

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

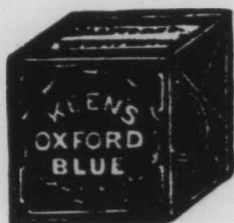
VOL. XX.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 28, 1906.

NO. 52.

**"IT'S JUST LIKE THIS,"**

A prominent grocer remarked the other day—



"When I found after trying various other brands of laundry Blue  
"that my best and most particular customers insisted upon getting

## Keen's Oxford Blue

"I always sent out this brand,—They do not insist anymore,—  
"they are satisfied"

Are **your** customers satisfied?—

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

The passing year leaves no regrets to buyers of

**Benson's ~~so~~ prepared" Corn,  
Edwardsburg Starches, and  
"Crown" brand Corn Syrup**

The year **1907** will be a profitable one to them, and all  
those who will buy CANADA'S Standards.

*With the Season's Compliments.*

**EDWARDSBURG STARCH CO., Limited**

53 Front St. East,  
TORONTO, Ont.

ESTABLISHED 1858  
Works,  
CARDINAL, Ont.

164 St. James Street,  
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

THE CANADIAN GROCER

Purveyors  
by Warrante Royale



Established  
in ye yeare 1706

# Crosse and Blackwell

## Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names.



Soho Square, London.

**C. & B. PICKLES**

**C. & B. SAUCES**

**C. & B. JAMS**

**C. & B. PRESERVED PROVISIONS**

---

Agents—

**C. E. COLSON & SON,**

**MONTREAL**

THE CANADIAN GROCER

# Instant Powdered



**"THE SAME OLD PRICE"**

—BUT—

Each package will make **TWO QUARTS** of rich **Gelatine**

**FREE**

We will send one of  
**COX'S POSTAL SCALES**  
(weighs up to 2 lbs.) to all who write  
us before the 1st January, 1907, also  
a Cook Book.

It dissolves **instantly** in hot water.

---

**The Standard Gelatine of the World**

---

ARTHUR P. TIPPET & CO.,  
General Agents

Montreal and  
Toronto



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

**JONES & SWAN**  
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.  
CABLE ADDRESS—JONESWAN, BARBADOS.  
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Latiaume, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspébiac.

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

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

**HALIFAX, N.S.**

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

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

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

**MOOSE JAW.**

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

**McGAW & RUSSELL**  
Manufacturers' Agents and Importers  
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.  
Highest References. Correspondence Solicited.  
Phone Main 2647

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

**MONTREAL.**

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

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

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

**J. T. ADAMSON & CO.**  
Customs Brokers and Warehousemen  
27 St. Sacrament Street, Montreal  
TEL. MAIN 778. BOND 28.

**WHITE BEANS  
EVAPORATED APPLES  
CANNED GOODS**  
W. H. MILLMAN & SONS  
Brokers  
TORONTO

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

**TORONTO.**

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

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

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

(Continued on page 4.)

# STOCK-TAKING TIME—

Now is the time most merchants are taking stock which brings to light certain lines of stock that, somehow or other, have been lost sight of. We are busy now taking inventory and next week our travellers will again be on the road with specials that will interest you.

Don't forget the money-makers—

## “GOLD MEDAL” COFFEE

—AND—

## “KOLONA” Ceylon TEA

represent the best values of those respective lines in the trade.

If you are interested in increasing your profits for the coming year you'll do well to write us or see our travellers.

The **EBY, BLAIN CO., Limited** SOLE WHOLESALE AGENTS **TORONTO**

**IF** our Sales for this past year had not surpassed our fondest hopes, we should not feel quite so justified in continuing to bring before your notice that

# BLUE RIBBON

*TEAS are RIGHT  
Prices are Right  
Profits are Right*

Wishing you the same success for this coming New Year.

**THE BLUE RIBBON TEA CO., Limited**

12 Front Street East, TORONTO



**TSOON & CO.**  
Commission Brokers and  
Travellers' Agents  
— WINNIPEG, MAN.  
All Agencies Solicited.

**AYLOR**  
WAREHOUSEMAN  
100 Front Street  
— WINNIPEG, MAN.  
Highest References

ESTABLISHED 1887.  
**CARMAN**  
Broker and Manufacturing  
Agent.  
Rooms, 722 and 723  
— WINNIPEG, Man.  
Highest References.

**OMPSON**  
Broker and Commission  
Merchant  
— WINNIPEG, MAN.  
Highest References.  
Correspondence solicited

**ITCHHELL**  
— WINNIPEG, MAN.  
Solicited from firms wishing  
— WINNIPEG. Travellers call  
— Wholesale and Retail Trade in  
— and financial responsibility.

**MAN & CO.**  
— WINNIPEG, MAN.  
Brokers and Storage  
— Housemen.  
— BEST LOCATED.  
— New additional lines.

**ARREN**  
— WINNIPEG, MAN.  
— Broker of Pure Ceylon  
— Teas of all grades,  
— Will act as manufac-  
— turer on other lines of

Continued on page 4.)

Manufacturers' Agents—Continued.

## ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

## SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

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

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

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

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



This design a guarantee of quality.

CANADA PAPER CO., LIMITED.

"Headquarters for high grade Fibre and Manilla Papers"

Toronto.

Montreal.

Windsor Mills, P.Q.

...ESTABLISHED 1849...

## BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

### —OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

## Correspondents Wanted

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

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

ADDRESS

## THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.

## HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER

Manufacturers' Agents and Wholesale Commission Merchants

REGINA, SASK.



## Compliments of the Season

TO ALL USERS OF

## CHINESE STARCH

OCEAN MILLS, MONTREAL

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

## VICTORY DINNER RELISH



is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

**SPECIFY IT IN YOUR NEXT ORDER.**

**G. F. SUTTON, SONS & CO.**

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto  
30 Hospital St. Montreal

HAULTAIN  
D.  
TRANSFER  
s and Wholesale  
merchants  
SASK.



the Season  
ERS OF  
**STARCH**  
MONTREAL

advertisers will  
seen their adver-  
dian Grocer.

**ORY**  
**RELISH**

s the sauce for  
very dinner—  
ot or cold, and  
he sauce for  
very Grocer,—  
arge or small.  
Awarded 16 Medals.

**SPECIFY IT  
IN YOUR NEXT  
ORDER.**

**J. F. SUTTON,  
SONS & CO.**

King's Cross  
LONDON, ENGLAND

CANADIAN AGENTS:  
**MACLURE & LANGLEY, Ltd**  
154 Pearl St., Toronto  
30 Hospital St. Montreal

# Aylmer Boneless Poultry

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

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

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

**Aylmer Boneless Chicken** is especially desirable for chicken salads.

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

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

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

Our Tomato Catsup is not a by-product. It is not made from seeds, skins, cores, and unripe fruit. Nothing but ~~but the~~ the finest, ripest, juiciest tomatoes, seeded and peeled by machinery, are good enough for it.

In most places where tomato canning is done the waste matter is made into catsup. No matter how skillfully this is spiced and prepared it will never have the appearance or taste of tomato catsup made from the best of the fruit, any more than bread would if you made it from bran.

Granulated white sugar, pure blended spice, and vinegar made in our own factory are the only other ingredients beside the fresh pulp, everything is the best of its kind.

Our catsup has everything the most exacting customer could desire, wholesomeness, purity and taste and the bright, fresh, clean appearance of the package makes it one of the readiest sellers you could put on your shelves.

Packed in cases of two doz., \$1.00 per doz.  
F.O.B. Montreal.



The OZO CO., Limited  
MONTREAL

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# Plain Logical Bald Facts



BLACK OR GREEN

Doesn't it appeal to you that a firm accomplishing what "SALADA" has, should be a pretty safe proposition for you to ally your interests with.

It's not a matter of vain boasting of something that we "hope" to do in the future, but of "accomplished fact"

There's not a dealer in existence that ever regretted for five minutes the use of "SALADA" as a leader, as the reward has been Fast and Sure.

Remember—the cost to you of substitutes is about the same as this high-class successful brand.

**WHICH WILL YOU PUSH ?**

Annual Sale  
in excess of  
**15,000,000 Packets**

Away back in the year 1852 the manufacture of "GILLETT'S GOODS" was begun, in a small way to be sure, but with the determination to manufacture only pure and wholesome food-products. Grocers everywhere know that this is still maintained in

**Magic Baking Powder.**  
**Gillett's Cream Tartar.**  
**Royal Yeast Cakes.**  
Etc.



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

## PLACE STERLING BRAND PICKLES

first on your list for 1907 sorting orders. They merit it. Consumers and Merchants both say so.

Made in Canada by—

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

124-128 Richmond St. W.

TORONTO, CANADA

THE CANADIAN GROCER

E. NICHOLSON

CABLE ADDRESS D. H. BAIN  
NICHOLSON, WINNIPEG

CODES.  
A. B. C. 4<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901.



BANNATYNE ST EAST  
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



*Winnipeg* December 28, 1906.

## Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the Great West in 1906. Look at the record for Manitoba, Saskatchewan and Alberta crop yield of the three provinces for 1906.

Wheat	4,495,000	acres	yield	87,203,000	bushels
Oats	1,838,000	"	"	75,725,600	"
Barley	546,000	"	"	16,980,600	"
Flax	55,660	"	"	690,184	"
Grand Total				180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over \$100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this money. Our business is purely commission, we sell for the Wholesale Grocery trade, from the Lake Front to the Rockies. Our selling organization is complete, we cover thoroughly the Great West. If you are not represented in this territory we can take care of your account. Write us for particulars. Warehouses at Winnipeg and Calgary.

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

**NICHOLSON & BAIN,**  
Wholesale Commission Merchants and Brokers  
**WINNIPEG and CALGARY**

THE CANADIAN GROCER

# CRYSTAL SUGAR

SECOND TO NONE IN

*PURITY*

*UNIFORMITY AND*

*BRIGHTNESS*

We guarantee every pound and CAN SAVE you money.  
Write for our proposition. Mail orders a specialty.

*The WALLACEBURG SUGAR CO., Ltd.*

WALLACEBURG, ONT.

Western Agents, MASON & HICKEY, Winnipeg

## Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

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

---

**D. RATTRAY & SONS**

QUEBEC

Montreal

OTTAWA

# A Prosperous New Year to All

FROM

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

## A “Friendly” Profit

The profit you make in selling pure, white, dry, crystalline Windsor Salt is a “friendly” one indeed. It's like getting a note discounted at the bank—you're glad and willing enough to pay the interest for the sake of having the money in hand. That's the way the customer feels about it when buying your Windsor Salt.

It's a real “friendly” profit—no one begrudges your making it, because you deliver the goods that knows no competitor. When you sell Windsor Salt you sell quality that is above suspicion.

## Windsor Salt

*The Canadian Salt Co., Limited*

*Windsor, Ont.*



FOR 57 YEARS

## WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

**Its Delicate Malt Flavor**, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in **your** stock.

OUR ADDRESS:

**Warner Rd., Camberwell, S.E., London, Eng.**

THE CANADIAN GROCER

# Selected Raisins

*Rowley's Finest*

*Now in Store*

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

You may argue until language is exhausted  
—the fact still stands forth that for absolute  
purity, fragrance and healthfulness

# Japan Teas

are the perfection of nature's gifts to man.

Try to convince yourself of this by a trial test—  
your tea-drinking customers will thank you.

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

# SYMINGTON'S,

EDINBURGH

# COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL  
WHOLESALE GROCERS

THOS. SYMINGTON & CO. -

EDINBURGH



**Y. & S.  
SCUDDER  
M. & R.**

**STICK LICORICE**

**ACME PELLETS**

**M. & R. WAFERS**

**LOZENGES, ETC.**

and a complete line of

**Hard and Soft Licorice Specialties.**

Price Lists and Illustrated Catalogue on request.

**National Licorice Co.**

**Brooklyn, N.Y.**

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

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

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

**Dominion Molasses Co.,**

LIMITED

**Halifax, - Nova Scotia**

Agents

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

## VALENCIA RAISINS That Please

When placing your next order  
ask for these Reliable Brands.

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

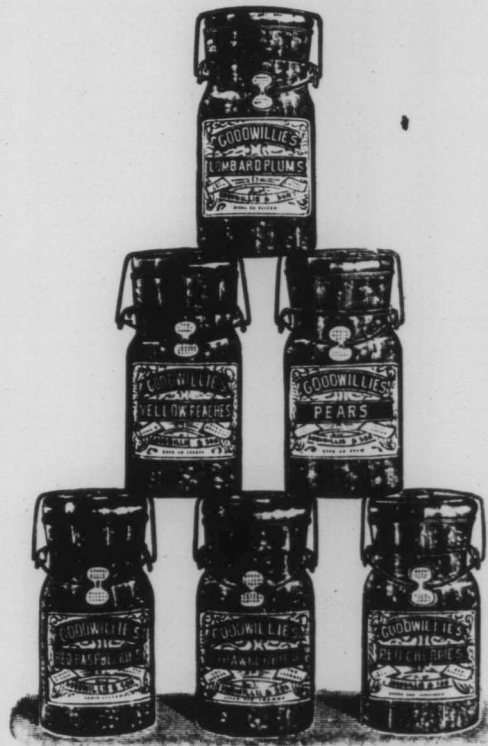
**"W. Abel"** Standard Quality.

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

**They Sell at Sight**

**Rose & Laflamme**

Montreal - Toronto



The  
Fresh  
Fruits  
are  
care-  
fully  
selected  
Their  
delici-  
ous  
flavor  
appeals  
to  
every-  
body

**You should have them in stock.**

Agents

ROSE & LAFLAMME,

MONTREAL

# THE Strongest Proof



of our motto "QUALITY COUNTS" is evidenced by the enormous increase in our business this year. We have consistently tried to make **WHITE SWAN** Spices, Coffees, Cereals, Coconut the **very best** of their kind, and it is gratifying indeed to see that our friends all over Canada are appreciating our efforts in thus keeping the standard high.

For this bumper year we thank you, and desire to extend our heartiest good wishes to all for the **very best of good things** at this joyous season.

**THE ROBERT GREIG COMPANY, Limited**  
TORONTO

## GREIG'S White Swan BRAND

Improved to  
**Trojan**  
Strapping

RETURNED  
May 11/07

to Montreal

Cut Book No. 23

Page No. 16

Safe Bind Safe Bind

For Shipping Specimens

Save time and expense in the office

and see safe guards against

goods being stolen or damaged



For Binding Cases on Individual Hangers  
Useful in the Shipping Room.

**J. N. WARMINTON**

45 Scott St.,  
Toronto, Ont.

207 St. James St.,  
Montreal.



**CAPSTAN BRAND**  
**PURE MINCE MEAT**

Package Mince Meat  
Put up in 1/4 Cross Cases

2-lb. Pails, 2 doz. in Crate

1/4 " 1/2 " "

25-lb. Pails. 75-lb Tubs

1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for it

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

## CROWN BRAND CATSUP

In Pints and Quarts

**GUARANTEED FINEST IN CANADA**

Write for quotations before purchasing elsewhere

**CROWN MANUFACTURING COMPANY, LIMITED**

9 and 11 Francis Street, TORONTO, ONT.

es

DE

Standard

Brand,

Barbados

ES

Co.,

ONTO  
ILTON  
DON  
WIPEG

The Fresh Fruits are carefully selected  
Their delicious flavor appeals to everybody

ONTREAL

# Diamond E. 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 sceptical 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

Settled  
in Camp.

Possess yourself of a stock of

**'CAMP'**  
**COFFEE**

and many important questions will be settled to your satisfaction. You will know which Coffee sells best, which Coffee pays best, and which is the "buy and come again" Coffee. "CAMP" is the reliable Coffee, always excellent both in flavour and aroma.

R. PATERSON & SONS,  
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME**  
MONTREAL.

**Royal Crown  
Witch-Hazel  
Toilet Soap is  
a Skin Food,  
Too**



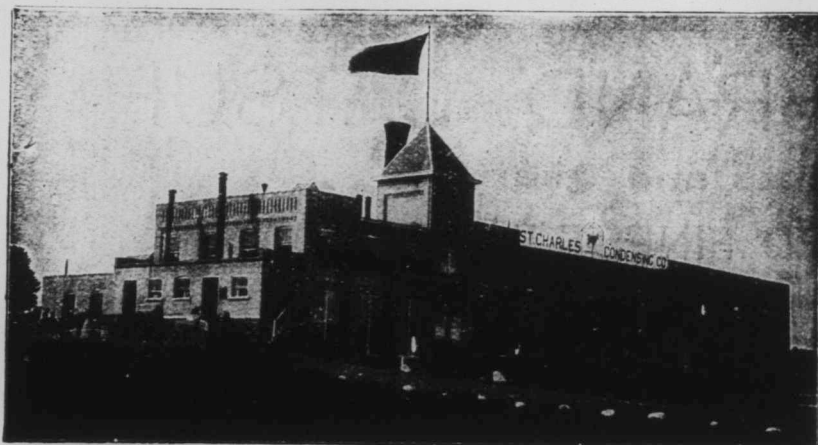
It quickly becomes a favorite especially with women—for it heals, feeds and whitens the skin as well as cleanses it. It's a soap you don't need to push—it sells itself on merit—and we create the demand in the first place by widespread advertising.

The **ROYAL CROWN** Limited.  
Winnipeg, Man.

W. H. Millman & Sons 27 Front St. E., Toronto,  
Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal,  
Agents for Quebec and Lower Provinces.

24



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.**



**Tartan**  
BRAND  
SIGN OF PURITY

WISHING YOU

# Compliments of Season

HEALTH, WEALTH AND PROSPERITY

Long Distance Order Phone 596

**BALFOUR, SMYE & CO.,**  
Wholesale Grocers, HAMILTON

EVERY merchant knows that  
**Matches** are made to burn.

Not every match gives the proper  
satisfaction in this respect.

## Our Matches

always give "burning satisfaction."  
this means profit to you in selling  
them.

Write for price list. Our freight  
proposition will interest you.

**The Improved Match Co.,**  
*Limited*

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.

**W. H. MERRIMAN**  
WHOLESALE GROCER  
ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

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

I am, yours truly,

**W. H. MERRIMAN.**

**WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU**

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

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

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

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

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

A beautiful colored lithograph of Dan Patch, 1.55 and Crescus, 2.0254, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to **W. H. MERRIMAN** telling where he saw this advertisement. Grocers in other parts of Ontario address

**INTERNATIONAL STOCK FOOD CO.**  
TORONTO, CANADA

# Currants Currants Currants

GREECE'S FINEST PRODUCTIONS :

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

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

**W. H. GILLARD & CO.**  
HAMILTON

Wholesale Grocers

Importers of Fine Fruits

# Redpath

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

Manufactured by

THE  
**CANADA SUGAR REFINING CO.**  
LIMITED  
Montreal

# ROWAT'S

The name that applied  
to

**PICKLES and  
OLIVES**

means

Quality the best  
Profit satisfactory  
Business increasing

You can't wish for more.  
All jobbers.

## A Bright and Prosperous New Year

to "all sorts and conditions of men." Some will be happy others only prosperous; but all Grocers may be both.

Feature our soap during every business day of 1907. You'll please the ladies and build up a paying business by doing so. Success lies that way.

**The Guelph Soap Co.**  
GUELPH, Ont.

Hamilton, Dec. 28th. 1906



TO OUR PATRONS:

*At the close of the year, we feel it opportune to take this means of thanking you for the business with which you have kindly favored us; and to hope that you will find the year to have been unusually profitable.*

*Hoping that you will have "A Very Prosperous and Happy New Year."*

*We are, yours truly,*

**JAMES TURNER & CO. LIMITED**

HAMILTON



**PURNELL'S PURE MALT VINEGAR**

Brewed from the Finest Grown English Malt.  
The best for Pickling and for the table.

