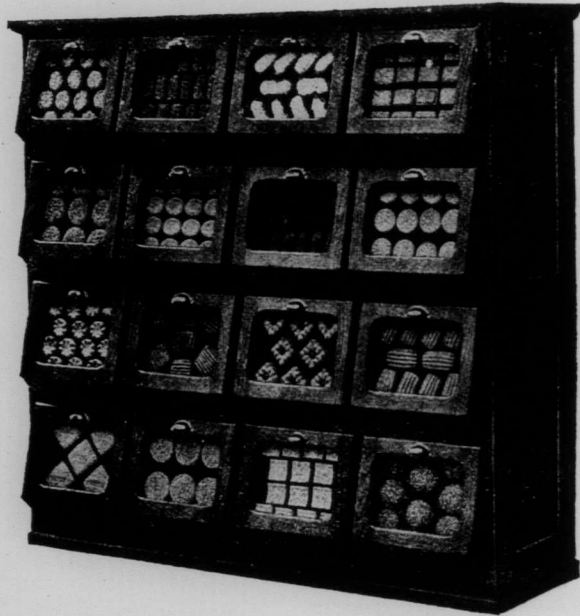
No mistakes or errors are possible. Down weight not possible.

Pays for itself

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

"WALKER BIN" BISCUIT CASE

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



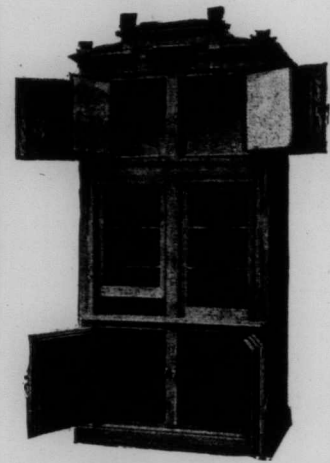
To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited Berlin, Ontario

Designers and Manufacturers of
Modern Store Fixtures

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."



Still the
Best on the
Market

Arctic Refrigerator

Serviceable,
Dry, Low
Temperature
and
Easy-Price.

John Hitcock
& Co., Ltd.

Toronto

Simplified Account Keeping

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

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



Allison Coupon Books

HERE IS HOW THEY WORK:

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

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

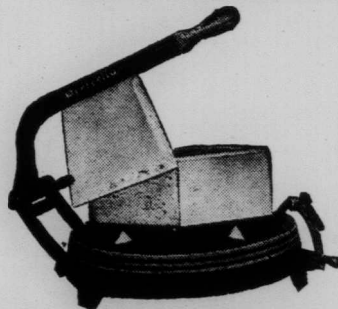
Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

The PERFECTION CHEESE CUTTER



It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do: the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

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

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.

AVOID LOSS!

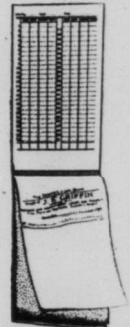
Keep track of every article sold, the person who bought it, and the clerk who sold it. Our

"DUPLIX" COUNTER CHECK BOOK

simple and easy to keep, will save you lots of money, and prevent friction with customers.

Write and let us tell you about it!

The Carter-Crume Company, Limited
Toronto and Montreal



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price

John Hiltlock & Co., Ltd.

Toronto

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE

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

J. HOWELL JAMES
333 Lippincott Street, TORONTO

Store Fittings, Counters, Showcases,
Etc. Made to fit any store.
Write or phone me before fitting up
your store or making alterations.
PHONE COLLEGE 2880

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING
COMPANY

Technical Book Department
10 Front St. East, - TORONTO

Crain

Telephone 4743 BELLEVILLE, _____ 190__

M _____

ACCOUNT BY CRAIN & JOHNSTON
General Merchants
DRY GOODS, GROCERIES, CROCKERY, GLASSWARE, ETC.

| DATE | DETAILS | DEBIT AMOUNT | CREDIT AMOUNT | TOTAL |
|--------|-------------------------|--------------|---------------|-------|
| Oct. 5 | Balance Forward | | | |
| 13 | Merch. in Store | 245 | | |
| 24 | Apples at Wholesale Co. | 130 | | |
| 29 | By Cash | | 200 | |
| | | | | 195 |

The Totals Only of the Accounts Are Posted in the Ledger

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

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

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

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

Monthly Account System

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



Talking to the Point

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

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

TRY A CONDENSED AD IN THE CANADIAN GROCER.



Don't stick to one side of the street just because you have always walked on that side. The going is perhaps better on the other.

Also—

Don't think that because you may not have sold

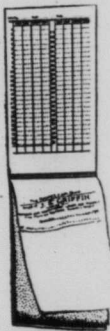
SHINO STOVE ENAMEL
and
SIMPLEX SHOE POLISH

that they are not the Best.
We know they are.

Send for sample and particulars.

EDWARD HAWES & CO.

109 Front St. East, TORONTO



Limited

IT PAYS TO DO IT

If your customers say "SURPRISE" Soap is the best Soap, the most economical to use, and want it, you give it to them of course—it's business to do so. A satisfied customer brings you more money than one whose wants are ignored and overlooked.



Made by

The St. Croix Soap Manufacturing Company

BRANCHES—Montreal, Toronto,
Winnipeg, Vancouver,
West Indies.

Factory at
St. Stephen, N.B.

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. 24, 1913.

Baking Powder.

W. H. GILLARD & CO.

| | | |
|----------------------------|--|--------|
| Diamond— | | |
| 1-lb. tins, 2 doz. in case | | \$3 00 |
| 1-lb. tins, 3 " " | | 1 25 |
| 1-lb. tins, 4 " " | | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 4-doz. | 10c. | \$0 85 |
| 3-doz. | 6-oz. | 1 75 |
| 1-doz. | 12-oz. | 3 50 |
| 3-doz. | 12-oz. | 3 40 |
| 1-doz. | 2 1/2 lb. | 10 50 |
| 1-doz. | 5 lb. | 19 75 |

MAGIC BAKING POWDER

| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 8 doz. | 5c. | \$0 40 |
| 4 " " | 4-oz. | 0 60 |
| 4 " " | 6 " " | 0 75 |
| 4 " " | 8 " " | 0 95 |
| 4 " " | 12 " " | 1 40 |
| 4 " " | 13 " " | 1 45 |
| 4 " " | 16 " " | 1 65 |
| 4 " " | 2 1/2 lb. | 1 70 |
| 1 " " | 5 " " | 4 10 |
| 1 " " | 6 oz. | 7 30 |
| 1 " " | 13 " " | Per case |
| 1 " " | 16 " " | \$4 55 |

ROYAL BAKING POWDER.

| Sizes. | Per Doz. |
|------------|----------|
| Royal—Dime | \$ 0 95 |
| " 1 lb. | 1 85 |
| " 6 oz. | 2 55 |
| " 1 lb. | 3 35 |
| " 1 lb. | 4 90 |
| " 3 lb. | 13 60 |
| " 5 lb. | 22 35 |

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

| Sizes. | Per Doz. |
|------------------|----------|
| Cleveland's—Dime | \$ 0 93 |
| " 1 lb. | 1 33 |
| " 6 oz. | 1 90 |
| " 1 lb. | 2 45 |
| " 12 oz. | 3 70 |
| " 1 lb. | 4 65 |
| " 3 lb. | 13 20 |
| " 5 lb. | 21 65 |

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNAR & CO.

| | | |
|----------------------------|--|--------|
| Wheat Brand— | | |
| 1-lb. tins, 2 doz. in case | | \$1 20 |
| " " 2 " " | | 0 80 |
| " " 4 " " | | 0 45 |

ST. GEORGE'S BAKING POWDER.

| Sizes. | Per Doz. |
|----------------------------|----------|
| Trial size, 6 doz. in case | \$0 90 |
| 4-oz. " 4 " | 1 35 |
| 6-oz. " 3 " | 1 80 |
| 8-oz. " 3 " | 2 35 |
| 12-oz. " 2 " | 3 55 |
| 16-oz. " 2 " | 4 55 |
| 32-oz. " 1 " | 8 50 |

Terms net 30 days.

Blus.

| | |
|----------------------------------|--------|
| Queen's Oxford, per lb. | \$0 17 |
| In 10-box lots or case | 0 15 |
| Gillett's Mammoth, 1/2 gross box | 3 00 |

Cereals.

| | |
|---------------------------------|------|
| Wheat OS, 2-lb. pkgs., per pkg. | 0 08 |
| " " 7-lb. cotton bags, per bag. | |

EBY, BLAIN CO. LTD.

| | |
|---------------------------------|------|
| Meat of Wheat, per case | 4 20 |
| Wheat OS, 16 lb. bags | 0 19 |
| " Pickaninney" Buck Wheat Flour | |
| " " doz. | 1 00 |
| " Pancake Flour, " " | 1 00 |
| " Pastry Flour, " " | 1 00 |