**PURNELL'S PURE PICKLES and SAUCES**

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Limited, Bristol, England

**Founded in the year 1750**

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.  
R. JARDINE, ST. JOHN, N.B.  
H. HANZARD, CHARLOTTETOWN, P.E.I.  
R. MITCHELL & Co., 26 St. Peter St., QUEBEC.

C. S. HARDING, Room 46, Canada Life Building, MONTREAL.  
KYLE & HOOPER, 27 Front Street East, TORONTO.  
BICKLE & GREENING, HAMILTON, ONT.  
J. CARMAN, 722 Union Bank, WINNIPEG, MAN.  
O. E. JARVIS, & Co., VANCOUVER, B.C.

**WILLIAM GALBRAITH & SON**

**WHOLESALE GROCERS**

**Valencia Raisins, Irenors "Blue Eagle"**

Finest Selected and Four Crown Layers.

Also

Two, three and four Crown Californias and Seeded  
in Packages.

All at rock bottom prices.

Write for quotations.

**William Galbraith & Son,**

**68 McGill St., Montreal**

## DOMINION TRAVELLERS' BANQUET

Important Announcements by Dominion and Provincial Parliamentarians—Quebec Travelers' Tax to go—Discrimination in Favor of British Literature—Shilling Cable.

Just once a year do the members of the Dominion Commercial Travellers' Association stay up overly late on pleasure bent, and this is upon the occasion of their annual banquet which takes place each year about Christmas time.

The Montreal Association held their gathering on the night of December 20th at the fine old Windsor Hostelry. Nearly 300 sat down. Contrary to the stereotyped plan of long rows of tables for all, there was only one long table, this for the guests of honor, whilst the rank and file sat about the spacious dining room in social groups of half dozens, each with a table to themselves.

Commercial travellers are noted for their good digestions but it is safe to say that even this was taxed to its utmost before the dozen or so courses, which composed the excellent menu, were carefully tucked away.

The gathering was particularly fortunate in the presence of several distinguished speakers including Hon. Rudolph Lemieux, Post Master General; Hon. Lomer Gouin, Premier of Quebec; F. D. Monk, M.P.; Hon. P. E. Leblanc; F. H. Matthewson, President of the Board of Trade; J. H. Ashdown, Mayor of Winnipeg; Alderman Robinson, and others, so that the feast was both physical and intellectual. Short speeches were the rule of the evening and interspersed with some good vocal and instrumental music the whole contributed to a delightful programme.

E. D. Marceau, the new President-Elect of the association made a model chairman and he was ably assisted in the vice chairs by J. Paterson, Vice-President, R. C. Wilkins, Treasurer, and W. J. Egan.



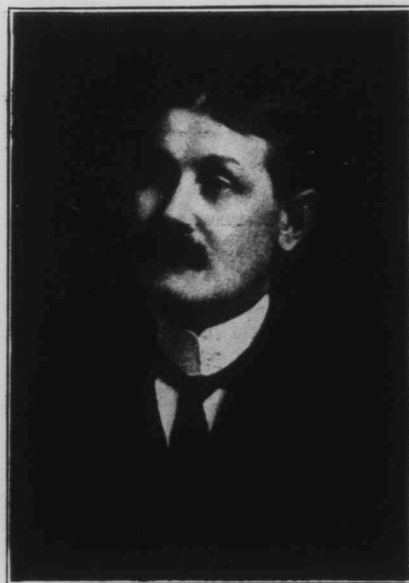
President, E. D. Marceau.

Two important announcements were made during the evening by the politicians present, the one which met with most general favor being an assertion on the part of Premier Gouin that the

now notorious Quebec Tax, which has been levied against commercial travellers entering this province, will be repealed at the next meeting of the Legislature. Hon. Mr. Lemieux also created some enthusiasm by stating that if he got the necessary support in parliament, that before many months there would be "an intellectual preference" in the direction of cheaper postage on magazines and periodicals coming from Great Britain.

### A Pillar of Commerce.

E. D. Marceau in welcoming the guests of the evening referred to the importance of the association of which he had been recently honored with the Presidency. He said, "I consider that this meeting is not without its utility to the men who preside over the destiny of our Dominion and our Province, and to those who are at the head of our Chambers of Commerce and our great Transportation Companies. The commercial man to-day is a very important and very different individual



Vice-President, John Paterson.

from that jolly chap and good story teller whom he has replaced. The traveller has not lost any of his good qualities of old, but to be successful to-day he must be active, temperate, keen to judge human nature and above all things know his business, that is, know his goods from the time they leave the raw material state to the time when they are ready for the consumer. The commercial man has not only progressed with the country, but he has even anticipated the changes and prepared himself for them. He is the feeder of the factory, the provider of the salary for the workingman and the subsistence of his family; he assures the payment of due liabilities; he is the certitude of the present and security for the future; he is, to a great extent, the credit and the material wealth of the

country. Since the commercial traveller is all these things it is, I say, of great utility for you to meet him and know his views.

### Eighteen Thousand Travelers

"This association, gentlemen, from a membership of 200, when formed in 1875 has grown to a roll of 5,684 mem-



F. H. Matthewson

bers, with a reserve fund, for their benefit, of \$283,500. This has been the most prosperous year of all, as the surplus carried to the reserve has been \$28,750.

"The membership of all the commercial associations of the Dominion now amounts to at least 18,000."

Hon. Mr. Lemieux in responding to the toast of the Parliament of Canada referred to the commercial traveller as having his finger on the pulse of the temper of the country. When those engaged in politics wanted to know what that temper was, whether it was good or bad, they had to come to the traveller for information. The temper of the traveller also was a reflex of the temper of the country. If he was in good humor, then it was a foregone conclusion that the country was prosperous, and vice versa. Mr. Lemieux added, amid laughter, that he was glad to see by those at the banquet that the country was obviously prosperous.

### Against the Yellow Press.

Continuing Mr. Lemieux said that in his capacity as Post Master General it was his aim and ambition to protect this country against the invasion of the yellow press. The proper way in which to mould the minds and foster public spirit among young men of the country was by the aid of good literature. The speaker stated that if he obtained the needed help in Parliament, not only from the Government forces, but from the Opposition, before many months there would be a cheaper postage on magazines and periodicals coming from Great Britain.

### The Shilling Cable.

Mr. Lemieux stated that the time had come for the "Shilling Cable" from one end of the Empire to the other. With

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the advent of the "Shilling Cable" would come a greater union of Canada with the mother country and the rest of the Empire. The penny postage had become an established fact and the



R. C. Wilkins

"Shilling Cable" was on the way. The matter had been taken up recently in a lecture at the Eighty Club, London, and the idea was received with favor.

**Travelers' Influence.**

Mr. Monk also responded to this toast saying that there was no body of men to whom he would go with greater confidence to find out the trend of public opinion than to the commercial traveller of the Dominion. Theirs was the power to mold public opinion, and even to impress that opinion upon Parliament itself. The commercial traveller could also disseminate throughout Canada that broad spirit of citizenship so necessary if Canada was to become a great nation.

**Travelers Tax to Go.**

Hon. Lomer Gouin responded in a brief speech to the Toast of the Legislature, proposed by Mr. Wilkins. After referring to the good work that the travellers could do for the country, he made the important announcement with reference to the abolition of the Quebec Tax before referred to.

**The Ruler of Winnipeg.**

One of the most popular speakers of the evening was Mayor J. H. Ashdown of Winnipeg, who happened to be in the city and was a welcome guest. In a happy little speech he referred to the great growth of his home city, though he put the audience in good humor by saying that it could never hope to outdistance its older sister of the great metropolis of Montreal. By the time that Winnipeg was as old as Montreal however, there would be a larger city in the West than Montreal was to-day though he gave credit to the metropolis for being able to hold its own in the general increase throughout the country.

**Traveler Becomes Merchant Prince.**

The City of Montreal was responded to by Alderman Robinson who was introduced by the proposer of the toast,

Mr. Egan, as a former commercial traveller now one of the Merchant Princes of the city.

Transportation, proposed by Mr. Terroux, was dealt with in a brief speech by Mr. Henry, representative of the Canadian Northern interests.

He pointed out the vast importance of this problem to the commercial

traveller who supplied the backbone for the earnings of the railway.

Commerce called for replies from Mr. Matthewson, President of the Board of Trade, Mr. Harris of Chambre de Commerce, also Messrs. Dougall and Chouillou.

Impromptu toasts brought a most enjoyable evening to a close.

**A POINTER FROM NOVA SCOTIA**

Merchants who advertise in their local papers should stir up the editors to do something for the town's business on their own account. The accompanying display is a reduced reproduction of a clarion call five inches deep and eight across the top of the front page of a Kentville, N.S., paper. In the same issue the editor said:

"Several of the other towns are holding or have held a merchant's day this season and as will be seen elsewhere in this issue the Kentville merchants have fallen into line and are prepared to meet the outside competition. Every day from now on is Merchants day in Kentville. During the next two weeks we respectfully request our readers to peruse the advertisements in the Chronicle very carefully. Every one will find something interesting."

This is a good line. The Nova Scotians are to be congratulated and merchants in other parts of Canada should give their local publishers a pointer. This kind of thing shows a town is awake and gives the outsiders an impression that their trade is appreciated. It might also stir up a little latent civic pride and that's what is badly needed in a good many Canadian towns.

nut oil is considerably used in Spain as a substitute for olive oil for certain domestic purposes. The first offers for peanuts which have come on the market have been quoted at 19 pesetas (\$3.66) per 50 kilos (110 pounds) for "Corriente" quality (two nuts per shell), and 21.50 pesetas (\$1.62) per 50 kilos (110 pounds) for superior quality with three to four nuts per shell. These prices are free on quay, including sacks.

Last year the price of hulled peanuts fluctuated between \$10.20 and \$11.20 per 220 lbs. The present quotation is \$11.

**HOW GERMANS ENCOURAGE CASH.**

In the German town of Glanachau a novel plan has been adopted by merchants for the encouragement of cash payments. The plan is to give coupons for cash sales and where purchases aggregate 110 marks the customer is entitled to 5 marks or 4.5% on his purchases. The method of carrying it out is German. An association of relatives has been formed and each pays an entrance fee of 50 marks (23.8 cents.) The

**KENTVILLE MERCHANTS**

Are prepared to meet ALL the Outside Competition

All Stores Open  
Every  
Evening Until  
Christmas

Every Day a Merchants Day from now until Xmas

All the Merchants are PUTTING FORTH EVERY EFFORT to supply your wants with the best goods for the least money. Visit the business centre of the valley and get your money's worth.

**SPANISH PEANUTS.**

In view of the increased duty on peanuts and the possible extension on that account of the trade with Spain, which is included in the favored nation treaty the following by the American Consul General at Barcelona is interesting:

"Peanuts are extensively cultivated in the Spanish province of Valencia, and in the town of that name most of the purchases are made. Consumers in Spain complain of the ever-increasing demand from England, and more recently also from the United States, which is steadily driving local prices upward. This year, owing to the shortage of the olive crop, prices for peanuts are expected to rule very high and a steady advance is anticipated, as the oil crushers will be much larger purchasers than usual. Pea-

local bank handles the funds and redeems the coupons. To enable it to do that the merchants buy the coupons from the bank, and to cover expenses pay a little more than the redemption of the stamps call for. The bank's remuneration is the handling of the funds. The association's surplus amounting this year to 500 marks, is distributed as prizes in amounts of 5 marks each to the persons whose names appear on the redeemed books first drawn at random from the files of the current year.

Mr. Jones, of Jones & Swan, Barbadoes, spent a day in Toronto last week with Geo. Musson & Son, who are selling agents here for Barbadoes products.

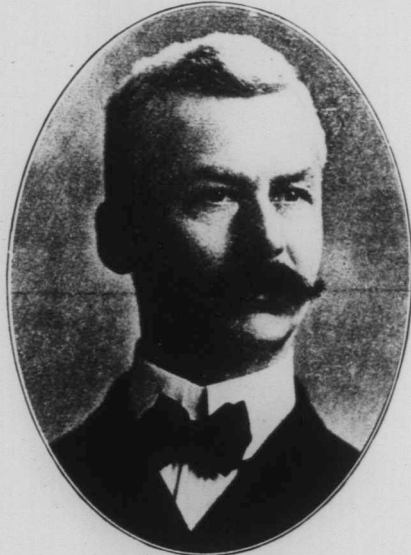
## BEST IMMIGRATION AGENTS

Canadian Business Men Abroad Well Supplied With Facts About Canada—Government Should Supply Pamphlets About Canada to All Going to the Old Country.

That the Dominion Government should place in every steamship ticket office for free distribution to persons going aboard, circulars or tracts containing attractive information about Canada, its development, resources and possibilities, is the view strongly held by J. T. Madden, manager of the Wm. Ryan Co., Toronto.

Mr. Madden returned the other day from an extended holiday in England with his wife and daughter. His first vacation in a number of years and his first visit to the old country, he thoroughly enjoyed himself and saw much to interest and inform a Canadian.

"I talked for Canada wherever I was" Mr. Madden told a representative of the Canadian Grocer, but I found myself handicapped for lack of facts. People



J. T. Madden, Toronto.

would ask questions that could be answered in a moment if one had the Blue Books beside him. Simple enough questions they were, the extent of Canada's production in certain lines, the size of this or that, questions about distances, things every Canadian is supposed to know about in a general way, but which not one in a hundred thousand can off-hand give accurate facts and figures about. If every enthusiastic Canadian going abroad, and especially to the Old Country, were furnished with a lot of this information in handy form he could do a great deal to advertise Canada in what seems to me about the best way possible. He could interest a lot of people and spread information and that's what is needed."

Mr. Madden went by New York and on shipboard fell in with a lot of Americans, people in a large way of business. None of them had been across the Atlantic and they lost no opportunity to laud America to the disparagement of England. This drew Mrs. Madden into many a warm argument for she is an Englishwoman and enthusiastically loyal to the colors. Sev-

eral of the gentlemen before landing arranged to lunch together at the Hotel Cecil, London, a week after their arrival. When they came together one of the Americans who had been on shipboard became especially loud in admiration of Uncle Johnathan drew Mr. Madden aside and said:

"I want you to apologize to Mrs. Madden for me. I've been here only a week, but I have seen that while in some small things the English are not up to us, in big things we're not in it with them."

At that luncheon they were talking about how everything seemed obtainable in London. One of them who had been much in the West Indies thought to test the matter and calling the waiter asked for a little known West Indian fruit. The waiter made sure he had the name, went to the head waiter who gave an order and in about two minutes the fruit was on the table.

Mr. Madden was impressed with the cleanliness of London's streets, the great volume of traffic, the thoroughness of the police regulation of it, and the courteous, helpful methods of the metropolitan policeman. When near the Lord Mayor's official residence one day, he asked a direction of an officer, who answered the question and recognizing a stranger, told him if he cared to step around the corner he could see the Lord Mayor drive out in state in a few minutes. Mr. Madden was glad of the opportunity and the officer stationed him where he could see to advantage.

Mr. Madden went away feeling "very chesty," as he said, about Canada as a food producer, but he had the starch taken out of his visit when he walked through the markets of London and other cities and saw the enormous volume of food products of foreign origin, and talked with dealers to whom Canada was but a name and none too familiar at that. He went into a very fine looking fruit store and spied some apples. They were 6d. a pound, Ben Davis. He got some and the clerk showed him others at 3d. which Mr. Madden told him would be fed to the pigs in Canada. Wherever he went, Mr. Madden talked Canada.

Coming back Mr. Madden decided to come by the new C.P.R. line and persuaded an English gentleman on a world tour to do likewise. They sailed in the Empress of Britain. "A magnificent boat" declared Mr. Madden, splendidly appointed and the service could not have been surpassed. They made good time in the face of a heavy gale. Then they had to run into Halifax with the mails and arrived at St. John when the tide was running out, with the result that they had to lie outside the harbor in sight of the city 24 hours in a gale and with the thermometer 8 below zero. Had he come by New York we could have left Liverpool a day later and arrived a day earlier in a 20-year-old single screw boat. All the C.P.R.'s enterprise in putting on fast and splendid boats is undone by the foolish government regulation requiring the landing of the mails at

Halifax. I was ashamed. My English friend, as soon as he arrived at his hotel in Montreal, wrote to the London Times, recounting his experience."

### PACKERS WILL DEMONSTRATE.

The American packers are going to show the public how their products are prepared for market. The vehicle for this is comprehended in the recently organized National Packers' Exposition Company of Chicago. This is to be a counter advertisement to the "revelations" of a few months ago. It is the intention to hold a series of huge exhibitions in the large cities of the country, beginning with Chicago, where the first show will be held at the Coliseum, May 1st to 11th, 1907. From here the exhibits will be moved entire to Madison Square Garden, New York, for a two weeks' stay, and from there probably to Philadelphia, Pittsburg, Kansas City and other cities.



W. J. EGAN,

First Vice-President Dominion Commercial Travellers' Association.

### FOR CO-OPERATIVE PACKING.

At the annual meeting of the Nova Scotia Fruit Growers' Association, held in Wolfville on Dec. 18th and 19th, John Donaldson, Port Williams, was elected president, and S. C. Parker, Berwick, secretary-treasurer. As an argument for a more uniform method of packing, by means of the co-operative warehouse system. A letter was read from a large buyer in England, in which he says: "We don't think either yourself or anyone else, will ever be satisfied with the farmers packing Nova Scotia apples—to us it seems that good fruit is spoiled by the careless and slovenly manner in which it is graded and packed, and we will never again buy any Nova Scotia apples, except what have been properly graded and packed in warehouses and put up in decent straight lines under one brand."

Stodman & Duncan, St. Thomas, have purchased the grocery business of Wm. Southern. Mr. Southern is now travelling for a fruit house.

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FROM GROCER CORRESPONDENTS

CHATHAM.

Hugh Malcolmson, president of the Kent Canning Company, suffered a slight paralytic stroke last week as a result of a fall he recently sustained. His many friends here and throughout the province will be pleased to learn that no serious results are anticipated.

Local dealers have advanced the price of milk to 7 cents per quart. It was formerly 6 cents. The advance is said to be due to the high price of feed, particularly hay.

W. Riley, formerly of the Canadian Packing Company, London, has taken the management of Ald. Potter's retail meat business.

P. T. Barry passed away at his home in Wallaceburg Saturday morning. For several years he had been in the hard-

were much disappointed, as they could not get geese in quantity to supply their customers. Thursday was really a hay market day. No less than 32 loads of prime hay were on the market at one time, and on account of the great quantities prices dropped to \$11 and \$12 per ton.

Richard McNamara has sold his pork and lard business to Albert Vine, who had sold his butchering business on King street and gone to the North-West Territories. He returned to St. Catharines a few days ago. Mr. Vine has been making alterations in the interior and opened for business on Saturday.

A firm from Toronto opened an eating house and candy store on St. Paul street a few days ago.

A landmark of the city, on Queen street, erected more than sixty-five years ago by the late Dr. Ferris, has been taken down and the Bank of Toronto will erect a handsome brick block on the grounds.

LINDSAY.

This has been one of the greatest seasons on record for hay. There has been plenty of it, and the quality, considering the quantity, has been very good. Large shipments of pressed hay have been made from Lindsay, and right up to the present time the local dealers find it very difficult to meet the great demand. Pressed hay from Lindsay merchants is sent to Peterboro, and other surrounding towns and cities, and even to Cobalt. Some delays in shipments have been caused through lack of cars, but the railways have done the best they could. Adams Bros. have been one of the busiest firms exporting pressed hay. They have found it to be of good quality and the demand brisk. W. B. Sparling & Co. have concluded the year 1906 with a big rush of orders continually pouring in upon them. Outside dealers seem to leave the bulk of the Christmas buying till the very last minute, and then phone in for "hurry-up" orders. In conversation with your representative, Mr. Sparling, the genial proprietor, said his business was steadily increasing and his warehouse men are kept busy putting up and shipping orders. The present Christmas season has been one of the best ever, not only for the wholesaler, but for the retailer as well.