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

| | |
|---------------------------------------|--------|
| Perfection 1-lb. tins per doz. | \$4 50 |
| Perfection, 1/2-lb., per doz. | 2 60 |
| " 1-lb., " " | 1 40 |
| " 10c. size " " | 0 90 |
| " 5-lb. tins per lb. | 0 40 |
| Condensed cocoa, cream and sugar, doz | 2 25 |
| Soluble, bulk, per lb. | 0 22 |
| " " " " | 0 19 |
| London Pearl per lb. | 0 24 |

Special quotations for Cocoas in bbls., kegs, etc



Chocolate—Queen's Dessert, 1/2-lb. cakes, 12-lb. boxes, per lb. \$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$0 43
Vanilla, 1/2-lb., 12-lb. boxes per lb. \$0 35
Parisian 5c. lb. \$0 30
The following sweetened for household purposes:

| | |
|---|--------|
| Royal Navy, 1/2, 1/2, 12-lb. boxes per lb. | 0 33 |
| Diamond, 1/2, 7's, boxes per lb. | 0 23 |
| Perfection, 2c. size, 2 doz. in case per doz. | \$1 83 |
| Perfection, 10c. size, 2 and 4 doz. in case, per doz. | 0 90 |

ICINGS FOR CAKE—

| | |
|---|------|
| Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. | 1 75 |
|---|------|

Chocolate—

| | |
|------------------------------|------|
| Maple buds, 5-lb. boxes, lb. | 0 31 |
| Vanilla wafers, " " | 0 35 |
| " nonpareils, 5-lb. box | 0 35 |
| " " 2's, 5-lb. boxes, lb. | 0 28 |
| " " 2's, nonpareils " " | 0 28 |
| Ginger, 5-lb. boxes, lb. | 0 30 |
| Milk sticks, box | 1 35 |
| Milk cakes, 5c. size, box | 1 35 |

FRY'S.

| | |
|---------------------------------------|---------|
| Chocolate— | per lb. |
| Caracas, 1/2, 6-lb. boxes | \$0 42 |
| Vanilla, 1/2 " " | 0 43 |
| "Gold Medal," sweet, 1/2, 5-lb. boxes | 0 29 |
| Pure, unsweetened, 1/2, 5-lb. boxes | 0 42 |
| Fry's "Diamond," 1/2, 14-lb. boxes | 0 34 |
| Fry's "Monogram," 1/2, 14-lb. boxes | 0 34 |

Cocoas—

| | |
|----------------------------------|---------------|
| Concentrated, 1/2, 1 doz. in box | Per doz. 3 40 |
| " " 1-lb. " " | 4 50 |
| " " 1-lb. " " | 8 25 |
| Homeopathic, 1/2, 14-lb. boxes | |
| " " 1/2, 12 lb. boxes | |

EPF'S.

| | |
|--|------|
| Agents, O. E. Colson & Son, Montreal. | |
| In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. | 0 35 |
| Smaller quantities | 0 37 |

BEESDORF'S COCOA

| | |
|--|----------------|
| A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto. | |
| 10c. tins, 4 doz. to case | per doz. \$ 90 |
| " " 2 " " | 1 40 |
| " " 1 " " | 4 75 |
| " " 1 " " | 9 00 |

JOHN F. MOTT & CO.'S.

| | |
|---|--|
| R. S. McIndoe, Agent, Toronto. | |
| J. A. Taylor, Montreal. | |
| Jos. E. Huxley, Winnipeg. | |
| Standard Brokerage Co., Vancouver, B.C. | |

Elite, 1/2 (for cooking)...

| | |
|-----------------------------|------|
| Elite, 1/2 (for cooking)... | 0 32 |
| Prepared cocoa, 1/2 30 | |
| Prepared 1/2's | 0 28 |

| | |
|---|------|
| Mott's breakfast cocoa, 1/2's | 0 40 |
| " " 1/2's | 0 38 |
| " No. 1 chocolate, 1/2's | 0 32 |
| " Navy " 1/2's | 0 28 |
| " Vanilla sticks, per gross | 1 00 |
| " Diamond chocolate, 1/2's | 0 24 |
| " Confectioner's chocolate, 1/2 to 0 31 | |
| " Sweet Chocolate liquors, 1/2 to 0 35 | |

WALTER BAKER & CO., LIMITED.

| | |
|--|----------------|
| Premium No. 1 chocolate, 1/2 and 1/4-lb. cakes | Per lb. \$0 43 |
| Breakfast cocoa, 1-5, 1/2, 1 & 1/2-lb. tins | 0 43 |
| German Sweet chocolate, 1/2 and 1/4-lb. cakes, 5 lb. boxes | 0 30 |
| Caracas Sweet chocolate, 1/2-lb. cakes 6-lb. boxes | 0 35 |
| Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes | 0 35 |
| Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins | 0 47 |

| | |
|--|------|
| Soluble cocoa (hot or cold soda) | 0 45 |
| 1-lb. tins | 0 45 |
| Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags | 0 38 |
| Caracas tablets, 100 bundles, tied 5s, per box | 3 00 |