There is not a town in Canada that can boast of having more attractive Christmas and New Year's windows than Lindsay. Especially is this so of the grocers. This season the grocers of Lindsay have had some very pretty and attractive window displays. Among the more noticeable are: T. A. Fisher, A. L. Campbell, Adams Bros., B. Laidley, W. E. Baker, A. Primeau, T. Brady, and Jos. Brown.

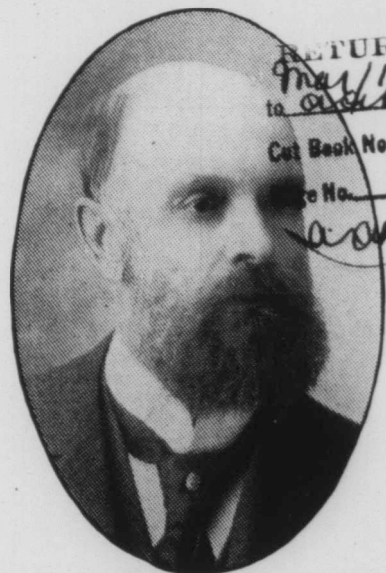
The grocers of Lindsay have nearly all been able to meet the demand on them this season for turkeys, in fact this has been a good

season for turkeys and the price has been good, 15c to 16c per lb. The birds have been good in size and were easily sold.

TRAVELERS' BENEFIT.

Retiring and New Presidents of the Society—Jos. Taylor & S. R. Wickett.

S. R. Wickett, the new president of the Commercial Travelers' Mutual Benefit Society, has probably had a longer experience on the Board of that institution than any other member, having given his services to this society for upwards of twenty years. He was vice-president in 1898, and again in 1903, and president in 1904. His great business ability has always been a great help to the society. A native of Devonshire, England. He came to Canada in 1855. After a common and High School education, he entered upon the business of leather manufacturing. Coming to Toronto in 1881 he erected a building upon the present location of the extensive factory of Wickett & Craig, of which he was the founder. Mr. Wickett is also a director on several fire and life insurance boards. In politics Mr. Wickett is a National Policy advocate, in religion

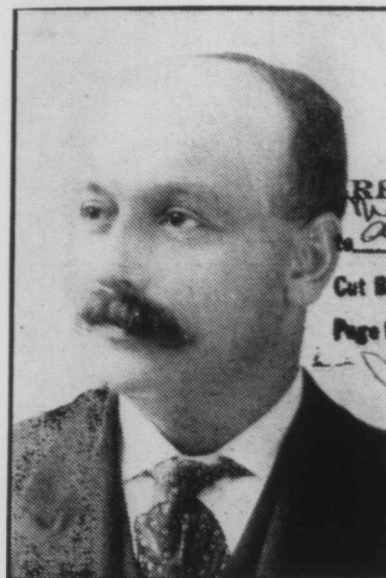


President S. R. Wickett.

ware business in that town. He began his business career as grocer and general store-keeper at Fletcher, when that hamlet was just springing into existence in the palmy days of the lumbering trade, many years ago. The funeral took place on Monday morning, from St. Joseph's church, Chatham, to Maple Leaf cemetery.

ST. CATHARINES.

Crisp, cold weather with smooth roads were the inducements to attract outsiders to St. Catharines the past week. The snow that fell was insufficient to make sleighing and incomers used wheels. The merchants in all branches of business seemed to be satisfied. Saturday's market was one of the best attended for years. Supplies were readily taken at handsome prices. Turkeys were sold at twenty cents per pound; geese, of which there was a limited quantity, sold at fourteen to sixteen cents per pound, and butchers that came from Merriton to get their orders filled



Retiring President Joseph Taylor.

he is a Methodist. He is a member of the S.O.E., and Masonic Orders. Affable and courteous, Mr. Wickett is one of the best-liked men in the Travelers' Mutual Benefit and in a much wider circle of friends.

Joseph Taylor, the retiring president, has served on the Board as Trustee, Vice-President and President in all about nineteen years, and much of the success of the society is due to his untiring effort in its behalf. He was for fifteen years one of the most active and prominent directors of the Commercial Travelers' Association. He was born in the village of Hushwaite, Yorkshire. On coming to Canada he traveled for Kilgour Bros. for twenty-six years, leaving that firm to return to England, where he spent two years. Returning to this country he engaged with the Canada Paper Co., with whom he has been for the past four years. The world has dealt kindly with him in every way, and it is to be hoped he may yet have many years of activity and usefulness.

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g of the Nova ssociation, held 8th and 19th, Williams, was S. C. Parker, insurer. As an iform method of the co-operative etter was read ngland, in which ink either your- l ever be satis- king Nova Sco- ems that good areless and slo- t is graded and er again buy any cept what have and packed in up in decent brand."

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# THE WINDOW AND STORE FRONT

A Suggestion About Outside Displays—Good Subject for Discussion in the Grocer—The Window and the Inner Store Fronts.

## WINDOW AND STREET DISPLAYS.

The accompanying picture of a Toronto grocer's window display of apples and sidewalk display of vegetables, etc., is very interesting, largely because of the information and frank avowal contained in the letter to the Canadian Grocer accompanying it. Here is the letter:

"I am sending photo of window that was very attractive. Large red apples, Greenings and snows, made color contrasts to catch the eye. This, combined with first class quality doubled our sales that day.

"The large amount of fruit and vegetables in front of the window would not appeal to some; but because of the large amount of these goods we handle, it's impossible to do otherwise.

"The price tickets in the window do not show in the photo, but they were all right."

Mr. Sanson has a very nice store in a good industrial section of the city and a window that would double his trade for a day was a dandy achievement in window dressing to be proud of. Much of the attractiveness of his window is lost in an illustration in black and white.

But what about the sidewalk trimmings? They distract materially from the effect of the window. This is the season for resolutions. It would be a good thing for the grocery trade of Canada and for the consumers too, if every

a store front. His store is situated in a handsome brick block with brown store trimmings.

In the array of goods on the street, shown in the illustration, are summer savory, sage, etc. A grower of these kitchen condiments called at the writer's house not long ago selling summer savory. It was contained in a box, paper lined, with the paper folded over for a cover and carefully tied. He explained that he kept it carefully from dust from the time of gathering. With such service as that available what cleanly person would buy savory that had been lying out in the dust and exposed to the fifth possibilities of a busy thoroughfare?

### GET INTO THE COMPETITION

Nearly every grocer has taken special pains to dress his window for Christmas as attractively as he knows how. THE CANADIAN GROCER is conducting a monthly window dressing competition, and would like to have a picture of every attractive grocery window in the Dominion entered in this contest this month. The prizes are \$5, \$3 and \$2, but the encouragement of progressive window dressing in the grocery trade is of much more importance. Send in your photographs with a description of how the windows are dressed.

fronts and adorn the most attractive the hand of man could fashion.

An apple window of this kind is indicative of enterprise and initiative, for which Mr. Sanson is to be congratulated and commended.

The Canadian Grocer would like to have the views of grocers on the practice of putting goods out in front of the store. Such a discussion would be very interesting and instructive and The Grocer would gladly give space to it.

## THROUGH THE WINDOW OF THE STORE.

Mr. McLeod, the owner of the flour-mill window mentioned in last week's Grocer, has a number of wideawake ideas on window-dressing. One of these is particularly interesting:

"I always believe in having an attractive window," said Mr. McLeod, "but I do not believe in allowing the spectator's attention to cease with the window display. The window is merely a plan to catch the passer-by. When that is accomplished, the idea should be to interest him in the store itself. For that reason, although, as in this case, a background or screen would perhaps improve the actual window display, yet I never believe in interrupting the view of the stock and equipment within the store. I am proud of it, and I want the people to see it. I have confidence enough in its attractiveness to be able to rely on the result."

## GRENADA COCOA SHORT.

The report of the British colonial secretary at Grenada for the year 1905 states that there was an unexpected collapse of the cocoa crop in that year, both

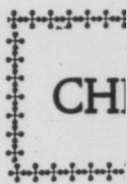


A Window That Doubled Sales.

grocer would resolve not to do business on the sidewalk. In the first place, it is not cleanly to have goods on the street. In some American cities the grocers' associations are making a strong effort to stop the practice. It spoils the appearance of the store front. If a store has a nice, clean front without obstruction, especially if it is a front of which the proprietor is justly proud, it is a great incentive to dressing the window attractively. Mr. Sanson has such

But Mr. Sanson may begin to think this is a criticism of his display; on the contrary it is a criticism of an almost universal practice among city grocers. Mr. Sanson's store front and attractive window display are merely an illustration. I imagine all that outside display removed; what a presentable and attractive store front would remain! This does not include the pretty, little lady in the doorway. She would lend attractiveness to the commonest of store

as regards quantity and prices. It fell short about 3,000 bags from the crop of the previous year, but the crop for the current year has been curtailed, and the shortage at the end of August, even as compared with last year's short crop, was 9,800 bags. The cocoa crop of the colony for 1905 amounted to 64,300 bags, from which there is a falling off of 10,000 bags for the present year. Cocoa forms 85 per cent. of the island's exports.



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## CHINA AND GLASSWARE TRADE

The most marked feature of the china trade in Canada is the increase of fine China, especially French. "Every home has some Limoges pieces and tea and dinner sets are very common. There are perhaps a hundred makers of Limoges. The principal English chinas, Crown Derby, Royal Worcester and Colcutt, will of course always have their patrons, but they go more to tableware and less to pieces wholly for ornamentation as the French does. There are French tea and dinner sets, very beautiful, to be had at comparatively low prices. The fine English ware is more exclusive.

May not this suggest a line of enterprise for the china stores in the smaller places? They should see that this trade in fine china, for both ornamentation and table service, is not confined to the cities.

The accompanying illustration showing four pieces of a dinner set depicts nothing new. It shows the form and pattern lacking color, the beautiful, home-like, but not homely, Taïre blue, of the famous old Copeland ware named Gadroon Tower. The word Gadroon indicates the edge, a sort of ruffled effect, what in a book would be called deckle edge. The tower is in the pattern. Its quaint shapes, old-time decorative effects in blue and white and deep, rich coloring make it attractive often when the gayer colors of more modern sorts fail of attention. It is also one of the most serviceable of wares.

Gowans, Kent & Co., to whom we are indebted for the illustration, tell of a set that after 16 years in a busy boarding house was practically intact and as serviceable as ever. It showed

absolutely no signs of crazing and the only apparent difference between it and a new set was that the color was a trifle dimmed.

The assorted packages continue a fea-



Crockery Department, P. Anderson's Store, Guelph.

ture of the trade and are rather increasing in popularity.

The clay of which fine China is made has not been found on this continent and attempts at manufacture have depended upon raw material imported from Europe. Unless some lucky digger

comes upon a deposit the industry is not likely to assume large proportions this side of the Atlantic.

### HANDSOME CROCKERY DEPARTMENT.

P. Anderson, of Guelph, has one of the finest grocery and crockery stores in Western Ontario. A few months ago he had it entirely refitted with quarter cut



Good Old English Ware—Copeland's Gadroon Tower.

# Business Management

By HOWARD R. WELLINGTON.

The Tenth in the Series of Articles on the Subject of Book-keeping.

During the period of time in which J. M. Russill has been conducting the business, we have ascertained that he has drawn out for living expenses \$700, which should be kept in a separate account, and when the books are closed the total is transferred to the debit of "J. M. Russill capital account" (see Fig. 1).

Similarly the net profits for the period are transferred from the Trading Account, as shown before, to the credit of "J. M. Russill Capital Account," and the balance at the credit of this account now represents the net worth of the business.

It will be noticed that in the Trial Balance at the end of the period Merchandise Account appears as a credit, showing a balance of \$350.00, while on the statement of Assets and Liabilities, which will be given in detail in next issue, Merchandise Account shows a debit balance of \$4,500.00. In order to reconcile these two amounts it might be pointed out that the Trial Balance is taken before the closing entries effecting Profit and Loss Account are made, and Merchandise Account appears as follows:—

the net profits are then transferred from the Profit and Loss Account at the end of the period, dividing same in proportion to the amount invested by each partner in the business, or in accordance with the partnership agreement, as the case may be.

In case of partnerships where unequal amounts are invested, the arrangement is very often made, whereby each partner is allowed interest at a specified rate on the amount of capital invested, and again, each partner may be paid a salary out of the business for the position which he holds, in addition to his share of the profits for the period.

## THE MATTER OF DISCOUNTS.

Have you ever given the matter of discounts your serious consideration? Discounts play an important part in aggregating net profits.

All large department and individual establishments have long since come to recognize in discounts a satisfactory

Fig. 1. J. M. Russill - Capital A/c

1906.	Dr	Liab.	\$	c	1906.	Cr	Liab.	\$	c
Jan 1	Liabilities - Journal	1	2350	00	Jan 1	Assets - Journal	1	7376	00
June 30	Withdrawals - from Personal A/c		700	00	June 30	Net Profits - from Trading A/c		2355	00
30	Balance Down (Net Profit)		6681	00					
			9431	00				9431	00
					1906				
					June 30	Net Down (Net Profit)		6681	00

FIG. 1.

On the Debit Side:—  
1906.

June 1. Md'se on hand.....	\$2,650.00
June 30. Purchases to date.....	15,000.00
Balance Down .....	350.00
	<u>\$18,000.00</u>

On the Credit Side:—  
1906.

June 30. Sales to date.....	\$18,000.00
Balance Brought Down.....	\$350.00

After the books are closed the only item brought down in the Merchandise Account is the amount of stock on hand at the end of the period, and this appears as the asset of \$4,500.00 in the statement of Assets and Liabilities.

It might be here mentioned that, if J. M. Russill admits a partner into his business, at the present stage, it will be necessary to open a Capital Account for such partner in exactly the same way as shown in Fig. 1, and

profit. They are all the profits there are in many lines of trade. A merchant doing a business of \$540,000 received in discounts \$24,000 in one year. Suppose you did one-tenth of this business wouldn't you welcome the \$2,400 discount? Wouldn't it make a desirable addition to your net profits.

There are many merchants who are constantly receiving new goods, and to these the discounts should be and are a very important item. If you fail to take the discounts, you are losing easy money. Go to the bank and borrow the cash. The discounts will more than make it up. It will pay you handsomely to pay interest on a loan, when you use the money to take advantage of the discounts.

When you can neither take the discounts or pay your bills you pay interest and this will make competition with the catalog retailers or the cash merchant impossible.

In this case, where do you get off?

The man who can use his money and make 5 to 10 per cent. on it through discount is getting the best results.

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UNITED STATES

CHICAGO

GREAT BRITAIN

LONDON

MANCHESTER

FRANCE—

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**THE CANADIAN GROCER**

Established 1886

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**MACLEAN PUBLISHING CO.**  
Limited.

**JOHN BAYNE MACLEAN** President

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

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**THE NEW YEAR.**

Canada crosses the threshold of the New Year prospering as never before. Every industry, agriculture, mining, fisheries and manufacturing, expanding and progressing, every mercantile house straining under its weight of business, means of transportation expanding as as never before and the nation is beginning to appreciate its possibilities and take them seriously. All this is first rate and adds zest to universal "Happy New Year," but aside from the mere accident of enabling the world to kept tab on time the main economic reason for New Year is that it makes a full stop in every man's life. Every man is confronted with the opportunity of making a fresh start.

In business this is essential. The right method of conducting any sort of business requires a balance sheet periodically. By a proper system of accounting and stock-taking a merchant can know just what his business has been doing for him. He will know too, the cost of doing business and he will be in a position to improve his methods. The wise merchant will not lose sight of the year and its possibilities.

**STORE IMPROVERS OVERWORKED**

That the store-keepers of the Dominion are showing an ever-growing appreciation of the value of good equipment as an incentive to trade is evident

ed by reports which reach us from various manufacturers. Delivery wagon makers and manufacturers of store counters and silent salesmen especially state that they are overwhelmed with orders. Only the other day one of these firms refused a contract for the entire shelving of a large city warehouse, their factory being already rushed and extension to accommodate increased business being impossible owing to scarcity of labor.

Attractive store equipment is one of the sure ways of attracting custom, and the present state of affairs is an evidence that the Canadian merchant is awake to its possibilities.

**DANGER OF PROSPERITY.**

At the annual meeting of the Ohio Retail Grocers' and Butchers' Association in Youngstown, last week, A. T. Holmes, editor of the Inland Grocer, delivered a ten-minute address on the increased risk in which long continued prosperity involves the retailer. Prices tended upward in good times he said, while retailers were often reluctant to add a just percentage of cost of goods to find the selling price, when cost was high. At the same time consumers were apt to run large bills, and creditors were less vigilant in collecting than in times of stringency. Many consumers were living beyond their means, declared the speaker and he urged the delegates to increase their vigilance along these lines rather than relax it.

This is very ancient advice but the need for it is older. The commercial memory seems wonderfully short and recollection of the trials of hard times are easily forgotten in the wine cup of prosperity. The men who take to heart Editor Holme's advice will have a chance at the profits of the wave of prosperity that will follow the next period of hard times.

**A GOOD SUGGESTION.**

Fresh from a visit to Great Britain, James T. Madden makes the suggestion that every Canadian going abroad should be furnished by the Government with information about Canada in handy form. They could be distributed through the medium of steamship ticket offices. This is a first rate idea and we recommend it to those having authority. A Canadian abroad is naturally asked a great many questions that ordinarily he cannot answer save in the most general terms. An enthusiastic Canadian abroad gets talking about Canada's industries and development. Some one asks him "Well, what was the value of your manufacturing exports last year?" How many Canadians be-

sides the Finance Minister could answer that offhand. Skimped of such easy questions the cautious man will keep his enthusiasm tightly corked and an effectual damper is placed on the very best kind of advertising the country can get.

**KILL THE THING.**

Have you sent a postcard to your representative in Parliament asking him to oppose the proposed extension of the parcel post system to assist the big mail order houses? If you haven't do so to-day. It is in the interest of every ordinary retailer that this scheme be killed. What is even more important it is in the interest of the whole country. Tendency to centre trade in the big cities is not in keeping with the successful development of Canada as a nation. A thousand prosperous retailers scattered throughout the country constitute a much greater national asset than a single huge institution in some city and they will better serve the needs of the people.

**DRIED FRUITS.**

A month ago the hope was harbored that when the holiday demand was past the prices of dried fruits would tend to normal. In reality they appear to be going higher. Spain has parted with its raisin crop and the comparatively few in second hands are not expected to supply the world's consumptive demand until the next crop arrives.

Currants, supposed to have been a fair crop are in limited supply only 20,000 tons in Greece as against 60,000 tons a year ago and the American market at least is practically bare. A fortnight ago before the arrival of the Str. Clara, scarcely a box was obtainable in New York and Toronto was nearly as bare. The consumption of currants this year has been enormous, due partly to the scarcity of other crops and partly to an advertising campaign carried on in England by the privileged company of Greece to urge larger consumption, to spread a knowledge of the healthfulness of currants as a diet.

Prunes are in an equally strong position. For some reason or other consumption began almost as soon as the fruit commenced to arrive. Ordinarily the season for heavy consumption begins about now. Two causes are alleged: The market was bare long before the present crop commenced to arrive and people had become hungry for the fruit, and, it is said less fruit than usual was preserved in the home this year.

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The Canadian Grocer.