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

| | |
|---|----------------|
| Packages— | |
| 5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases | Per lb. 0 25 |
| 1 lb. packages | 0 27 |
| " " | 0 25 |
| 1 and 1/2 lb. packages assorted | 0 26 1/2 |
| 1/2 and 1 lb. " " in 5 lb. boxes | 0 27 1/2 |
| 1/2 lb. " " " " " " | 0 28 |
| 1 lb. " " " " " " | 0 29 |
| 1 lb. " " " " " " | 0 31 |
| Bulk— | |
| In 15 lb. pails and 10, 25 and 50 lb. boxes | |
| White Moss, fine strip | 0 19 0 21 0 17 |
| Best Shredded | 0 18 0 16 |
| Special Shred | 0 17 0 15 |
| Ribbon | 0 19 0 17 |
| Macaroon | 0 17 0 15 |
| Dehydrated | 0 16 0 14 |
| White Moss in 5 and 10 lb. square tins, 21c. | |

Condensed Milk.

TRUBO CONDENSED MILK CO., LIMITED.

| | |
|---|--------|
| "Jersey" brand evaporated cream per case (4 doz.) | \$4 55 |
| "Reindeer" brand per case (4 doz.) | 5 60 |



Coffees.

EBY, BLAIN CO. LIMITED.

| | |
|--|--------|
| Standard Coffees. | |
| Roasted whole or ground. Packed in damp-proof bags and tins. | |
| Club House | \$0 32 |
| Nectar | 0 30 |
| Empress | 0 28 |
| Duchess | 0 6 |
| Ambrosia | 0 25 |
| Plantation | 0 22 |
| Fancy Bourbon | 0 20 |
| Bourbon | 0 18 |
| Crushed Java and Mocha, whole | 0 17 |
| Golden Rio | 0 14 |

Package Coffees.

| | |
|--|-----------|
| Gold Medal, 1 and 2 lb. tins, whole or ground | 0 30 |
| Cafe, Dr. Gourmet's 1 lb. Fancy Glass Jars, ground | 0 30 |
| German Dandelion, 1/2 and 1 lb. tins, ground | 0 22 |
| English Breakfast, 1 lb. tins, ground | 0 18 |
| THOS. J. LIPTON retail wholesale | |
| Lipton's "Special" blend coffee, 1 lb. tins, ground or whole | 0 40 0 30 |

JAMES TURNER & CO. Per lb.

| | |
|---|---------------|
| Mocha | \$0 23 |
| Damasous | 0 28 |
| Calro | 0 30 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 13 |
| E. D. MARCEAU, Montreal. | |
| "Old Crow" Java | \$0 25 |
| " Mocha | 0 27 1/2 |
| "Condor" Java | 0 30 |
| Arabian, Mocha | 0 30 |
| 15-year-old Mandehling Java and hand-picked Mocha | 0 50 |
| 1-lb. fancy tins choice pure coffee | 48 |
| tins per case | per doz. 2 50 |
| Madam Huot's coffee, 1-lb. tins | 0 22 |
| 100 lb. delivered in Ontario and Quebec. | 62 |
| Rio No. 1 | 0 15 |

PATTERSON'S "CAMP" COFFEE ESSENCE Agents, Rose & LaSalle, Montreal and Toronto.

| | |
|--------------------------------|------|
| 5 oz. bottles, 4 doz, per doz. | 1 75 |
| 10 " " " " | 3 00 |

| | |
|--------------------|------|
| Rep. quarts, 1 " " | 6 50 |
| Imp. " 1 " " | 9 00 |



THOMAS WOOD & CO.

| | |
|--|--------|
| "Gilt Edge" in 1 lb. tins | \$0 33 |
| "Gilt Edge" in 2 lb. tins | 0 30 |
| Canadian Souvenir 1 lb. fancy lithographed canisters | 0 3 |

Cheese.

| | |
|--------------------------------|--------|
| Imperial— | |
| Large size jars, per doz. | \$3 25 |
| Medium size jars, " " | 4 50 |
| Small size jars, " " | 2 40 |
| Individual size jars, per doz. | 1 00 |

Imperial holder—

| | |
|------------------------|--|
| Large size, doz. 18 00 | |
| Med. size " 17 00 | |
| Small size " 12 00 | |