THE MARKETS—ONTARIO

"Excelsior Window Clusters" .....	4 50	1 30
California Raisins—		
Loose muscatels fancy seeded, 1-lb pkgs .....	0 10	0 11
" " choice seed-d, 1-lb. pkgs .....	0 10	0 11
" " 2 crown .....	0 08	0 08
" " 3 crown .....	0 09	0 10
" " 4 crown .....	0 09	0 10
Prunes — per lb.		
40-50s .....	0 09	0 09
50-60s .....	0 08	0 08
60-70s .....	0 07	0 08
70-80s .....	0 07	0 07
80-90s .....	0 06	0 06
90-100s .....	0 06	0 06
Oregon prunes (Italian style), 40-50s .....	0 08	0 08
" " 50-60s .....	0 07	0 07
Oregon prunes (F each style), 60-70s .....	0 07	0 07
" " 90-100s .....	0 08	0 08
" " 100-120s .....	0 06	0 06
Currants—		
Filiatras, uncleaned, barrels .....	0 07	0 08
Fine Filiatras, per lb., in cases .....	0 08	0 09
" " cleaned .....	0 08	0 09
" " in 1 lb cartons .....	0 08	0 09
Finest Vostizzas " .....	0 08	0 09
Amalias " .....	0 08	0 09
Sultana Raisins .....	0 12	0 15
Sultana raisins, per lb. .....	0 12	0 15
1 lb carton .....	0 16	0 16
Eleme Table Figs		
Six crown, extra fancy, 40-lb. boxes .....	0 13	0 13
Four crown, fancy, 10-lb. boxes .....	0 09	0 09
Three crown .....	0 08	0 08
Glove boxes, fine quality, per box .....	0 10	0 10
Fancy washed figs, in baskets, per basket .....	0 20	0 20
" " pulled figs, in boxes, per box .....	0 28	0 28
" " stuffed figs .....	0 06	0 07
12-oz. boxes .....	0 06	0 07

PEELS.—There has been no change in the situation.

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

EVAPORATED APPLES.—The market is still very strong. Dealers are asking 9 cents at present.

BEANS.—Beans are very firm, and prices are without change.

Choice prime beans .....	1 45	1 50
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MAPLE PRODUCTS.—Fair trade is passing at prices quoted.

Maple syrup, bulk, per lb .....	0 07	0 09
Pure Townships sugar, per lb .....	0 10	0 11
Pure Beauce County, per lb .....	0 11	0 12

RICE AND TAPIOCA.—A slightly easier feeling is noticeable in tapioca. Lots are now obtainable at 7c. to 7½c., while anything for delivery the end of next month, or beginning of February would be quoted on an even cheaper basis. Rice is normal.

B rice, in 10 bag lots .....	3 05	3 05
R rice, less than 10 bags .....	3 15	3 15
C C rice, in 10 bag lots .....	2 95	2 95
C C rice, in less than 10 bag lots .....	3 05	3 05
Tapioca, medium pearl .....	0 07	0 08

RAW FURS.—Prices are still quoted.

Bear, black .....	1 20	1 20
Raccoon .....	0 50	1 50
Fisher, dark .....	5 10	7 00
Otter, dark and fine .....	15 01	25 00
Marten, dark .....	3 00	5 01
Mink, dark .....	2 25	5 00
Fox, red .....	1 75	3 00
Lynx .....	4 50	7 00
Weasels .....	0 10	0 50
Skunk .....	0 00	1 50

ONTARIO MARKETS.

POINTERS:—

- Currants going higher.
- Watch tomatoes.
- Dried apples higher.
- All markets firm.

December 27, 1906

Wholesale grocers in Toronto report a larger volume of fall business than ever before, and with a greater margin of profit. Throughout the country the retail trade seems satisfied too; business has been very heavy, and the consumptive capacity of the people has expanded in keeping with their bulging pockets. Years ago the grocery trade rested for weeks after the holidays, now, owing to better shipping fa-

ilities, trade revives almost from the opening of the year, and proceeds as if there had not been any heavy holiday buying.

Prices continue firm with a very strong tone to currants, valencia raisins, tomatoes, and all canned fruits. The only change in sugar is the addition of the 2 cent increase in the freight schedule, owing to the close of navigation. Prices are very firm and consumption is unusually heavy.

CANNED GOODS.—All canned goods are very firm, but interest for some time to come will centre on tomatoes. The impression prevails in wholesale circles here that within a few weeks the price will be \$1.25. No doubt the jobbers would like to assist, and it would be some compensation for the course taken by the canners in putting the price so high at the start. There is no doubt, however, that a very strong feeling prevails in regard to tomatoes.

Fruits are in very small compass, and

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec. 27, 1906.

BUTTER—Market firm. Active demand locally. Eastern Townships creamery quoted, 25½c. to 25½c.

CHEESE—Very quiet.

EGGS—Market advancing slowly but surely.

PROVISIONS—Little change in situation. Abattoir dressed hogs quoted \$9.25 to \$9.50 per 100 lbs.

are quite cleaned up. Some packs of beans, also, are scarce.

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

	Group No. 1	Group No. 2
Apples, standard, 3s .....	1 02	1 00
" " preserved, 3s .....	1 27	1 25
" " standard gal .....	2 67	2 65
Blueberries—		
2s, standard .....	0 92	0 90
2s, preserved .....	1 42	1 40
Gals, standard .....	4 00	4 50
Cherries—		
2s, red, pitted .....	2 25	2 22
2s, " not pitted .....	1 75	1 72
Gals, red pitted .....	8 75	7 25
2s, black, pitted .....	2 25	2 22
2s, " not pitted .....	1 75	1 72
2s, white, pitted .....	2 40	2 37
2s, " not pitted .....	1 90	1 87
Currants—		
2s, red, H.S. .....	1 80	1 77
Gals, red, solid pack .....	7 25	5 00
Gals, red, standard .....	5 00	5 00
2s, preserved .....	2 00	1 97
2s, black, H.S. .....	1 90	1 87
2s, preserved .....	1 12	2 10
Gals, black, standard .....	5 50	5 50
Gals, " solid pack .....	8 00	8 00
Gooseberries—		
2s, H.S. .....	2 15	2 12
2s, preserved .....	2 37	2 35
Gals, standard .....	6 50	6 50
Gals, solid pack .....	8 50	8 50
Lawtonberries—		
2s, H.S. .....	1 77	1 75
2s, preserved .....	1 95	1 92
Gals, standard .....	5 50	5 50
Peaches—		
1½s, yellow (flats) .....	1 70	1 67
2s, yellow .....	1 90	1 87

2½s, yellow .....	2 60	2 57
3s, yellow .....	2 85	2 82
3s, yellow (whole) .....	2 37	2 35
2s, white .....	2 75	2 72
3s, white .....	2 50	2 47
2½s, white .....	2 70	2 67
3s, white .....	1 27	1 25
Gal, pie, peeled .....	4 52	4 50
Gal, pie, not peeled .....	3 77	3 75

Pears—		
2s, Flemish Beauty .....	1 65	1 62
2½s, Flemish Beauty .....	1 97	1 95
3s, Flemish Beauty .....	2 12	2 10
2s, Bartlett .....	1 80	1 77
2½s, Bartlett .....	2 17	2 15
3s, Bartlett .....	2 32	2 30
3s, pie .....	1 27	1 25
Gal, pie, peeled .....	3 80	3 77
Gal, pie, not peeled .....	3 27	3 25

Pineapple—		
2s, sliced .....	2 02	2 00
2s, graded .....	2 12	2 10
2s, whole .....	2 82	2 80
Florida 2s sliced or grated .....	2 60	2 60
Singapore, 1½s, sliced .....	1 50	1 50
" " 2½s, whole .....	2 30	2 30

Plums, Damson—		
2s, light syrup .....	1 17	1 15
2s, heavy syrup .....	1 32	1 30
2½s, heavy syrup .....	1 62	1 61
3s, heavy syrup .....	1 92	1 90
Gal, standard .....	3 22	3 21

Plums, Lombard—		
2s, light syrup .....	1 22	1 20
2s, heavy syrup .....	1 37	1 35
2½s, heavy syrup .....	1 67	1 65
3s, heavy syrup .....	1 97	1 90
Gal, standard .....	3 42	3 40

Plums, greengage—		
2s, light syrup .....	1 27	1 25
2s, heavy syrup .....	1 42	1 40
2½s, heavy syrup .....	1 67	1 65
3s, heavy syrup .....	1 97	1 95
Gal, standard .....	3 72	3 70

Plums, egg—		
2s, heavy syrup .....	1 70	1 67
2½s, heavy syrup .....	1 97	1 95
3s, heavy syrup .....	2 27	2 25

Raspberries, Red—		
2s, L. S. (Shafferberries) .....	1 75	1 72
2s, H. S. .....	1 95	1 92
2s, preserved .....	5 50	5 50
Gals, standard .....	8 50	8 50
" solid pack .....	8 25	8 25

Raspberries, Black—		
2s, black, H. S. .....	1 75	1 72
2s, preserved .....	1 97	1 95
Gals, standard .....	5 25	5 25
" solid pack .....	8 25	8 25

Strawberries—		
2s, heavy syrup .....	2 75	2 50
2s, " preserved .....	1 25	1 25
Gals, " standard .....	5 50	5 50
Gals, " solid pack .....	8 25	8 25

VEGETABLES.

Asparagus, California—		
2s .....	3 90	3 90
2s, Canadian .....	2 75	2 75

Beets—		
2s, sliced, sugar and blood red .....	1 00	1 00
2s, whole .....	0 90	0 90
3s, sliced, " " .....	1 20	1 20
3s, whole, " " .....	1 10	1 10

Beans—		
Fancy brands .....	0 90	0 93
2s, golden wax .....	1 30	1 27
3s " " .....	3 75	3 75
Gals " " .....	0 90	0 92
2s, refugee or Valentine (green) .....	1 30	1 27
3s (green) .....	0 95	0 92
Gals .....	1 24	1 25
2s, crystal wax .....	1 24	1 25
Red Kidney, 2s .....	1 27	1 25
Lima, 2s .....	0 92	0 90

Corn—		
2s .....	0 92	0 90
Gal, on cob .....	4 52	4 50

Peas—		
1s, extra fine sifted .....	1 00	0 97
2s, standard .....	0 85	0 82
2s, early June .....	0 95	0 92
2s, sweet wrinkled .....	1 00	0 97
2s, extra fine sifted .....	1 25	1 22
Gals, No. 4 .....	3 75	3 75

Pumpkins, 3s .....	0 92	0 90
Rhubarb—		
2s, preserved .....	1 17	1 15
3s " " .....	1 92	1 90
Gal, standard .....	2 65	2 62

Spinach—		
2s .....	1 42	1 40
3s .....	1 32	1 30
Gals .....	5 02	5 00

Squash, 3s .....	1 17	1 15
Tomatoes—		
3s, all kinds .....	1 17	1 15
Gals, all kinds .....	3 52	3 50

SAUCE, ETC.

Tomato sauce, 1s .....	0 50	0 50
" " 3s .....	0 80	0 81
" " 5s .....	1 00	1 00
Chili sauce same as tomato sauce .....	0 75	0 80
Catsups, 1½s, 2s .....	4 50	4 50
" " jugs .....	7 70	12 00

FISH.

Lobster, tails .....	3 77	3 77
" " 1-lb. flats .....	4 00	4 00
" " 1-lb. flats .....	2 25	2 25
Mackerel .....	1 00	1 15
" " Scotch .....	1 45	1 45

THE MARKETS—ONTARIO

The Canadian Grocer

Salmon, Fraser River Sockeyes—	
1-lb. Tails, per doz.	1 80
1-lb. Flat, " "	1 95
1-lb. " "	1 20
Northern River Sockeyes	1 70 1 65
Cohoos, per doz.	1 40
Humpbacks, " "	1 00
Sardines, French 1/2's	0 14
" " "	0 23
" " Portuguese 1/2's	0 08 0 10
" " P. & C. 1/2's	0 25 0 27
" " P. & C. 1/4's	0 35 0 38
" " Domestic 1/2's	0 03 0 04
" " Mustard, 1/2 size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 10 1 20
Hadies, per case	4 25 4 75
Kippered herrings, domestic	1 00
" " imported	1 45 1 50
Herrings in tomato sauce, domestic	1 00
" " imported	1 40 1 40

MEATS, ETC.		
Beef, corned 1s, per doz		1 40
" " 2s, " "		2 50
" " 6s, " "		7 50
" " 14s, " "		17 50
Per dozen tins.		
Chicken, 1s, boneless	3 90	3 10
Turkey, 1s, " "	3 20	3 10
Duck, 1s, " "	3 20	3 10
Tongue, 1s, lunch		3 20
Soup, 2s, giblet	2 05	1 95
" " 2s, tomato	1 00	
" " 3s, " "	1 45	
Pig's feet, 1s, boneless		1 40
" " 1 1/2s, " "		2 50

SUGAR.—The market is quiet, Willett & Gray, reviewing the raw market for last week, say:

The important feature of the week under review has been the free selling of new crop Cuba Centrifugals for future delivery on a declining scale, closing with final business at the lowest prices of the campaign thus far, say 2 3-16c. per lb., cost and freight, for January shipment, equal to \$3.55 landed in New York, basis 96 degrees test. Sales during the week amount to as much as 150,000 bags, nearly all for January and February shipment.

Buyers and sellers have not entered upon March and forward deliveries to any extent, and it will not surprise us if before these months are at hand the present downward tendency is replaced by a more or less important rising tone and tendency to all sugar markets. Europe this week declined from 8s. 10 1-2d. to 8s. 8 1-4d. and recovered at the close to 8s. 9 3-4d. for the present month, while the new year deliveries make a better recovery to 8s 11 3-4d. for January, with a firm closing. Futures are quoted at 9s. 2 1-4d. for May beet.

It is also quite likely that a little lower level may yet be reached for early deliveries before the turn comes, on account of the necessities of planters for further immediate cash receipts from some portion of their crop.

Harvesting is proceeding favorably and rapidly in Cuba, there being 91 (or half the full number of centrals in the island) now grinding at this early date in the campaign; last year at same time only 26 centrals were at work and the year before there were 76.

Locally there is no change in refined save the 2 cent addition of winter freight rates.

Paris jumps, in 50-lb. boxes	5 65
" " in 100-lb.	4 95
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 43
Acadia granulated	4 40
Berlin granulated	4 30
Flonix	4 40
Bright coffee	4 25
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 " "	4 10
No. 1 " "	4 00
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES.—Prices are unchanged.

Molasses—	
New Orleans, medium	0 30 0 35
" " bbls.	0 30 0 35

Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts.	0 87 1/2
1-gal. cans	0 95
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75
5-gal. imp. brand, per can.	4 50
1-gal. " " per case	5 10
1-gal. " " " "	5 60
Qts. " " " "	6 00

TEA.—The market continues very strong.

COFFEE.—The most interesting and important information from Brazil, says Willett & Gray, is the promise of smaller receipts. The coffee has been shipped out from the plantations with remarkable rapidity, which astonished everybody, but the accumulations at the railroad stations have been reduced, and a steady decrease of receipts is now assured. The market is steady.

DRIED FRUITS.—All prices are firm and some of them have a tendency to advance. In currants importers who looked for a reaction at the end of the year, have changed their views and do not now anticipate any lower prices. The position of currants in the primary market is exceedingly strong, and there has been a steady advance during the past two weeks. Stocks of currants held in Greece are estimated at less than 20,000 tons, as compared with 60,000 tons at the same date last year. In view of the very restricted stocks held in European, British and American markets, it would hardly appear that there will be sufficient currants to carry the trade through comfortably until the 1907 crop is marketed.

Stocks of select valencias in Spain appear to be exhausted as the few shippers offering fruit recently have now withdrawn their offers. It is understood the crop is cleaned up. Higher prices are looked for. The prune market is steadily working upward and only medium sizes are obtainable at the Coast. Large sizes and the smaller sizes seem to be exhausted with most shippers. The consumption of prunes has been unparalleled for this season of the year and stocks are being rapidly absorbed.

Prunes Santa Clara—			
	Per lb.		Per lb.
90-100s, 50-lb. boxes	0 05 1/2 0 05 1/2	60-70s, 50-lb. boxes	0 07 0 07 1/2
80-90s " "	0 06 0 06 1/2	50-60s " "	0 08 0 08
70-80s " "	0 06 1/2 0 07	40-50s 25-lb. "	0 09 0 09 1/2
		30-40s " "	0 10 0 10 1/2

Note—25 lb. boxes 1c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11 1/2	Citron	0 21 0 22
Orange	0 11 0 12		

Figs—			
Elemes, per lb.	0 18 0 15		
Tapnets, " "	0 04 1/2 0 04 1/2		

Currants—			
Fine Filiatras	0 08 0 08 1/2	Vostizaa	0 09 1/2 0 10
Patras	0 08 1/2 0 08 1/2		

Uncleaned, 1c. less.			
Raisins—			
Sultana	0 12 1/2 0 15		
" " Fancy			
" " Extra fancy			

Valencias, selected	0 09 0 09 1/2
Seeded, 1-lb. packets, fancy	0 11 0 11 1/2
" " 16 oz. packets, choice	0 10 1/2 0 11
" " 12 oz.	0 09 0 09 1/2

Dates—			
Hallowes	0 05	Fards choicest	
Hairs	0 04 1/2	" " choice	
Domestic evaporated apples	0 08 1/2		

NUTS.—Prices continue firm.

Almonds, Tarragona, per lb.	0 15
" " Formigetta	0 13 1/2 0 15
" " shelled Valencias	0 31 0 35
Walnuts, Grenoble	0 12 1/2 0 13 1/2
" " Bordeaux	0 10 1/2 0 11
" " shelled	0 27 0 28
Filberts, per lb.	0 11

Pecans, per lb.	0 17
Brazils, per lb.	0 20
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08 1/2
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08 1/2
Virginia " "	0 11

SPICES.—Quotations are unchanged.

Peppers, blk		
" " white	0 16 0 20	Per lb.
Ginger	0 18 0 35	
Cassia	0 25 0 30	
Nutmeg	0 45 0 75	
Cloves, whole	0 20 0 30	
Cream of tartar	0 25 0 35	
Allspice	0 22 0 28	
" " whole	0 17 0 30	
Mace	0 15 0 20	
Mixed pickling spices, whole	0 15 0 20	
Cinnamon, whole	0 17 0 20	
" " ground	0 20 0 22	

RICE AND TAPIOCA.—Prices are unchanged.

Rice, stand. B.		
Rangoon	0 03 1/2 0 03 1/2	Per lb.
Patna	0 05 0 05 1/2	
Japan	0 06 0 07 1/2	
Java	0 06 0 07	
Sago	0 07 0 10	
Carolina rice	0 07 1/2 0 10	
Tapioca, medium pearl	0 07	
" " double goat	0 07 1/2	

BEANS.—Prices are unchanged.

Beans, hand picked, per bush	1 65
" " prime, No. 1	1 40 1 45
" " Lima, per lb.	0 06 1/2 0 07

SEEDS.—Quotations are unchanged, and business is practically suspended until after the holidays.

Alsike Clover—

Fancy lots, per bush	6 75 7 00
No. 1	6 00 6 25
No. 2	5 75 6 00
No. 3	4 35 5 10

Red Clover—

Fancy	8 00 8 25
No. 1	7 00 7 25
No. 2	6 35 6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65 1 85
Flail threshed, bright unhalved	2 00 2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS.—The Christmas deliveries of hides have been very steady. In furs mink is very scarce.

Hides, inspected, cows and steers, No. 1		0 11 1/2
" " No. 2		0 10 1/2
Country hides, flat, per lb., cured		0 10 1/2
" " green		0 09 1/2
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	1 00 1 15	
Horse hides, No. 1	3 50 3 75	
Rendered tallow, per lb.	0 05 1/2 0 06 1/2	
Pulled wools, super, per lb.	0 25	
" " extra	0 27	
Wool, unwashed fleece	0 15	
" " washed fleece	0 24 0 25	

FURS.

No. 1, Prime	
Raccoon	1 40
Mink, dark	4 50 5 50
" " pale	2 50 3 50
Fox, red	3 10 3 50
" " cross	3 00 5 00
Lynx	5 00 6 50
Bear, black	12 00
" " cubs and yearlings	5 00
Wolf, timber	2 75
" " prairie	1 25
Weasel, white	0 60
Badger	1 50
Fisher, dark	5 00 6 00
Skunk, black	1 25
" " short striped	0 90
" " long striped	0 50
Marten	3 50 20 00
Muskrat, fall	0 16
" " winter	0 20
" " spring	0 23
" " western	0 12 0 16

Mrs. Helen Butler, 69 Munro St., Toronto, has sold her grocery business to Edward Clemence.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 27, 1906.)

Christmas week is of course the quiet week in wholesale circles, and jobbing houses are making preparations for stock taking. The Fall trade has been the best on record, the turnover being much in excess of last year. Considerable difficulty has been experienced in getting supplies by rail and also in distributing throughout the West. The railways have been unable to supply the necessary cars and complaints are numerous from country merchants, and also from wholesale houses, of long delayed shipments. Collections are fairly good, but there is still a great quantity of wheat to be marketed and many dealers are having trouble in collecting their accounts. Nevertheless, the trade in general are pretty well satisfied with 1906 business.

**CANNED GOODS.**—All lines of canned fruits are in good demand at unchanged prices.

**SUGAR.**—Merchants seem to be pretty well stocked with sugar at present, and the movement is light. An advance is expected by the wholesalers. We quote:

Montreal granulated, in bbls.	3 03
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" " in sacks	4 85
Berlin, granulated in bbls	4 85
" " in sacks	5 60
Icing sugar in bbls	5 80
" " in boxes	6 20
" " in small quantities	5 40
Powdered sugar, in bbls	5 60
" " in boxes	5 60
" " in small quantities	5 70
Lump, hard, in bbls	5 70
" " in 1-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

**SYRUPS AND MOLASSES.**—Corn syrups are in particularly good demand, owing to the high prices of dried fruits. Prices are:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " " 5-lb tins, per 1 " "	2 70
" " " 10-lb tins, per 1 " "	2 65
" " " 20-lb tins, per 1 " "	2 61
" " " barrel, per lb.	0 031
" " " Sugar syrup, per lb.	0 031
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" " " 5 " " " 1 " " "	3 60
" " " 10 " " " 1 " " "	3 30
" " " 20 " " " 1 " " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 031
Porto Rico molasses in 1-bbls, per lb.	0 041
Blackstrap, in bbls, per gal.	0 31
" " " 5 gal. bsta., each	2 25

**COFFEE.**—Since the recent decline in green and roasted Rios, the market has been steady. Quotations continue as follows:

Whole green Rio, per lb.	0 101	0 101
" roasted " per lb.	0 14	
Ground roasted Rio	0 15	
Standard Java in 25-lb. tins, per lb.	0 33	
Old Government Java in 25 lb. tins, per lb.	0 32	
" Mocha	0 32	
Imperial Java, in 25 lb. tins, per lb.	0 29	
" Pure mocha	0 25	
" Maracabo	0 19	
Choice Rio	0 17	
Pure "	0 161	
Seal Brand (C & S) in 2-lb tins, per lb.	0 32	
" " " 1-lb.	0 33	
Local Blends:—		
Mocha, and Java in 2-lb. tins, per lb.	0 23	
" " " 1-lb.	0 24	

MINCE MEAT.

Mince meat, 7 lb. pails, per lb.	0 091
" " " 28 " " "	0 081
" " " 12 oz pkgs., per doz.	1 06

MATCHES.—

"Telegraph,"	Per case	5 15
"Telephone	"	5 05
"King Edward	"	4 10
"Head Light	"	4 90
"Rising Star	"	6 50
"Eagle	"	2 20
"Victoria	"	3 35
"Silent," 200's	"	2 50
" " 500's	"	5 30
"Comet	"	2 40
Capital	"	3 35

**FOREIGN DRIED FRUITS.**—Muscatel raisins have been advanced 1-1 cent per pound, and a further advance in the near future is not unlikely. Seed-ed raisins in packages have been advanced 1 cent per pound. Halloween dates have also been advanced. Quotations now are as follows:

Sultana raisins, bulk, per lb.	0 121
" cleaned,	0 13
" 1 lb pkgs	0 14
Table raisins, Connoisseur clusters per case	2 60
extra dessert,	3 40
Royal Buckingham,	4 00
Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs.)	3 35
" Connoisseur clusters, boxes (5 1/2 lbs.)	0 80
Valencia raisins, f. o. s	1 75
" selected	1 85
" layers	2 10
Trenor's Valencia raisins, f. o. s, per case	2 70
" selects	2 85
" layers	2 85
California raisins, muscatels, 2 crown, per lb.	0 091
" " " 3 " "	0 091
" " " 4 " "	0 091
" " " choice seeded in 1/2-lb. packages per package	0 091
" " " fancy seeded in 1/2-lb. packages per package	0 10
" " " choice seeded in 1-lb. packages per package	0 121
" " " fancy seeded, 1-lb. packages, per package	0 121
Prunes 100-120 per lb.	0 041
" 90-100 "	0 051
" 80-90 "	0 051
" 70-80 "	0 061
" 60-70 "	0 061
" 50-60 "	0 071
Curranas, uncleaned, loose pack, per lb.	0 071
" dry cleaned, Filistras, per lb.	0 071
" wet cleaned, per lb.	0 071
" Filistras in 1-lb pkg. dry cleaned, per lb.	0 081
Vostizzas, uncleaned	0 081
Halloween dates, new per lb.	0 06
" in packages, per lb.	0 071
Figs, cooking, in tins, per lb.	0 151
" in sacks	0 051
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 091
" " square boxes (12 oz) per box	0 081
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 051
" boxes	0 051
Apricots, choice, in 25-lb. boxes, per lb.	0 21
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 17
Peaches, per lb.	0 161
Pears, choice (halfred), per lb.	0 141
" standard	0 14
Plums, choice (dark pitted) per lb.	0 141
Neectarines, choice	0 16

**CANDIED PEELS.**—Prices are quoted as follows since the recent advance:

Lemon, per lb.	0 121
Orange	0 121
Citron	0 211
Mixed, in 1-lb drums per doz.	2 35

OATMEAL AND CORNMEAL.—

Quoted at following unchanged prices:—

Rolled oats, 80 lb sacks, per sack	1 85
" " 40 " "	0 85
" " 20 " "	0 39
" " 8 " "	0 24
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 60

**NUTS.**—Filberts have been advanced to 13 cents per pound, and shelled almonds have been marked up 1 cent per pound. There has been considerable delay in getting in supplies of nuts and in order to fill some urgent country orders, wholesale houses were forced to secure some small supplies from city retailers. We quote:

Almonds, per lb.	0 16
" (shelled), per lb.	0 34
" " in small lots, per lb.	0 35
Filberts	0 13
Peanuts	0 12
Jumbos	0

Walnuts, new, Grenobles, per lb.	0 16
" " Marbets	0 14
" " shelled,	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 25
Brazil, per lb.	0 15

**JAMS AND JELLIES.**—Upton's jams and jellies have been advanced to 52 cents per lb., in 7 lb. pails.

**EVAPORATED APPLES.**—The local price is still 8 3-4 cents per pound, for 50 pound boxes, with an advance of 1-4 cent per pound, for 25 pound boxes. The market is reported very firm in view of the heavy consumption as a consequence of the high prices of all foreign dried fruits. At present prices, evaporated apples are a good buy, for an early advance is pretty sure to be made.

**RICE, TAPIOCA AND SAGO.**—Prices continue as follows:

Japan rice, per lb., cwt. lots	0 051	
" " 50-lb. lots	0 051	
Rangoon rice, per lb.	0 04	0 041
Patna	0 041	
Tapioca, per cwt.	7 50	7 75
Sago, per lb.	0 041	

**HONEY.**—Still very scarce. Quoted as follows:—

Pure clover honey, 5s, per case	9 00
" " 10s	8 75
Honey (buckwheat and wild flower) 60s per bl.	0 131

N. B. MARKETS.

St. John, N.B., Dec. 1906.

Christmas has again passed and we are at the close of the year. It was a good Christmas and in Canada there was general prosperity, nearly every one who had had a fair chance looked back on a year of abundant success. Perhaps Canada had never had a better year and practically everyone participated. In business the retailers have had a busy time, it is a long time since we had so much winter before Christmas, continued sleighing from the very first of the month. The wholesaler finds things quiet, that is as far as shipping goods is concerned, but he is very busy, straightening up for stock taking. Markets have held firm. Christmas goods high. Market was particularly short of currants. Spice continues high, as cloves and ginger. Nutmegs, however, are still low. Cream of tartar is firm.

**OIL.**—In burning oil the short days mean large consumption. Practically everyone has to use artificial light in the mornings for a time. Prices at least in the city, unchanged. Lubricating oils are very quiet, except so far as the trade looks forward to another season, there is little doing in paint oil. It is a time of importance, to the jobber, as in linseed values are largely fixed at this time. Cod oil continues quiet.

**SALT.**—In Liverpool coarse salt this is the quiet season. Owing to high freights by the winter fast boats it is even quieter than it otherwise might be, as this stops imports. In fine salt's stocks small. Little business.

**CANNED GOODS.**—Just at this season business in every line is quiet. Vegetables firmly held but it is difficult to advance prices: even of tomatoes. Fruits very firm, particularly strawberries, peaches and gallon apples. In the latter, owing to the demand for export, higher prices expected. Salmon a fair stock. Lobsters extreme. Oysters have been very scarce. A few here now

0 17  
0 20  
0 081  
0 08  
0 081  
0 11

Per lb.  
0 031  
0 031  
0 05  
0 05  
0 06  
0 07  
0 07  
0 07  
1 65  
1 40  
0 061

6 75  
6 09  
5 75  
4 35  
8 03  
7 00  
6 35  
1 85  
2 00

0 111  
0 101  
0 101  
0 091  
0 12  
0 11  
1 00  
3 50  
0 051  
0 25  
0 27  
0 15  
0 24

No. 1, Prime  
1 40  
5 50  
2 50  
3 10  
3 00  
5 00  
5 00  
12 00  
5 00  
2 75  
1 25  
0 60  
5 00  
1 25  
0 90  
0 50  
3 50  
0 16  
0 20  
0 23  
0 12

Munro St.,  
ery business

# BEGIN IT WELL

THE New Year is now almost here. It is a matter of but a few days until 1907, with its vast possibilities, will be with us.

IT is up to you to decide whether or not you will make a success of your business during the coming 365 days.

IF your profits are to be large and satisfactory you must buy wisely. You must buy from a house that does not overcharge you; that always treats you justly and fairly; one that has your interests at heart as well as its own.

THIS is the kind of a house you deal with when buying from **LAPORTE, MARTIN & CIE., LTEE.**

WHEN you buy from such a firm there is every possibility of making your business a success.

YOU must deal with a house that can supply you with your groceries when you order them—not after an irritating and profit-killing delay.

**LAPORTE, MARTIN & CIE., LTEE.,** can deliver the goods on time.

AND, finally, you must deal with people who do not carry anything that does not bear the stamp of quality. Poor groceries give you a poor reputation with your customers, just as the best obtainable give you a reputation of being a reliable grocer.

## Laporte, Martin & Cie., Ltee., Carry Nothing But the Best

NOW, all things considered, don't you think it would be to your advantage to learn a little more about our plans to help you make a success of your business in 1907?

WE want your trade, for we are sure it would be mutually satisfactory.

Just Drop Us a Line.

# Laporte, Martin & Cie., Ltee.

Wholesalers and Importers

MONTREAL

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# What About 1907?

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**Are** you going to continue in the rut---satisfied to jog along at a snail's pace, quite content with the progress you are making so long as you can pay the rent when it is due

**OR**

**Are** you going to commence anew; deal with an up-to-date firm that will help you build up your profits by supplying you with groceries of the first order, and make things hum generally, so that you will own your store on December 31, 1907.

**Hudon, Hebert & Co., Ltd.**, are not waiting for your business---they're hustling for it---do not expect to get it without effort, but when they do obtain it they will give you satisfaction.

**You** want to buy nice, clean, wholesome groceries, the kind that will satisfy your customers.

**Hudon, Hebert & Co., Ltd.**, want to sell these. Their goods stand the test, and the firm will take second place to none.

**Now, you want to buy---Hudon, Hebert & Co., Ltd., want to sell---**why not let us get together? There is profit in it for both of us.

**Let's Hear From You  
It's Worth While**

---

**HUDON, HEBERT & CO., Ltd.**

**Wholesale Grocers and Importers**

**MONTREAL**

**The Most Liberally Managed Firm in Canada**

in stock. Prices quite high. Meats quiet and firm. Domestic fish unchanged.

**GREEN FRUIT.**—Christmas, in spite of the cold weather, means quite a large business. Market was well supplied at average prices. In oranges, Jamaicas, Valencias and Floridas, effered. There is an improved sale for grape fruit. Lemons firm. Malaga grapes higher, quality fine. Bananas are not a Christmas fruit. In apples, Ontario spies, have the best demand.

**DRIED FRUIT.**—The rush is over. Prices have been high and profits good. Currants in particular were scarce. Not a pound bought for direct shipment, arrived. Those who bought early in New York made handsome profits. Raisins firm at full figures, except seeded, stock very short. Prunes firmly held. Trade greatly disappointed over non-arrival of Carton prunes. Five cars due. Evaporated peaches and apricots scarce and high. Dates unchanged. Sales for figs and peels largely over. Evaporated apples higher. Onions have kept low. Shelled walnuts were another line in which supply was short, owing to late arrivals. Peanuts higher.

**SUGAR.**—The decline of ten cents in sugar puts the price just where it was before the new tariff. It certainly was not the intention that the new duty would mean a higher price.

**MOLASSES.**—Situation unchanged. Fancy Barbados held firm at the advance. Choice freely offered.

**FISH.**—Fresh fish continues high. Supply light, while outside situation in dry cod fish and pickled herring is somewhat improved. Local market is rather flat. Demand light. Smoked herring unchanged. Finnan haddies continue high.

**FLOUR, FEED AND MEAL.**—In flour prices are unchanged. Feed is high and scarce. Oatmeal and cornmeal continue as last week. Oats quite high. Beans have a fair demand. White beans which were quoted quite low are firmer. Yellow eyes are held firm at the advance. Owing to the outlook for higher prices seeds have some attention.

## NOVA SCOTIA MARKETS

Halifax, N.S., Dec. 24.

The retail grocers of Halifax did an excellent business during the Christmas season. Notwithstanding the high prices the volume of business passing exceeded that of last year. The cash trade was exceptionally good, and on the whole the grocers are well satisfied with business. The produce markets are very firm. As forecasted in this correspondence last week the price of potatoes reached 60 cents per bushel, and it would not be surprising if they went to 70 cents before the close of the year. Since last week over 10,000 bushels of potatoes have been received here in bulk in vessels from Prince Edward Island, and they were eagerly bought up.

**EGGS.**—They have reached a new high record price on the local market. Sixty cents per dozen for fresh laid eggs was the price asked and paid in the green market in Halifax. Not only is there a scarcity of eggs in the city, but throughout the whole Province. More hens have been kept in Kings and Annapolis Counties this year than ever before, but the shipments have been heavy, and the supply at the present time is very light. There is always a good demand for eggs at this season of

the year, and the receipts now are notably small. There is no money for the jobber in handling the stock at the prevailing prices. Lined eggs are quoted at 23 to 25 cents.

**BUTTER.**—The butter situation in Halifax at the present time is attracting considerable attention, owing to the scarcity of that article on this market. There is a general complaint among the jobbers regarding the scarcity and the high price, and some of them find it extremely difficult to procure a good supply for their customers. The price is also a most important factor, creamery being quoted at 27 to 28 cents, and small tubs of fresh dairy at 25 to 26 cents. Rolls which are not much in favor here are worth from 24 to 25

cents, and the best of the large tubs of winter butter bring about 24 or 25 cents. Various reasons are assigned for this scarcity. Some jobbers say that it is due to the increased demand from Sydney, and others claim that the high price of fodder necessitates the farmer killing off his cattle.

**FRUIT.**—There is a good demand for fruit now, and oranges and apples are selling freely. Within the past ten days several thousand barrels of oranges have arrived here from the West Indies. The fruit is of very good quality and is quoted at five dollars per barrel. A lot of the fruit is being re-packed here and shipped to the Montreal market. Good varieties of winter apples are quoted at \$3.00 to \$3.50 per barrel.

## PROGRESS ON THE PACIFIC COAST

Holiday Business Beats All Records—Development of Vancouver Island—Real Estate Boom in Victoria—The Markets.

Vancouver, B.C., Dec. 20, 1906.

December trade has no doubt been a record in the whole history of the city. The volume of trade cannot yet be estimated but judging from bank clearings, which have been making new records each week, and from the busy scenes in all lines of trade, and in both wholesale and retail circles, this is not only the holiday season, but it is the biggest month in trade since Vancouver began to be a commercial centre.

Two factors contribute largely. The population has very materially increased in the year 1906, and in all lines of activity and industry, employment has been afforded to a much larger number of wage-earners at remunerative rates and steady employment has been given right through the season. At the present moment the number of unemployed is very small, much less than usual, and different from the average experience in cities, where in the winter season many lines of work are usually closed down. Prosperity means liberality in buying, and the results have been apparent in the great holiday trade done by the merchants of the city.

\*\*\*

What is true of Vancouver applies with equal force in all the coast cities. New Westminster is fast establishing a large industrial centre on the banks of the Fraser River. Nanaimo, the coal city, is working full time and more, getting out fuel for the rapidly increasing trade in the B.C. product. The city of Victoria is possible enjoying the most remarkable era of expansion and activity she has known since the halcyon days of the famous Cariboo trade. Her prosperity is largely due to the fact that the natural wealth and beauty of the city, and its advantages of climate and situation have been impressed on so large a number of people during the past year or two. In other words Victoria has been "discovered" and before long in the quaint French idiom the capital city will be found to have "arrived." Indeed a good-sized boom has already struck Victoria in real estate alone. Many operators who have been paying almost exclusive attention to Vancouver and to mainland properties have opened or arranged to open offices in Victoria, where many properties have

already changed hands, and where values are on a steady up-grade.

The development of the 250 miles of territory included in the length of Vancouver Island has been undertaken by the C.P.R. since coming in possession of the Island Railway the E. & N. Ry., formerly owned by the Dunsmuirs. The responsibility shouldered by the railway is a large one, but with all the resources of the company back of the project and the wonderful undeveloped wealth of the island to work upon there is no question that the island will be made practically a new province in importance and established institutions.

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The importance of British Columbia as a fish-producing country is demonstrated by the returns of the Department of Marine and Fisheries for 1905, recently published. The palm has been wrested for the first time from Nova Scotia, hitherto the banner province in fish and fish products. The totals as given in dollars by the report shows a lead of over a million dollars in favor of the Pacific Province.

\*\*\*

Chief interest has this week centred on the several cars of Christmas poultry which are somewhere on the C.P.R. between Smith's Falls and Vancouver. This province depends largely on eastern Canada for its Christmas turkeys and this year the orders have been larger than ever. Some early orders have arrived, and there is so far no shortage, but if the storms which have been delaying all trains across the prairies and the bleak north shore of the lakes, do not let up, there is prospect of many people going without their Christmas turkey in B.C. However the railway people are keeping the wires hot, in fact running the risk of burning them out trying to have the cars kept moving westward, and in the four days yet to elapse before Xmas eve, the longed-for birds will likely reach the various distributing centres.