Roquefort

| | |
|------------------|------|
| Large size, doz. | 1 40 |
| Small size, " " | 2 40 |



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. | |
| Un-Covers and num Coupons bered. number ed | |
| In lots of less than 100 books, 1 kind assorted. | 4c. 4c. |
| 100 to 500 books | 3 1/2c. 4c. |
| 100 to 1,000 books | 3c. 4c. |
| Allison's Coupon Pass Book | |
| 00 to \$5 00 books | 3 cents each |
| 00 books | 4 " " |
| 10 00 " " | 5 " " |
| 15 00 " " | 6 " " |
| 20 00 " " | 7 " " |
| 25 00 " " | 8 " " |
| 50 00 " " | 12 " " |

Cleaner.

| | |
|--------------------------------------|---------|
| Per doz. | |
| 4-oz. cans | \$ 0 90 |
| 8-oz. " " | 1 35 |
| 12-oz. " " | 1 85 |
| Quart " " | 3 75 |
| Gallon " " | 10 00 |
| Wholesale Agent, | |
| The Davidson & Hay, Limited, Toronto | |

Extract of Beef.

| | |
|-------------------------------------|--------|
| LAPORTE, MARTIN & CIE, LTD. | |
| "Vita" Pasteurized Extract of Beef. | |
| Bottles 1-oz., case of 2 doz | \$3 20 |
| " " 2 " " 1 " " | 3 00 |
| " " 4 " " 1 " " | 4 50 |
| " " 20 " " 1 " " | 4 75 |
| " " 20 " " 1 " " | 9 00 |

THOMAS J. LIPTON

| | |
|-------------------------------------|--------|
| Prices on application. | |
| Infants' Food. | |
| Robinson's patent barley 4-lb. tins | \$1 25 |
| " " 1-lb. tins | 2 25 |
| " " 2-lb. tins | 1 25 |
| " " 1/2-lb. tins | 2 25 |

Flavoring Extracts.

| | |
|---------------------------|-------|
| SHIRRIFF'S | |
| 1 oz. (all flavors) doz. | 1 00 |
| 2 " " " " | 1 75 |
| 3 " " " " | 2 00 |
| 4 " " " " | 3 00 |
| 5 " " " " | 3 75 |
| 8 " " " " | 5 50 |
| 16 " " " " | 10 00 |
| 32 " " " " | 18 00 |
| Discounts on application. | |

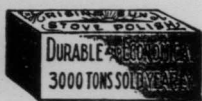


Jams and Jellies.

| | |
|---|------|
| BATGER'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & LaSalle, Montreal and Toronto. | |
| 1-lb. glass jar, screw top, 4 doz., per doz | 2 20 |
| THOMAS J. LIPTON | |
| Prices on application. | |

A Guarantee that is Worth Something

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

New and Revised Storage Rates for 1908

NOTICE

DECEMBER 31ST, 1907.

"We beg to advise our customers that all the rates quoted prior to this date have been cancelled, New and Revised Rates will be furnished on application. All goods now in store will remain at the present rates, unless otherwise advised."

We wish our many customers a very Happy and Prosperous New Year, and an extensive and profitable business during the year 1908.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Gray Nun Street, MONTREAL



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

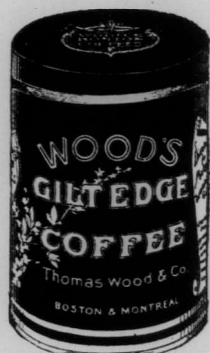
Comp
12 oz.
2 lb. t
8 and
c
7 and
30 lb.
Comp
12 oz
2 lb. t
7 and
30 lb.
Home
1 lb. 4
c
5, 7, 1

There
1 lb.
1 lb.
1 lb.
1 lb.
Cover

5 lb.
Fanc
" Rin
" Acc
" Tar
" "

THE CANADIAN GROCER

"Draw a tiger incompletely and he is like a dog."
 Draw a cup of Coffee whose material is incompletely tested, purified, roasted and brewed, and you have slops.
 There is no incomplete stage in