Jobbing prices have so far been on a basis of 18½ to 20c. but these quotations will be much reduced next week if any cars are belated. Retail prices run as a rule 25c. per pound. Other lines of poultry mostly of local production, are in good supply, prices being \$5 to \$7

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## CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

### 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

### REPRESENTATIVES WANTED

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

### AGENCIES WANTED

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

### FOR SALE.

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

## Expert Bookkeeping

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

**PERCY P. DAVENPORT**

822 McIntyre Block, - - WINNIPEG, MAN.

**Square your accounts**

## TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individual's open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

**CANADIAN GROCER**  
Montreal and Toronto.

per doz. for chickens, fowls, \$7 to \$8 per doz.; ducks \$10 and \$12; geese, \$1 and \$1.25 each.

\*\*\*

The fruit market has been very brisk lately, demand for choice and fancy apples being heavy. Jap oranges have been good sellers, but job higher than usual. The price has averaged 60c. to the trade, and shipments have been fairly liberal. California new season Navel oranges are still slow sellers, being not over matured yet and the Jap orange still leading. The Navels are now quoted at \$3.75. Fancy apples, imported from Oregon are quoted at \$1.75 per box, Coldstream fruit being off the market entirely. Local apples, cooking grades, are ranging from \$1.00 up. Lemons have declined somewhat again, being now quoted \$6.25 to the trade. Malaga grapes are well stocked and selling at \$7.50 per keg.

In vegetables, hot-house lettuce has been somewhat scarce, and demand has been good. Price is now \$1.50 per box.

\*\*\*

Fresh eggs are again down a little, extremely mild weather having influenced the production. Last Friday the Westminster market quotations went as low as 40c. per doz. wholesale, but on the Vancouver market the strictly fresh article is not quotable in a jobbing way, and retail is still bringing 60c per doz. as the stock is limited compared with demand.

Fresh butter is higher again, local creamery, fresh make being quoted at 40c. Supplies of creamery from the Northwest are liberal, and the prices of these show tendency to ease off. The quotations on Alberta creamery is now 27½ and 28½c. Eastern dairy ranges from 18c to 22c. Cheese has been dropped a couple of cents, 15c and 15½c being the price to the trade now.

### DEATH OF MRS. ROBERT BARRON.

The wife of Mr. Robert Barron died at their home, Yonge & Czar Sts., Toronto, on Monday. Mrs. Barron was highly esteemed by a large circle of friends and the sympathy of the trade is extended to Mr. Barron in his bereavement.

It's easy to get satisfaction by going to law—if you are a lawyer.

## More Profit To You



**BETTER GOODS TO YOUR TRADE THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" MEAN TO YOU**

'T will only cost a two cent stamp to get particulars Write now.

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

Before buying

# SALT

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.

# Our English Brawn

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

**Undoubtedly Wins Trade and Holds it**

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

Let us Express you a Sample Case.

**THE PARK BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

# 1854 1907

Another New Year—  
let us thank you for  
the favors of the past,  
and wish for you  
and all every pros-  
perity in the New

**F. W. FEARMAN CO.,**

HAMILTON LIMITED

## Something Better For New Years

Your stock will not be complete and your customers not pleased unless you can supply



**"CORONA"**

Selected Hams,  
Bacon, Windsors,  
Sausages, etc.

Send your Holiday order along. We will give it the best attention.

**The Montreal Packing Co.**

LIMITED

MONTREAL, P.Q.

WE HAVE NO RETAIL STORES.

## Yours For Life



Your customers are—when you supply them with the

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

that come from the Ryan Company. The trade marks mean Quality, Satisfaction and more business for you. Can you meet the increasing demand?



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

70-72 Front St. E.  
TORONTO, ONT.

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

There has been a little more activity in the cheese market since our last issue, several local exporters getting fair orders by cable, had to make their appearance on the general market as buyers. So far the bulk of these new orders were for the cheaper late made goods, but even October-made cheese received some attention at good prices. November and December made cheese seem now fairly sold out and further demand from across the ocean will have to go onto the earlier made, higher priced cheese.

Receipts are now merely nominal, last week they were 1,433 boxes of cheese and 3,816 packages of butter, against 5,963 boxes of cheese and 4,465 packages of butter for the same week of last year, or a total since May 1st of 2,346,725 boxes of cheese and 595,869 packages of butter, as compared with 2,306,350 boxes of cheese and 763,385 packages of butter for the corresponding period of last year.

For reasons, previously explained in these columns, the shipments of dairy produce are not regularly compiled after close of navigation of the St. Lawrence route, it will, however, be known at the commencement of the new season, how many cheese were shipped out during the winter months, and then we will also know what our stocks really were at the close of navigation, meanwhile we have no accurate figures to guide us and the various estimates of stocks are only more or less guesswork. It is, however, well known that the bulk of the stocks of cheese on this side of the Atlantic, are now held in Montreal, and it seems a further conceded fact that our present stocks in Montreal are considerably less than a year ago, while at this time last year there were fairly large quantities of cheese stored in country warehouses in addition to the stocks in Montreal, against this, there is an increase in stocks in British centres, but the entire visible supplies are undoubtedly considerably less in quantity than last year.

It would be interesting to know, to what extent the retail shops in Great Britain are stocked as compared with last year, this information can, however, not be obtained, but cheese prices were very high the entire season, and it does not seem reasonable to expect, that the British retailers laid in any extra quantities for future trade, if this is correct, it cannot be long now before a more general demand will come on.

Meanwhile the Christmas holidays interfered with the wholesale trade in Great Britain and, as almost all importers and wholesalers there are taking stocks on January 1st, they are not inclined to increase their holdings until after the New Year, this always makes quiet markets for some time.

On the whole, we feel, as we have before expressed ourselves in these articles, that cheese will be wanted and that there is every prospect of higher prices ruling in the near future and, with any ordinary consumptive demand in Great Britain, there will be a shortage in the supplies before the new season's goods can come on the market.

Butter remains firm and unchanged, there will not be the usual quantity of butter made during the winter months, farmers are not feeding their cattle and let them run dry, which saves money for the farmers, as feed is unusually dear this year, and it gives the cattle a needed rest, which will do them good for the next season.

But the extent of supplies of butter now on hand and yet to be expected, is most difficult to estimate. Exports this season were not only short, but fairly large quantities of butter have been re-imported from Great Britain lately, these do not seem to figure in the receipts, as compiled by the Montreal Board of Trade, yet the goods come here and will be consumed here and while we can fairly well estimate the probable consumption, it is at present most difficult to say, whether there is likely to be a shortage or a surplus in supplies, on which the future prices will depend.

### PROVISION SITUATION.

The packers this week are paying \$5.90 to \$6.00 for hogs, f.o.b., at country points. It was not to be expected that deliveries would be large Christmas week, but they have been fair. The packers, however, look for large deliveries for some weeks to come. There are a good many hogs in the country, and they must come out. This week the packers expect nothing from the English market. They aim not to have any bacon arriving there Christmas week. This policy has made Canadian somewhat scarce on the other side, and as a result a cable to Park, Blackwell & Company, indicated that the market was just a little bit more steady. The immediate outlook for Canadian bacon is not very bright. All depends on Denmark and there hogs are very plentiful. Present prices in England for Canadian is several shillings below the packers' cost price. That means the packers here will try to get hogs down to a profitable basis.

In the domestic trade demand is very light, and will continue so for some weeks. Some do not look for a revival before the approach of navigation, but probably in February, the Canadian palate will again turn to hog products. Prices remain steady. Even if a packer shaded prices, he would not make sufficient sales to justify him, because of the lack of demand.

In the United States last week, wit-

nessed considerable activity in the option market for hog products, somebody having been manipulating those markets for an advance, but without much success, owing to free realizations of profits, on each advance, and the covering of only a moderate amount of shorts. The cause of the anxiety of shorts was continued, light receipts in December, which was expected to make up for November's light movement; and, although nobody seems able to explain the deficit to date in the season's packing, the general belief is that the hog supply of the country is large and that farmers are holding it back for feeding purposes, though the weight of hogs coming to market has been getting lighter, instead of heavier. The packers' position is mixed, some believing them short, while others think part of them are on the long side and part on the short side; and that the current demand for consumption has kept stocks so low that packers have been barely able to supply their cash trade. But prices are now so high that everybody seems afraid of the market, and Chicago dispatches are beginning to warn their customers that the market is getting to look "toppy." Cash prices have been but little affected by the moderate advance in futures, as trade is only of a hand to mouth order, few having confidence in the permanence of present high values, though stocks continue to decrease so far in December.

### PIGS SHORT IN ENGLAND.

Writing under the heading "Shortage of Pigs," P. B. Ball, Canadian commercial agent at Birmingham, says in the "Weekly Report" of the Department of Trade and Commerce:

"According to the returns of the Board of Agriculture there is a striking decline in the production of pigs in Great Britain. I have it from an authoritative source that at the annual meeting of a large firm in Birmingham this week handling pork, a loss of £540 was announced on the year's working, due entirely to the high price of hogs which had been dearer than at any period during the last sixteen years. They had killed 870 pigs less than last year, and yet they had cost £7,500 more.

"It was pointed out that there were 100,000 pigs less in England, Scotland and Wales than there were twelve months ago, and although Ireland showed an increase of 80,000, there was a shortage of 20,000 in the country.

"It was also stated that the company in 1903-04 killed 18,434 pigs which cost £77,500; in 1904-05 16,330 pigs costing £74,719, and last year 15,462 pigs costing £81,863.

"As Canadian bacon is now so favorably received in this country, there should be an excellent opportunity for increased pig raising and bacon curing."

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

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

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

**B ROOMS**  
**RUSHES**  
**ASKETS**

**WOODEN WARE** | **WILLOW WARE**

**Paper Bags** | **Twines**  
**Wrapping Paper**  
**Grocer's Sundries**

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

**WIN and HOLD**  
 Your Trade With  
**Clark's**  
**Canned**  
**Meats.**

Perfect in Preparation.

**PROVISION AND DAIRY MARKETS.**

**MONTREAL MARKETS.**

**PROVISIONS.**—Dealers report considerable movement in pork at the moment. Storekeepers are laying in stocks of this article as prices are now at as low an ebb as they are likely to go. Lumber camps also supply a great part of the demand, buying large quantities. Hams and bacons are slow, now that Christmas has passed. Excellent trade for the last week, is said to have been done in all lines. Good demand exists for pure lard. Compound is scarce, owing to difficulties of railway transportation.

Lard, pure tierces	0 12 1/2	0 12 1/2
" " 56-lb. tubs	0 12 1/2	0 12 1/2
" " 20-lb. pails, wood	0 12 1/2	0 12 1/2
" " cases, 10-lb. tins, 60 lbs. in case	0 12 1/2	0 12 1/2
" " 5-lb. "	0 12 1/2	0 12 1/2
" " 3-lb. "	0 12 1/2	0 12 1/2
Lard, compound tierces, per lb.	0 08 1/2	0 09
" " tubs	0 09	0 09 1/2
" " 20-lb. pails, wood	2 60	
" " 20-lb. pails, tin	1 90	
" " cases, 10-lb. tins, 60 lbs. in case	0 10 1/2	
" " 5-lb. "	0 10 1/2	
" " 3-lb. "	0 10 1/2	
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	
American short cut clear	21 00	
American fat back	23 00	23 50
Breakfast bacon, per lb	0 15	
Hams	0 13	0 14 1/2
Extra plate beef, per bbl	12 50	13 00

**BUTTER.**—There has been little change in the market since last week. Prices are firm and sales are very good.

Choicest creamery, salt, 56 lb. boxes	0 25 1/2	0 26
" " pound prints	0 26	0 26 1/2
Medium creamery	0 23	0 24
Western dairy	0 20	0 22 1/2
Large rolls	0 22	0 22 1/2

**CHEESE.**—Cheese is quiet but firm and unchanged prices.

Ontarios, September make	0 13	0 13 1/2
late make	0 12 1/2	0 13

**EGGS.**—Increased inquiry for eggs is reported this week. Prices generally are without change. The market is firm. In some quarters it is whispered that there will be a shortage before the end of the winter.

Fall selects, doz	0 24	0 25
Storage "	0 24	0 25
Storage, No. 1, doz	0 21	0 22
Pickled eggs	0 21	0 22

**POULTRY.**—There was good business done in poultry on Monday, but after that day there was not so much interest in the market although there is still New Years Day to come. Prices have bene well maintained.

Turkey, per lb	0 14	0 15
Chickens and fowls, per lb	0 08	0 09
Geese, per lb	0 10	0 11
Ducks, "		0 11

**HONEY.**—Honey is quiet at prices which are firm.

White clover comb honey	0 15	0 16
White clover, extracted tins	0 11	0 12
Buckwheat		0 10

**TORONTO.**

**PROVISIONS.**—The market for pork products is firm, and what slight changes are noticeable are upward. Some are asking more than last week's quotations for small shoulder hams, short cuts and lard, but supplies are still available at the old figures. Hind quarters and choice carcasses of beef are also firmer.

Long clear bacon, per lb.	0 11	0 11 1/2
Smoked breakfast bacon, per lb.	0 15	0 15 1/2
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15	0 15 1/2
Medium hams, per lb.	0 15	
Large hams, per lb.	0 13	
Shoulder hams, per lb.	0 11 1/2	0 11 1/2
Bacon, plain, per lb.	0 16	0 17
" " pea meal	0 16 1/2	0 17
Heavy mess pork, per bbl	22 00	20 00
Short cut, per bbl	22 00	24 00
Lard, tierces, per lb.		0 12
" " tubs		0 12 1/2
" " pails		0 12 1/2
" " compounds, per lb.	0 09	0 10
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	7 00	8 00
" " front quarters	5 00	6 00
" " choice carcasses	6 50	7 25
" " common	4 00	5 00
Mutton	0 07	0 08
Lamb	0 10	0 11
Hogs, street lots	8 00	8 50
Veal	0 09	0 10

**BUTTER.**—The market for choice lines is firm, but butter of indifferent quality seems to be in rather over supply. For a few choice makes of creamery prints, 29 cents is obtainable, but quite as good butter though not so well known, is going at 28 cents. The spread for quality is as much as 3 cents. Dairy butter continues pretty plentiful.

Creamery prints	Per lb.	0 27	0 28
solids, fresh		0 26	0 26
Dairy prints, choice		0 24	0 25
" " ordinary		0 22	0 23
" " rolls, large choice		0 21	0 22
" " tubs, choice		0 21	0 22
Baker's butter		0 19	0 20

**EGGS.**—As yet, at any rate, there is not any softening tone noticed in the egg market. Stocks are still believed to be limited, and practically no new laid eggs are arriving. Prices are very firm.

Eggs (strictly new laid)	0 35	0 40
selects	0 26	
" " fresh	0 23	
" " pickled	0 21	0 22
" " splits		0 18

**CHEESE.**—Higher prices than were quoted last week are being obtained for good September makes. The market is quiet and demand only fair.

Cheese, large	Per lb.	0 13 1/2	0 14
" " twins		0 14	0 14 1/2

**HONEY.**—Prices are unchanged.

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

**FOWL.**—After some weeks of low prices, the poultry market firmed up for Christmas, and there was a good strong market. There is plenty of fowl in the country, but the outlook for low prices was not encouraging to the farmers, and they have not marketed their stock. Many country dealers, too, have been paying high prices and holding back their stock. Saturday, as high as 16c.

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*Ask Your Wholesaler to  
Tell You About*

# Wagstaffe's

**Jams, Marmalades, Sealed Fruit in Glass  
and Mince Meat**

*Made for 17 years in Manchester, Eng.  
Now made in Canada.*


Always guaranteed to be right.  
Absolutely free from adulteration.  
All pails gold lined.

WRITE FOR PRICE LIST AND QUANTITIES

## Wagstaffe, Limited

HAMILTON, ONT.

**REINDEER**  
with milk and sugar  
**COFFEE**



**Ready to Use**

**Selling Points**

A cup of excellent Coffee is prepared by simply adding boiling water. There is no waste—Take from the tin just what is needed for a cup. The coffee can remain in the tin and be used from it as required. It will keep till the whole is used.

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

## EXPORT TRADE DEPARTMENT

*Firms Abroad Open for Canadian Business*

<p><b>W. C. GREGSON &amp; CO.,</b> PROVISIONS      POULTRY CEREALS LIVERPOOL, Produce Exchange Bldg.</p> <p style="text-align: center;">This space \$15.00 per year.</p> <p><b>JAMES MARSHALL</b> ABERDEEN, SCOTLAND. invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds</p> <p><b>HENRY COLBECK</b> NEWCASTLE-upon-TYNE. invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.</p> <p>Cable Address "RAPP, LIVERPOOL" <b>HERMAN RAPP &amp; CO.</b> Provision Merchants. 19 MATHEW STREET, LIVERPOOL. Liberal advances on consignments.</p>	<p><b>JAMES METHVEN, SON &amp; CO.</b> St. George's House EASTCHEAP, LONDON, ENG. Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited</p> <p><b>DAVID SCOTT &amp; CO.</b> Est. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipment of <b>CANNED GOODS.</b> T. A.—Scottish, Liverpool.</p> <p><b>A. C. DOUGHTY &amp; CO.</b> Head Office, 39 Eastcheap, LONDON. PROVISION IMPORTERS Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A. B. C. 4th and 5th editions. A1, Western Union. Highest References.</p> <p style="text-align: center;">This space \$15.00 per year.</p>
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**P. & F. Vincentelli** Makers and Exporters of Candied Peels.  
Daily capacity of our plant: ten thousand lbs  
Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.  
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.  
Best attendance on consignments. HIGHEST BANK REFERENCES.

THE  
**Manitoba Canning Co. Ltd.**

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

CALL or SEND for samples to  
**NICHOLSON & BAIN,**  
**WINNIPEG,**

and compare our goods with other brands.

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

THE CANADIAN GROCER

was paid for very choice young turkeys, and more could have been got on Monday. It is expected prices will be maintained for a while at least, but there is no certainty about it.

Live Weight.	
Old fowl.....	0 05 0 06
Ducks.....	0 07 0 08
Young chickens.....	0 07 0 08
Dressed weight.	
Old fowl.....	0 05 0 07
Ducks.....	0 09 0 10
Young chickens.....	0 08 0 09
Geese.....	0 10 0 11
Young turkey.....	0 13 0 15
Old turkey.....	0 11

WINNIPEG MARKETS.

BUTTER.—Creamery is quoted at following prices:—

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

CHEESE—

Manioba, large.....	0 14 1/2
Ontario.....	0 15

LARD—

Tierce cases, per lb.....	0 12 1/2
Small packages take the following advance:	
50-lb. tin cans, per lb.....	0 00 1/2
20-lb. tin pails, in 80-lb. cases, per lb.....	0 00 1/2
10-lb. " in 60-lb. ".....	0 00 1/2
5-lb. " " ".....	0 00 1/2
3-lb. " " ".....	0 01
20-lb. net white wood pails, per lb.....	0 00 1/2

CURED MEATS—

Hams, selected stock, special mid cure.....	0 17 1/2
Bacon, " " ".....	0 22 1/2
Backs, " " ".....	0 18 1/2
Hams, light, 10 to 12 average.....	0 16 1/2
" medium 14 to 16 average.....	0 16 1/2
" heavy, 20 to 30 for slicing.....	0 17
" heavy, skinned 2 to 30 for slicing.....	0 13 1/2
Picnic hams light, choice, 6 to 8.....	0 11
Shoulders light, choice.....	0 11
Breakfast bacon, clear, bellies, light, 8 to 10.....	17 1/2
" clear bellies 12 to 14.....	17
Clear backs, b bacon light.....	16
" b bacon 12 to 14.....	15 1/2
Spiced rolls, long if in stock.....	0 17
" short.....	0 14
Dried beef ham, sets.....	0 12
Smoked hams boned and rolled, 2s. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 13 1/2
" " " smoked.....	0 13 1/2
" " " boneless backs.....	0 14 1/2
Shoulders " " ".....	0 12

BARREL PORK.

Heavy mess pork, boneless, per bbl.....	24 00
Standard mess pork, per bbl.....	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet.....	4 50	2 30	1 20
Pig's tongues.....	14 50	7 50	3 00
Boneless hocks.....	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.....	0 04		
hocks.....	0 05		

ST. JOHN, N.B.

Business is quiet. Barrel pork is still held at full prices. Beef is unchanged at full figures. Stocks are very light. Pure lard continues high. Market quite well supplied with Ontario stock. There is practically no refined compound offered. Market has been bare for a month. The Christmas market has been well supplied with fresh beef. Both Ontario and Domestic has been firmer, because of special grades offered. Mutton lamb held at full prices. Veal very scarce. Pork slightly easier. In poultry, turkeys were lower than for the past few years. Market was further affected by soft weather just before Christmas. Geese, chickens and particularly ducks held firm.

Mess pork, per bbl.....	\$22 00	\$23 50
Clear pork, ".....	23 01	23 00
Plate beef, ".....	13 50	14 50
Domestic beef, per lb.....	0 05	0 07 1/2
Western beef, ".....	0 08	0 09
Mutton, ".....	0 05 1/2	0 06 1/2
Veal, ".....	0 07	0 08
Lamb, ".....	0 07	0 10
Fork, ".....	0 09	0 09 1/2
Hams, ".....	0 14	0 16
Rolls, ".....	0 12 1/2	0 14

Lard, pure, tubs, ".....	0 13	0 13 1/2
" pails, ".....	0 13 1/2	0 14
Refined lard, tubs.....	0 10	0 10 1/2
" pails.....	0 10 1/2	0 11 1/2
BUTTER.—Full prices are asked.		
Fair supplies.		
Creamery butter.....	0 23	0 23
Best dairy butter.....	0 24	0 28
Good dairy tubs.....	0 21	0 24

EGGS.—Prices unchanged. Strictly fresh bring fancy price.

Eggs, strictly fresh.....	0 35	0 40
fresh.....	0 24	0 25

CHEESE.—Prices rather easier.

Cheese, per lb.....	0 14	0 15
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NAP. G. KIROUAC & CO., QUEBEC  
Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

GRANOSE FLAKES

are a delightfully crisp and appetizing breakfast food. They retail in large cartons at 15 cents. Our advertising has introduced them into thousands of homes in Canada. Once tried the consumer will not do without them?

If you have not got them in stock write to  
The Battle Creek Health Food Company,  
Limited  
Canadian Factory and Office, LONDON, ONT.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand  
Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS.  
FLOUR MILLS

Oak Lake, Man., Canada

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

They're the people and that's the place to get your Barley.

ORDER  
AT  
ONCE

CORONET ROLLED OATS

Bulk Only

Quick Shipment

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

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



# Both Quality and Profit

## In Our Big Three

That's what **you** get, Mr. Grocer, when you carry a good supply of **McIntosh's Big Three**.

The **Quality** is there—the people knowing that, boost the demand.

The **Profit** is there, direct and indirect—the dealer knowing that, features McIntosh's cereals all the time.

**"Swiss Food"** has held the market for twenty years. Its enormous sale is sufficient evidence of its purity and strength-giving qualities.

**"Beaver Oats"** have been awarded the verdict of **"proven superiority."** A Big premium goes with this brand.

**"McIntosh's Crown Brand Rolled Oats"** fairly won and fairly holds first place in Quality—Bulk— and Price.

**P. McINTOSH & SON - Toronto, Canada**

## THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the baking, and with good profits in retailing.

This is the standard maintained in

## PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers and Household Use.

**Western Canada Flour Mills Co., LIMITED**



Mills at  
**WINNIPEG, GODERICH and BRANDON**

Toronto Office :  
Long Distance Phone Main 6060

Phone in your Orders at our expense

## We Want You To Try It

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

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

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

Order direct or from our nearest agent.

**THE ALEXANDER MILLING CO. LIMITED**  
**BRANDON, MAN.**

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



# Caillers'

GENUINE  
SWISS MILK  
CHOCOLATE

(Produced in Switzerland)

The best product of the famous Gruyere Valley in Switzerland is brought to your customers in **Caillers' Swiss Milk Chocolate**. As a healthy food, a nourishing confection, you can offer nothing better to your trade. You can want nothing better for there IS nothing better.

General Agent for Canada

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

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,  
Cake Icings,  
Cream Bars, and  
Cowan's famous Milk  
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED**  
**TORONTO**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Merit is the true selling gauge of goods---

It is this undisputed merit in

## MOTT'S BRANDS OF Chocolate

that has made

"Diamond" and "Elite" brands

the favorite for over a quarter  
of a century in every store and  
home in Canada.

For sale by all jobbers.

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

SELLING AGENTS:

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

"From golden grain to package form, no human hand touches"

## CANADA FLAKES



That, Mr. Grocer, is why Canada Flakes is particularly clean.

This automatic machinery also insures a product of unvarying quality.

In crispness of flakes, and flavor, no food compares with Canada Flakes; and the housewives (the buyers) know it.

That is why Canada Flakes is popular and sells so well.

In every HOUSEHOLD 25c. size a beautiful china plate or other china tableware is enclosed.  
Buy Household Canada Flakes.

# "Health" COCOA



Trade Mark

— IS —  
**Absolutely Pure**

It is the right article to stock, being

**RIGHT IN QUALITY  
RIGHT IN PRICE  
RIGHT IN PROFIT**

SOLE MANUFACTURERS:

**Hy. Thorne & Co., Limited**  
THE COCOA WORKS  
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:  
**GREEN & CO., 25 Front St. East, TORONTO**

# WEBB'S CHOCOLATES

High-class goods for  
High-class grocers.

The largest and finest line of packages  
and Christmas novelties in the Dominion.

**The HARRY WEBB CO., Limited**

31-35 Buchanan St., Toronto

# Begin Well

If you are going to make  
a success of your business in  
1907 you must start the year  
well.

The first step in this direc-  
tion is to

## See to Your Stocks

If they are low they should at  
once be replenished.

Our lines are now all com-  
plete, and we can fill orders  
immediately upon receipt of  
your commands.

Information for the asking.

**C. A. Chouillou & Co.**

14 PLACE ROYALE  
MONTREAL



The purity of the Lowney products will  
never be questioned by Pure Food Officials.  
There are no preservatives, substitutes, adul-  
terants or dyes in the Lowney goods. Dealers  
find safety, satisfaction and a fair profit in  
selling them.

**THE WALTER M. LOWNEY CO. of Canada, Limited**

165 William St., - - - MONTREAL, CAN.

A farmer  
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## AN OLD, OLD STORY.

A farmer was telling his wife one day,  
 "I need a new plow but I don't want to pay  
 Such a big price as they ask me uptown,  
 Even if I can buy with all the cash down.  
 Of course, I am sure that the plow is all  
 right,  
 But the profits they make are clean out  
 o' sight,  
 For plows don't cost much—just iron  
 and wood,  
 An' a cheap one'll do me, I believe it's  
 as good."  
 He read "ads" in the papers and big  
 magazines  
 Of cheap pianos and sewing machines,  
 And of one plow guaranteed for twenty-  
 five years.  
 Said he to his wife, "Now, that plow  
 appears  
 To be jest what I want 'nd I guess I'll  
 try  
 To scrape up some money and send off  
 and buy  
 And learn the agents that sell in this  
 town  
 That in selling to me they must cut the  
 price down."  
 He sent off his money. The plow came  
 all right.  
 It was nicked, painted and polished up  
 bright,  
 With a big guarantee about eight inches  
 square,

That guaranteed everything except wear  
 and tear.  
 He felt quite elated. He had saved half  
 the price,  
 And had a new plow that was uncom-  
 monly nice.  
 He hitched up his team and drove out  
 on the farm,  
 And started to plow—and the day being  
 warm,  
 Drove slowly around—then "clucked"  
 to his team,  
 Which gave a quick start and—snap!  
 went the beam.  
 The traces fell down and the team ran  
 away,  
 There was plenty doin' the rest of that  
 day.  
 He got things together along toward  
 night,  
 And when he got through he sat down  
 to write.  
 He explained all the trouble and suggest-  
 ed just how  
 With a few minor changes they could  
 make a good plow.  
 They replied by a letter that said they  
 thought  
 His "team was too strong," and he  
 ought to have bought  
 "A much stronger plow" — the one  
 they'd recommend  
 Was a different style; they'd be delight-  
 ed to send  
 "For cash with the order," or, if he  
 wished, "C.O.D."

But they "would have to decline to send  
 a beam free."  
 Then he took that poor plow and chop-  
 ped it up fine,  
 And swore by the Prophet that he  
 would decline  
 To buy anything more that he couldn't  
 see,  
 Just because it was cheap and had a big  
 guarantee  
 And he said to his wife: "I aint got so  
 much cash—  
 B'gosh! but I know more, and I won't  
 be so rash.  
 And now when I buy a tool or machine  
 I won't look at a paper or a big maga-  
 zine,  
 But go right to my dealer and I won't  
 have to say,  
 I've been swindled by sharpers, as I  
 have to-day."

## EARTHENWARE TRUST.

An earthenware trust has been form-  
 ed in Austria. It includes 12 factories  
 and among them are: Wienerberger Zie-  
 gelfabrik, Florisdorfer Tonwarenfabrik,  
 Lederer & Nessenyi, Erste Schattauer  
 Tonwarenfabrik, Westboemische Kaolin  
 and Chamottewerke, Karlsbader Kaolin-  
 industriengesellschaft and the Kaolin-  
 werke Aktiengesellschaft in Zettlitz near  
 Carlsbad.

# 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



### Money Getters

Peanut, Popcorn and Com-  
 bination Machines. Great  
 variety on easy terms  
 Catalog free.

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

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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

## A List of People who Eat Nicholson's Mince Meat

would be easy to get and  
 be big in size.  
 The proof is in the eating.

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



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

The Genuine  
**HOLBROOK'S**  
WORCESTERSHIRE  
SAUCE

Acknowledged  
Sauce of

the Premier  
the World



**Holbrooks Limited**

Canadian Branch:

28 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

**A FRENZY OF JUSTICE.**

One more unfortunate,  
Greedy for cash,  
Gambler importunate,  
Roguishly rash;  
Guilty of robbery,  
Slick in his jobbery,  
High in his snobbery—  
Lord, what a crash!

See the immutable  
Proof of his gain,  
Watch his inscrutable  
Look of disdain!  
Scorning the judges,  
He never budges,  
Saying, "Two fudges!"  
You give me a pain!"

Picture his palaces,  
Write up his wealth,  
Air all his fallacies,  
Tell of his stealth—  
Scorning the masses,  
Calling them asses,  
Taking his passes,  
He travels for health.

Lawyers, investigate  
How it was done;  
Experts, you estimate  
Where the sums run;  
Witnesses, hurry  
All in a flurry  
Trying to worry  
The man with the "mon."

Chuck out his brother,  
Fire his aunt,  
Leave not another  
Cousinly "plant"—  
Write a report on him,  
Roughly cavort on him,  
Get in some sport on him,  
Curse him and rant!

Let the whole city-full  
Know of his game,  
No one be pitiful  
Tho' he talks tame;  
Cry out for lawfulness,  
Weep for his awfulness,  
Frown at his flawfulness,  
Mash him with blame!

Then, don't indict him,  
Call him not slob,  
Don't even fright him  
Turning a knob;  
Try to placate him,  
Dare not to hate him—  
Just legislate him  
Out of his job.

Take him out tenderly,  
Oust him with care,  
Honored so slenderly,  
Rich and so fair?  
Praise with intensity  
Money's immorality  
Graft's a propensity  
Many men share!

JHON HAY, Jr.,  
in N.Y. Commercial.

**THE GROCER IN INDIA.**

An advertisement of the Edwardsburg Starch Co., in The Canadian Grocer brought last month an inquiry from an East Indian merchant, M. S. Muftee, Tadian (Kadian) Dist., Gurdaspur, for a sample of Crown brand Table Syrup. The far-reaching influence of The Canadian Grocer is one of its most valuable features to advertisers.

**The  
Beginner**

Have you just opened  
a grocery store?

Have you been clerk-  
ing and are thinking  
of opening a grocery  
store?

If so, be sure to stock  
reliable soda biscuits  
like



They are the grocer's  
helpmate. Remember  
the name—

**Perfection  
Cream Sodas**

**THE Mooney  
Biscuit & Candy  
Company,**

LIMITED,

Stratford, - Canada.

**AFTER  
SIXTY  
YEARS**

A New  
Form of  
**COX'S  
GELATINE**  
is



**COX'S  
INSTANT POWDERED  
GELATINE**

dissolves instantly in hot water. No soaking re-  
quired. First in solubility, strength and purity.

Canadian Agents:  
C. E. Colson & Son, Montreal  
D. Masson & Co., "  
A. P. Tippet & Co., "  
**J. & G. COX,**  
Ltd.  
**Gorgie Mills,**  
**EDINBURGH**

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**WHAT "GROCER" MEANS.**

Not the least surprising discovery an Englishman of the Plantagenet period would make, if he could visit the grocers' exhibit at the Agricultural Hall, would be that there is such a person as a "retail grocer." A retail grocer is as impossible, according to strict etymology, as a "weekly journal," since a "grocer," or "grosser," as it used to be spelled, is really a trader "in gross"—that is to say, in large quantities, wholesale. Our ancestors spoke of "grossers of fish" and "grossers of wine," and an Act of Edward III. expressly mentions that "grossers" dealt in all manner of goods. In those days "spicer" was the word for "grocer," in the modern sense. But it happened that the Grocers' Company, founded in the fourteenth century, specialized in spicery, and so "grocer" gradually took the place of "spicer."—London Chronicle.

**A CHRISTMAS REMINDER.**

Rev. Father A. E. Burke, the familiar delegate to the Annual Convention of the Maritime Board of Trade, who has been a member of the Prince Edward Island contingent for years, remembered the MacLean Company's special representative this year, by a quantity souvenir, in the form of a post card, on which was a life sized photograph of the priest-delegate, surrounded by suitable holly border in tint of green.

The "Best Christmas Wishes" extended are cordially reciprocated with Father Burke.

**FROM CALGARY, ALTA.**

T. T. Weir, managing director of the Standard Soap Co., Calgary, Alta., was at the King Edward, Toronto, last week. Business in their lines is reported good and their new lines of toilet soaps are meeting with good demand. The coming year is looked forward to as one in which the capacity of their works will be tested to the full.

**COLORING ELECTRIC LIGHT BULBS.**

First mix the white of one egg, previously beaten to a frosting, and one pint of soft water. Strain through a very fine sieve, and make sure that no bubbles remain on the surface of the liquid. The globe should be carefully cleaned and polished, and then dipped into the mixture and hung up on a string to dry. After about half an hour they should be dipped the second time, to insure a perfect coating. When perfectly dry they are ready to be colored. For this, dissolve ten to thirty grains, according to the density of color desired, of any powdered dye in four ounces of collodion. Dip the globes in this and hang up to dry. If not dark enough, after about six hours, when they are dry, dip again. This coating will never crack or peel off. The best container for mixing the fluid is a baking powder or similar can, just a little larger around than the globe. This requires less of the mixture to make enough to cover the globe.

**1906-1907**

May the good things of the New Year come to you and yours in great abundance.

—and may our personal and business relations with each other continue as happy and agreeable as in the past.

Yours Faithfully,

**T. H. Estabrooks,**

**3 Wellington St. East,**

**TORONTO**

**Geo. H. Campbell,  
Manager**

**RED ROSE TEA**

**"is good tea."**

# FRUITS, VEGETABLES AND FISH

Oranges Still in Good Demand, With Supplies Not Yet Improved—Holiday Vegetables Selling Well—Pricies Show Little Change.

Quotations on fruits, vegetables and fish are almost without change. The holiday vegetable trade began towards the end of last week, and a splendid business is being done. The fruit trade continues exceptional; it is stated that the Toronto orange market, for example, has been entirely cleaned out by the demand, and good enquiries from outside points continue, Mexicans especially being desired. November-cut lemons are also in good demand. It is understood that all free goods under the new tariff are being delivered without question, and that no packages are being held for examination.

## MONTREAL.

GREEN FRUITS.—Activity in green fruits is considerable as there is still the New Year trade to cater to. Bananas are selling wonderfully well. Dealers say never has there been such a lot sold. Oranges are going like hot cakes and tangerines, manderines, lemons and grape fruits are all in good demand. Prices are very well maintained.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 50	
" jumbos	2 0	
Cocoanuts, per bag of 100	4 25	
Pineapples, crate	0 20	
Kumquats, box	1 00	
Manderines, box	2 50	
Tangerines, half box	2 50	3 00
Egg plant, doz	3 50	5 00
Apples, bbl	3 25	
New lemons	2 75	
Pears per half box	2 85	
Mexican oranges, box	4 50	
Cal fornia oranges, new navels	3 50	
Jamaica oranges, per bbl	2 65	
Jamaica oranges, per box	3 00	3 25
Florida oranges, box	0 08	0 13
New figs, per lb	10 50	12 00
Cranberries, Cape Cod, per bbl	8 00	
" Canadian, bbl	3 50	4 00
Florida grape fruit, box	3 75	4 00
Jamaica grape fruit, box	2 50	6 00
Almeria grapes, per bbl		

VEGETABLES—An easier feeling in prices is noticeable this week. Cucumbers are not offering at such extremely high figures as were quoted last week, 50c. to \$2.25 being the ruling quotations. Spinach is now quoted \$3.50 a barrel, while tomatoes are also lower. Business is slow.

Parsley, per doz bunches	0 75	
Sage, per doz	0 60	
Savory, per doz	0 75	
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate	2 25	
Turnips, bag	0 75	
Water cress, large bun hes, per doz	0 75	
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	0 75	
California celery, crate	6 00	
Endives, lb	0 20	
Spinach, per bbl	3 50	
Cucumbers, per doz	50	2 25
Celery, per doz	0 25	0 30
Potatoes, per bag	0 99	
Jersey sweet potatoes, basket	2 00	
Spanish onions, crate	2 50	
" 56 lb cases	0 95	
Red onions, bbl	3 50	
B-ets bag	0 75	
Carrots, bag	0 90	1 00
Wax beans, per basket	5 00	
Green beans	5 00	
Mushrooms, lb	1 00	1 25
Horseradish, lb	0 10	

FISH—Trade in fish was very good during the advent season but fell off with its close. At present there is not very much business being transacted. Cod and haddock are in good supply, and quotations are a little lower this week. Haddies are also low. Yarmouth bloaters continue to arrive in good quantities, but kippers are scarce. Good sales of oysters, for which there is a

large demand, are reported. The bulk article is very scarce.

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

## TORONTO.

FRUIT.—Last quotations hold in all lines for this week's trade. The holiday trade continues good, but orange supplies are short.