ESTABLISHED 1879

WOOD'S COFFEES

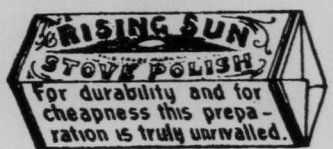
up to their delivery to the Grocer.
 They possess all the Coffee virtues.
 The superior selected berry stamps every grade.
 Perfect treatment marks every step from the tropic tree to the coffee-pot.
 In "Drawing" draw the line at half-way goods.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

| | |
|--|----------|
| White Gloss— | |
| 1-lb. fancy cartons, cases 8 1/2 lb. | 0 18 |
| 6-lb. toy trunks, 8 in case. | 0 18 |
| 6-lb. enameled tin containers, 8 in case. | 0 18 |
| Kags. ex. crystals, 40 lb. | 0 07 |
| Brantford Glass— | |
| 1-lb. fancy boxes, cases 56 lb. | 00 08 |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs. per case | 3 00 |
| Crystal Starch— | |
| Boxes of 45 cartons, per case | 3 60 |
| Ordinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lb. | 0 64 |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lb. | 0 07 1/2 |
| Crystal Malt Corn Starch— | |
| 1-lb. packages, boxes 40 lb. | 0 07 1/2 |
| HAN TOY STARCH. | |
| pkgs. cases 5 doz., per case. | 4 75 |
| ST. LAWRENCE STARCH CO., LIMITED. | |
| Ontario and Quebec. | |
| Ordinary Starches— | |
| St. Lawrence corn starch, 40 lb. | 0 07 1/2 |
| Durham corn starch, 40 lb. | 0 06 1/2 |
| Laundry Starches— | |
| No. 1 White, 4-lb. cartons, 48 lb. | 0 07 |
| " 2-lb. cartons, 36 lb. | 0 07 |
| " 200-lb. bbl. | 0 06 1/2 |
| " 100-lb. kegs. | 0 06 1/2 |
| Canada Laundry, 40 to 46 lb. | 0 06 |
| Ivory Gloss, 8-6 family pkgs., 48 lb. | 0 08 |
| 1-lb. fancy, 30 lb. | 0 08 |
| " large lumps, 100-lb. kegs. | 0 07 |
| Patent starch, 1-lb. fancy, 36 lb. | 0 08 |
| Alexon Glass 1-lb. packages 40-lb. box, 40 pkgs. | 0 06 1/2 |
| Coldwater Ivoryine Starch, per box, 40 pkgs. | 3 00 |

| | |
|--|--------|
| Stove Polish. | |
| Rising Sun, 6-oz. cakes, 1-gross boxes | \$8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste, 10c. size, 1-gross boxes | 10 00 |
| Sun Paste 5c. size, 1-gross boxes | 5 00 |




| | |
|----------------------------|------------------|
| JAMES' DOME BLACK LEAD | |
| 6a size | Per gross \$2 40 |
| 2a " | 2 50 |
| NICKLE PLATE STOVE POLISH. | |
| Pints | 2 90 |
| Quarts | 5 40 |
| 1/2 gallons | 5 10 |
| Gall ns. | 4 80 |
| gallons | 4 50 |

| | |
|---|------------------|
| Syrup. | |
| EDWARDSBURG STARCH CO., LTD. | |
| "Crown" Brand Perfection Syrup. | |
| Barrels, 600 lbs. | 0 03 1/2 per lb. |
| Half-barrels, 350 lbs. | 0 03 1/2 " |
| Kegs, 150 lbs. | 0 03 1/2 " |
| 2-gal. pails 25 lbs. | 1 25 each |
| 3 " 38 1/2 lbs. | 1 76 " |
| Plain tins, with label— | |
| 5 lb. tins, 2 doz. in case | 2 40 |
| " 1 " " " | 2 75 |
| 10 " " " " | 2 65 |
| 20 " " " " | 2 60 |
| (5, 10, and 20 lb. tins have wire handles.) | |

| | |
|-----------------------------------|------------------|
| ST. LAWRENCE STARCH CO., LIMITED. | |
| Bee Hive Brand Corn Syrup. | |
| Barrels, 600 lbs. | 0 03 1/2 per lb. |
| Half-barrels, 350 lbs. | 0 03 1/2 " |
| Kegs, 150 lbs. | 0 03 1/2 " |
| 2-gal. pails 25 lbs. | 1 25 each |
| 3 " 38 1/2 lbs. | 1 75 " |
| 2-lb. tins, 24 in case, per case | 2 40 |
| 5-lb. " 12 " " " | 2 75 |
| 10-lb. " 6 " " " | 2 65 |
| 20-lb. " 3 " " " | 2 60 |

Teas.



SALADA CEYLON

Wholesale. Retail.

| | | |
|----------------------------------|------|------|
| Brown Label, 1's | 0 20 | 0 25 |
| Green Label, 1's and 1/2's | 0 21 | 0 26 |
| Blue Label, 1's, 1/2's and 1/4's | 0 22 | 0 30 |
| Red Label, 1's and 1/2's | 0 23 | 0 40 |
| Gold Label, 1's and 1/2's | 0 24 | 0 50 |



LIPTON'S TEA

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

Packed in air-tight tins only.

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



LUDELLA CEYLON TEA

| | | |
|-----------------------------|------|------|
| Blue Label, 1's | 0 19 | 0 25 |
| Blue Label, 1/2's | 0 22 | 0 30 |
| Orange Label, 1's and 1/2's | 0 23 | 0 40 |
| Brown Label, 1's and 1/2's | 0 30 | 0 40 |
| Green Label, 1's and 1/2's | 0 35 | 0 50 |
| Red Label, 1's | 0 40 | 0 60 |

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

| | |
|-------------------------------|------|
| Victoria, hf-c, 90 lbs | 0 25 |
| Princess Louise, hf c, 80 lbs | 0 19 |

Ceylon Green Teas—Japan style—

| | |
|-----------------------|------|
| Lady, cases 60 lbs | 0 18 |
| Duchess, cases 60 lbs | 0 19 |

"CROWN" BRAND

| | | |
|-----------------------------|------|------|
| Red Label, 1-lb. and 1/2's | 0 25 | 0 30 |
| Blue Label, 1-lb. and 1/2's | 0 19 | 0 25 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, 1/2 | 0 20 | 0 25 |
| span 1's | 0 19 | 0 25 |



BLUE RIBBON TEA CO., TORONTO

Wholesale Retail

| | | |
|-----------------------------------|------|------|
| Yellow Label, 1's | 0 20 | 0 25 |
| Green Label, 1's | 0 21 | 0 25 |
| Blue Label, 1's and 1/2's | 0 22 | 0 30 |
| Green 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 |



RAM LAL'S PURE INDIAN TEA

TRADE MARK

GUARANTEED ABSOLUTELY PURE

AS MANUFACTURED ON THE

GARDENS OF INDIA

| | |
|----------------------|------|
| Cases, each 60 1-lb. | 0 35 |
| " " 30 1-lb. | 0 35 |
| " " 150 1-lb. | 0 35 |



MELAGAMA TEA

put up in 60 and 100 lb. boxes.

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


We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



KOLONA PURE CEYLON TEA BLACK

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

| | |
|------------------------------------|------|
| Black Label, 1-lb., retail at 25c. | 0 20 |
| " " 1/2-lb. | 0 21 |
| Blue Label, retail at 30c. | 0 22 |
| Green Label, " 40c. | 0 30 |
| Red Label, " 50c. | 0 35 |
| Orange Label, " 60c. | 0 42 |
| Gold Label, " 80c. | 0 55 |



WOOD'S PURE PACKAGE TEA

THOMAS WOOD & CO.
 Montreal and Boston

| | |
|--------------------------|-----------|
| Wholesale | Retail |
| Wood's Primrose, per lb. | 0 40 0 60 |
| " Golden Rod | 0 35 0 50 |
| " Fleur d-Lis | 0 30 0 40 |

Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|--------------------------------|------|
| Smoking—Empire, 4s, 6s and 12s | 0 40 |
| " Amber, 6s. and 12s. | 0 60 |
| " Ivy, 7s. | 0 50 |
| " Rosebud, 7s. | 0 51 |

| | |
|--------------------------------|------|
| Chewing—Currency, 12s. and 6s. | 0 46 |
| " Old Fox, 12s. | 0 48 |
| " Snowshoe, 6s. | 0 51 |
| " Pay Roll, 7s. | 0 56 |
| " Stag, 10 oz. | 0 45 |
| " Bobs, 6s. and 12s. | 0 45 |
| " 10 oz. bars, 6s. | 0 45 |
| " Fair Play, 6s. and 12s. | 0 53 |
| " Club, 6s. and 12s. | 0 46 |
| " Universal, 12s. | 0 47 |
| " Dixie, 7s. | 0 58 |

JOS. COTE, QUEBEC.

Cigars, per thousand.

| | |
|---------------------------------|-------|
| Cote's Fine Cheroots 1-10 | \$15 |
| V. H. C., 1-20 | 25 00 |
| St. Louis (Union), 1-20 | 33 00 |
| Champlain, 1-20 | 35 00 |
| El Sergeant Premium, 1-20-1-40 | 55 00 |
| J. C. Cl., Havana P. Finos 1-20 | 75 00 |

Cut tobaccos.

| | |
|--------------------------------|------|
| Petit Havana, 1/2, 1-12-1-6 | 0 40 |
| Quebec, 1-4, 1-3 | 0 65 |
| Cote's Choice Mixture, 1/2 lb. | 0 75 |
| " " 1-lb. | 0 76 |

Veterinary Remedies.

W. F. YOUNG

| | |
|--------------------------|---------|
| Absorbine, per doz. | \$18 00 |
| Absorbine, per dozen | 6 00 |
| Absorbine Jr., per dozen | 9 00 |

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

| | |
|--------------------------|--------|
| A-4 string, plush finish | \$4 70 |
| B-4 " fancy | 4 00 |
| C-4 " plush | 4 10 |
| D-4 " fancy | 3 95 |
| F-4 " wire | 3 65 |
| G-3 " " | 3 40 |
| I-3 " " | 2 90 |

CANE'S WIRE HOOP WOODEN TUBS.

| | |
|-----------------|---------------|
| No. 0, per doz. | \$11 00 |
| No. 1, per doz. | 9 00 |
| No. 2, " 7 50 | No. 3, " 6 00 |

CANE'S WIRE HOOP WOODEN PAILS.

| | |
|--------------------|--------|
| No. 1, 2-hp. pails | \$1 50 |
| No. 1, 3-hp. pails | 2 00 |

CANE'S WASHBOARDS.

| | |
|--------------------|--------|
| Pony per doz. | \$1 10 |
| Crown | 1 75 |
| Improved Globe | 1 95 |
| Standard Globe | 2 05 |
| Original Globe | 2 35 |
| Superior Globe | 2 50 |
| Newmarket King | 2 75 |
| Jubilee | 2 75 |
| Diamond King Glass | 3 35 |

CANE'S CLOTHESPINS.

| | | |
|-------------------------|----------|--------|
| 5 gross loose, per case | 5 cases. | single |
| 4 " packages per case | 0 62 | 0 67 |
| 6 " " " " | 0 82 | 0 87 |

Yeast.

| | |
|--------------------------------------|--------|
| Royal yeast, 3 doz. 5c. pkgs. | \$1 10 |
| Gillett's cream yeast, 3 doz in case | 1 10 |

BATGER'S

Machine-cut Mixed Peel in 1/2-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In 1/2 and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO.

When Ordering VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY
MAHIQUES, DOMENECH & CO.
Agents: **Rose & Laflamme**
Montreal and Toronto

INDEX TO ADVERTISERS.

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THE CANADIAN GROCER
CLASSIFIED LIST OF ADVERTISEMENTS.

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Gillett, E. W., Co., Toronto.
National Drug Co., Montreal.

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Kingery Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
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Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. I., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
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Egg Cases
Star Egg Carrier Co., Rochester, N.Y.

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Poulin, P., & Co., Montreal
Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

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Capetan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

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Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London
Eng.

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Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarondo, J. V., & Co., Bordeaux,
France.

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White & Co., Toronto.

Gas Lighting Machines
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Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Greig, Robert, Co., Toronto.
Harly, J. B., Pictou, N.S.
Kirousc, Nap. G., & Co., Quebec.
Nicholson & Bain, Winnipeg.
Paradis, C. A., Quebec
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
Adelstein, P., Montreal
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Carter, S. J. & Co., Montreal.
Chaput Fils & Cie, Montreal.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie, Montreal
Kinneer, T. & Co., Toronto.
Kerrigan, Lind, & Co., London, Ont.
Laporte, Martin & Co., Montreal
Luca, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

**Grocers' Grinding and Packing
Machinery.**
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

James, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

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

**Manufacturers' Agents, Brokers and
Commission Merchants.**

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

Matches.
Improved Match Co., Montreal.

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

Office Supplies.
Urain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Oil.
Queen City Oil Co., Toronto

Oyster Carriers.
National Oyster Carrier Co., Kenosha,
Wis.

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

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Brand & Co., London, Eng.
Capetan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal
Paterson's—Rose & Lafamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Polishes—Meat.
Oakley, John, & Sons, London, Eng.

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

Polishes—Stove.
Hawes, Ed., & Co., Toronto
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.

Poultry and Game
Poulin, P. & Co., Montreal

Printing.
Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

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

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

Soda—Baking.
Churcho & Dwight, Montreal.

Starch.
Edwardburg Starch Co., Cardinal, Ont.

Storage and Warehouses.
Terminal Warehouse & Cartage Co.,
Montreal.

Store Fittings, Show Cases, Etc.
Howell, James J., Toronto
Walker Bin & Store Fixture Co., Berlin

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

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

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Branson & Co., London S.W., Eng.
Brayley & Co., Montreal.
Ceylon Tea Association, New York.
Chase & Sanborn, Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kaiser Mfg. Co., Winnipeg.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, E., & 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. O., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies
Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepler Co., Port Elgin

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Thorne, A. M. & Co., Toronto

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