Oranges, Jamaicas, per bbl	5 70	
" " per box	2 50	2 75
" Florida, 126s-216s	3 00	
" Mexican, 126s-216s	2 35	3 55
" Tangerines, half box	3 05	
" Valencia, 420's and 714's	4 50	5 7
" navels, 93's, 300's	3 00	3 05 73
Grape fruit, 46's 80's	3 50	73
Lemons, California, boxes	5 00	5 25
" Messinas, 300's-360's	3 00	3 25
Limes, per crate		5 00
Pineapples, Florida, 30s and 24s		5 00
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" King's	2 10	3 00
Bananas, per bunch	1 75	2 25
Red bananas per bunch		3 50
Grapes, Almeria, per barrel	6 50	7 00
Chestnuts, per peck, \$1.50 to \$1.75 per bush	5 50	6 00
Cranberries, per barrel	8 50	11 50
" crate	3 50	4 00
Holly, per case	4 00	4 25
" wreaths, per doz	1 25	1 75
Mistletoe, per lb	0 25	
Evergreen wreathing, per yard	0 02	

VEGETABLES.—No alteration is made in this week's prices. A brisk holiday trade is now in progress.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario	0 75	
Sweet potatoes, per barrel, 10 pks	2 25	2 75
" per basket	2 50	2 75
Onions, Spanish, per large case	0 50	0 75
" " small case	0 50	0 75
" Yellow Danvers, bags	1 10	1 15
" Canadian, per bag	1 10	
Cabbage, new Canadian, per bbl	1 25	
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz bunches	0 30	0 40
Lettuce, Boston, large, per doz heads	0 90	1 00
Green onions, per doz	0 20	
Radishes, Canadian round, per doz	0 60	
Cucumbers, hot house, per doz	1 75	
Mushrooms, imported, 1-lb. boxes, per lb	1 00	
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush	1 65	
" Lima, per lb	0 06	0 06 1/2
Watercress, per doz bunches	0 25	
Tomatoes, California, per crate	2 75	
Peppers, per basket		

Pleased to say we closed out all stock before Christmas.

HAVE ARRIVING THIS WEEK:

- 2 Cars Floridas
- 2 " Mexicans
- 2 " Washington Navels
- 2 " Lemons

Full lines of

Nuts, Figs, Dates and Pineapples



TORONTO

## DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO. INGERSOLL ESTABLISHED 1886

# BASKETS

We make them in all shapes and sizes. We have

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

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

THE ...

Oakville Basket Co. Oakville, Ont.

The Can

Parsley, per Turnips, per Mint, per Celery, ...

Squash per Vegetable n Looks, per Pumpkins, Citrons, per Parsnips, pe Sage, savory Oyster plant Artichokes,

FISH. tically satisfact supply.

Fresh halib Haddock, fr Fresh cod, p Fresh lobate Shrimps, pe Whitefish, 1 Salmon trou Oisocoes, per Striped bass Blue fish, pe Fresh mackl Home cured Eastern salr Finnan hadd Oysters, per Labrador he

Frozen Halil Sea herring, Pink Sa m Red Fancy Mani Smel's No. " extra Lake Superic

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**WHOLESALE GROCERS' DIRECTORY, 1907.**

We just received copy Thackers Red Book for 1907. It contains the names of every exclusive wholesale grocer in the United States (2,591 names) and is right up to date. It is a matter of surprise to note the number of changes in the 1907 edition as compared with that of 1906, some 327 changes in all. This is the only reliable grocers' directory for manufacturers and salesmen as a reference and mailing list. Price \$1.00 per copy from Orrin Thacker, Columbus, O.

**ON MONTREAL'S HARBOR BOARD.**

L. E. Geoffrion, manager of L. Chaput Fils & Cie, Montreal, has been chosen by the Government as one of the members of the new Harbor Board in Montreal. The other members are G. W. Stephens, M.L.A., chairman, and C. C. Ballantyne. Mr. Geoffrion is receiving the congratulations of his many friends who feel that, with his experience, behind him he will make a success of his work on the Board.

**A GOOD AD.**

A booklet of interesting views of the city of Saskatoon reaches the Grocer with the compliments of James Clinkskill. Hotels, schools and impor-

tant businessblocks are shown and facts and figures contained in the brochure show that four years ago Saskatoon was a village of 100 people, while now it has 5,000 inhabitants; that it is the hub of the hard wheat belt, the railway centre of Western Canada, and will shortly become the commercial metropolis of that part of the Dominion.

**GAVE HIMSELF AWAY.**

Five young men went into a shop the other day to buy a hat each.

Seeing that they were in a joking mood, the shopman said, "Are you married?"

They said, "Yes."

"Then I'll give a hat to the one who can truthfully say he has not kissed any other woman but his own wife since he was married."

"Hand over a hat," said one of the party, "I've won it."

"When were you married?"

"Yesterday," was the reply, and the hat was handed over.

One of the others was laughing heartily, whilst telling his wife the joke, but suddenly pulled up when she said:

"I say, John, how was it you didn't bring one?"

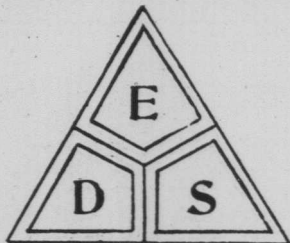
**J.V DE YBARRONDO & CO**  
 Successors to James Violett & Co  
 IMPERIAL PLUMS IN BOTTLES

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

**BORDEAUX FRANCE**

Shippers Also of

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



**THE GROCER** trying to reach the port of success without a good supply of

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

is in about the same position as a mariner trying to cross the Atlantic in an open boat. He may get there—but success is too dear at the price.

**"E.D.S." BRAND JAMS AND JELLIES** are delicious, pure and wholesome. Particular house-keepers always demand them. Mothers, who know, will have no others.

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

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



**We Would Like to See you order our**

**Pure Apple Cider**

We know you can with great ease retail it.

Write for proposition.

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

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

**T. F. SMITH & CO.**

**LOBSTER PACKERS HALIFAX, N.S.**

Shippers of **Live, Boiled and Canned Lobsters and Dry and Pickled Fish**

**CANNERS' SUPPLIES**

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

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

CORRESPONDENCE SOLICITED

**SHIP TO US**

We pay highest market prices for

**DRIED APPLES**

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

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

Packers and Exporters

**7 and 9 Market Street, HAMILTON**

**W.S. LOGGIE CO., LIMITED CHATHAM, N.B.**

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

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

Packers of

Celebrated

"Halifax"

"Acadia"

"Bluenose"

Brands of

Prepared

Boneless

Codfish



**Packed in  
clean original  
packages.**

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

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

SEND FOR PRICE LIST

**ATLANTIC FISH COMPANIES, Limited**

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

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

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

Branch Offices  
Halifax, N.S.  
Montreal  
Winnipeg

**—SCOTIA BRAND—**

**BONELESS CODFISH**

2-lb. Wooden Boxes, 12 to a crate

**SCOTIA TABLETS**

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

**—H. F. CO.—**

1-lb. wooden boxes 24 to crate

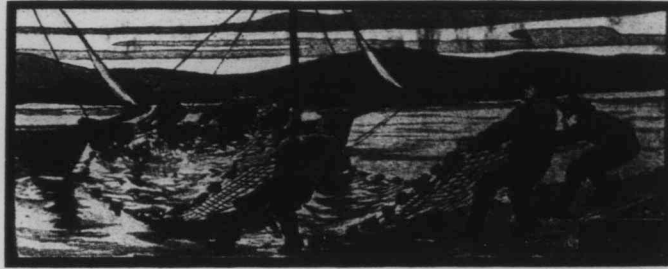
*Purest Atlantic Codfish and absolutely boneless*

PACKED BY

**HALIFAX FISH CO.**

LIMITED

**HALIFAX, - - N.S.**



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 Page No. 26  
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**ALL KINDS OF FISH**

ready for immediate shipment and at prices that won't interfere with your buying. We're in better shape this season than ever before to discount the market on values and give prompt service.

**The F. T. JAMES CO., Limited**

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street

Toronto

Shipments Now Arriving

NEW PACK

**Horse Shoe Salmon**



Secure Supplies

While Obtainable

**J. H. Todd & Sons**

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from  
 Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.  
 W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.  
 Bedlington & Fisher, Edmonton and Calgary

**DELICIOUS KIPPERED HERRING**

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

Ask your Wholesale Grocer for the

**"BRUNSWICK BRAND"**

**KIPPERED HERRING**

ALSO

**FINNAN HADDIES**

PACKED BY

**Connors Bros., Limited**

Black's Harbour, N. B.

# FISH AND OYSTERS

*Fresh Frozen Sea Herring, New Cured Haddies  
Choice Yarmouth Bloaters, "Standard" and "Select" Bulk Oysters  
Malpeque Oysters in barrels.*

**ALL KINDS OF FRESH, SALTED, SMOKED AND PREPARED FISH**

PRICE LISTS MAILED ON REQUEST

**LEONARD BROS.,** 20, 22, 24 and 26 Youville Square, Montreal  
LONG DISTANCE TELEPHONES. **WHOLESALE FISH DEALERS**  
P. O. BOX 639.



## SKIPPER SARDINES

We wish we could take you to the fjord surrounding the little fishing town of Stavenger in Norway, and let you watch the boats come in and see them pour the silvery bushels of tiny fish into the hands of the packers. We would like you to see the care with which they are prepared for millions of dainty meals in most of the well-known countries of the world.

**SKIPPER SARDINES** are carefully cured the same day as they are brought from the fjord, and after being spiced by a special process which gives them that distinctive, enticing, nutty flavor by which **Skipper Sardines** have always been known, they are

packed at once in first-grade Olive Oil. This is why the public continues in even greater numbers to **"ASK GENTLY BUT FIRMLY"** for **Skipper Sardines**.



If you would like to learn more about Skipper Sardines send along your name and address and we will forward a tin free of charge, so that the Skipper claim may be investigated.

Sole Canadian Agents

**The WEE MacGREGOR CO.**  
TORONTO

## DO YOU CONSIGN?

**GIVE WATSON, BOYD & CO. A TRIAL**  
TRINIDAD, B.W.I.

*Best Results Obtained*

*Prompt Returns*

*Enquiries Solicited*

*All Codes Used*

*Cable Address: BOYD, TRINIDAD*

**LONDON AND NEW YORK: FRAME & CO.**

## CIGARS BUILD TRADE—IF

they are carefully selected? The grocer who slights his cigar counter is pursuing a shortsighted business policy. Carry the cigars that give satisfaction to "HER" husband and it's about certain that "SHE" will shop a lot at your store.

### PEBBLE AND PHARAOH

CLINCH a paying trade because they satisfy the discriminating smoker. There certainly is joy in a good cigar and there's peace besides in a Pebble and a Pharaoh. Smokers declare that these two cigars are unrivalled.

If you don't know THE PAYNE PLAN you ought to.

*Send us a Postcard for particulars.*

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

## T. & B.

The tobacco that satisfies the man who pays the bills.

When you've said that about **T. & B.** there's not much more to add—except the reasons why.

Well, **T. & B.** is cool, pleasant fragrant—the smoke with a solace to it—the tobacco pipe-lovers insist on. The demand for **T. & B.** is increasing daily.

Can you meet that demand?

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

HAMILTON, CANADA

### HOW TO

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**HOW TO WAIT ON A CUSTOMER.**

A salesman or clerk never becomes profitable, and is invariably a loss and expense to his employer, until he has learned how to properly wait on a customer. For this reason an article on this subject from the Boot and Shoe Recorder can be read with a great deal of interest. What is said herein is the result of years of experience and observation on the part of the writer.

To properly wait on a customer one must first of all be interested in his merchandise and its owner, be ever ready to greet the approach of a patron and in doing so avoid any form of familiarity even though the person in question be an acquaintance or friend. A mild form of dignity is the keynote to quick confidence in business. This much done, ascertain in as quiet a way as possible the wants of your visitor, without comment or further conversation. Proceed as quietly as possible to get exactly (or as near as you have) what was requested, and at this point is offered the first opportunity for a display of salesmanship.

It is here the clerk can suggest the economy of better priced goods of similar style, or the more perfect suitability of other shapes, size or kind. In offering suggestions of this or other kinds, it is well to add as much strength to same as possible by comparison. If you haven't got the goods desired, do not try to palm off or substitute. Be frank. Admit the fact, and seem to be surprised and disappointed that you should not have just what is requested. Offer some suitable goods instead thereof.

Under no circumstances should the clerk condemn or criticize the merchandise he did not happen to have, or the maker of the same. In offering goods of any kind it is well to point out this, that or the other advantage, and under no condition must one contradict or argue with a customer or prospective buyer. Always bear in mind the adage, "Convince a man against his will, he's of the same opinion still." A sale pleasantly and properly made is the first step toward the clerk's success. This done, the clerk should suggest the possible need of this, that or the other in other departments. Offer any facilities you may have at your disposal, by way of delivery, transfer, etc.

Never promise anything that your house will not afford; very often a clerk's ambition to do this has ended in dispute and dissatisfaction, which costs the employer cash and customers. The clerk also finds the customer who is in this way disappointed harder to deal with and satisfy forever after.

Avoid as much as possible special orders. The clerk who sells \$50 worth of stock is more valuable to the merchant than the one who takes \$200 worth of special orders, as this is always attended with more or less disappointment, no matter how carefully attended to, and the annual accumulation of left-over specials becomes a burden at stock-taking time.

Avoid guarantees as much as possible, and when necessary frame them in a careful way. Remember, merchandise out of one's store is subject to any abuse its owner may see fit to give it, and a grumbler never makes allowances for this. In hearing a complaint be patient and quiet, and avoid any argument of any kind, even though you know

the complainer asks something morally unfair.

Remember, he has come to get something from you. Be as lenient as you can afford, and whatever you do in cases of this kind do it as pleasantly as possible. None are so dissatisfied as a dissatisfied kicker, and remember even mean men have friends and can influence them to pass your door, and because of their meanness are very apt to exert themselves along these lines.

To act any other than pleasant to these customers robs your transaction of its advertising feature. In exchanging goods try always to replace the returns with goods of exactly the same kind, as no matter what value you may give back, if it is not exactly the same the customer stamps the deal as a confidence game, and advises his friends of the unreliable methods of your house.

These are but some of the many things to learn in order to be a successful salesman. Bear these in mind, and act accordingly, and you will benefit yourself, your employer and his business, and mark you, your efforts will not go unnoticed. Your advancement is as sure as some other's failure. It is in this way clerks become merchants. You can in this way earn respect and gold instead of disappointment and failure, which is the positive lot of your running mate who never found out how to wait on a customer.

**PREVENTING FROST ON SHOW WINDOWS.**

During winter weather many shop keepers experience more or less difficulty in keeping their show windows clear of objectionable ice. No doubt all of the devices for keeping glass clear of ice, published from time to time in the journals, have received a fair test, with varying satisfaction. A writer in one of the foreign drug journals, apparently a druggist who has experienced the

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all the Wholesale trade

**CLAY PIPES**

A perfect article. Sell it.  
Insist upon having McDougall's.

**D. McDOUGALL & CO., Glasgow, Scot.**

**JOS. COTE,**

186-188 St. Paul Street  
119 St. Andrew Street  
Branch—170 St. Joseph Street

**QUEBEC**

*The largest wholesale tobacco store in Canada.*

**Leaf Tobacco a Specialty.**

PHONE 1272

**All First-Class Grocers**

Handle

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

rigors of high latitudes, insists that none of the ordinary schemes are of much use, and that the only certain remedy for the opaque deposit of solid water is a double layer of glass with a sufficient air-space between. He states that applications of glycerine, alcohol and other solutions are of no avail in extreme weather, and that, in any case, they must be so frequently renewed that they become extremely troublesome. In northern portions of Russia, where zero weather is sufficiently common, experience has taught the owners of show windows that the only effective protection is a 3-inch air-space between two panes of glass. The outer sash is ren-

**BUSINESS MEN IN MUNICIPAL LIFE**  
No. 6

Geo. W. Green, Jr., Mayor of Raymond, Alta., is a man of varied business interests, being Secretary of the Knight Sugar Co., and Treasurer and Managing Director of the Raymond Milling and Elevator Co. That such a busy man should find time to serve his town as mayor is an illustration of the old saying that if you want a thing done well you must ask a busy man to do it, and it also proves that the busiest business men can serve their municipality if they are willing to do so.

Mr. Green is a comparative newcomer in the West, having come to Canada from Utah in 1902. His first business venture was the establishment of two flour mills, which are now running quite successfully; and, as mentioned above, he has interests in the thriving sugar industry of Raymond.

Raymond is a new town as every one knows and Mr. Green has been actively identified with its progress since its organization. In 1903 he was elected a member of the Raymond School Board, and he was successful in his efforts to place the school system of the town on a sound financial basis. That the Raymond schools are acknowledged to be among the best in Alberta is largely due to the intelligent efforts of Mr. Green to secure their successful beginning.

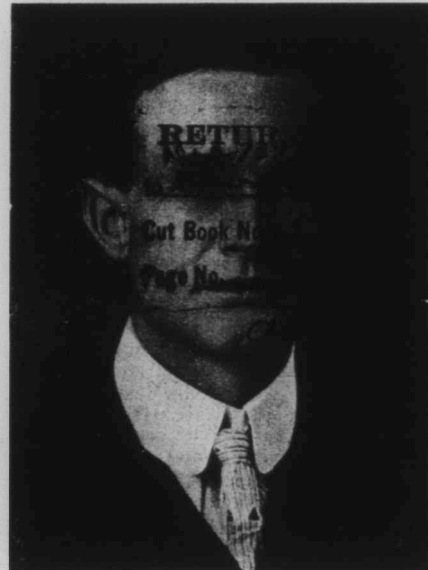
In December, 1905, Mr. Green was elected mayor of Raymond and he has therefore served only one term. A strong believer in municipal ownership, Mr. Green has accomplished the purchase by the town of the town pipe line which was formerly owned by a private corporation. Even the bitterest opponents of municipal ownership of public utilities are forced to admit that the plan would have many merits if the municipality could always be sure of a business administration by good business men. Raymond has such a man at the head of her business affairs.

**BIGGEST IN THE WORLD.**

England now possesses the largest vat in the world, and the famous tan of Heidelberg can no longer give Germany pre-eminence in this particular line. Thousands of tourists have gazed at the

Heidelberg vat, which is so large that a quadrille might easily be danced upon its top. It was used for the storage of Rhine wines in days gone by, and stands as a memorial to the drinking powers of the nobles of the age in which it was constructed.

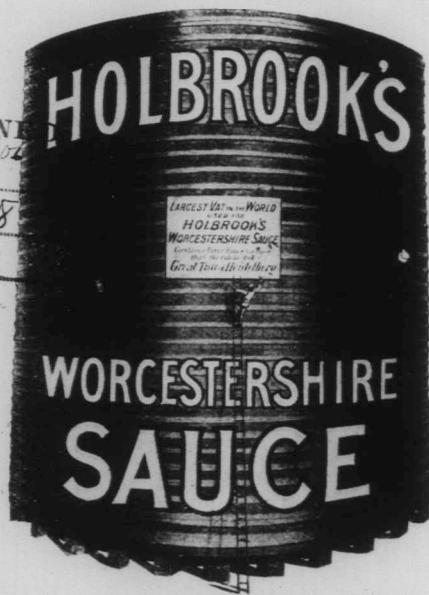
The vat which has now taken its place as "biggest in the world" is in the works of Holbrooks, Limited, in Birmingham. It is capable of holding 100,000 gallons, or about three times the capacity of the Heidelberg vat—an amount equal to the contents of two and a half million bottles of Holbrook's sauce. The figure of the man shown in the accompanying picture will also give an idea of the immensity of the vat.



Mayor Green of Raymond, Alta.

**VISITING B.C. MERCHANT.**

Arthur Nelson, managing director of the Standard Brokerage Co., Ltd., Vancouver, B.C., is in Toronto this week. Mr. Nelson is East on a purely business trip and during conversation with The Grocer at the King Edward he stated that his company are open for a few more lines of grocers' sundries. The territory covered by the firm's salesmen comprises British Columbia and Alberta and Saskatchewan, and their connection is a good one. If the rest of the staff and company are of the same energetic calibre as Mr. Nelson The Grocer thinks business has got to come. Fruit-load



dered as nearly tight as possible by calking the chinks and pasting strips of paper over the crevices. The glass is then carefully cleaned and dried on a clear, mild day, and a second sash, fitted with the same care to prevent all circulation of air, is inserted about three inches within the first. The double panes are said to obstruct the view very little. The physical cause of the deposit of moisture and ice upon windows is the difference in temperature between the surface of the glass and the air bearing a relatively high proportion of moisture, which comes in contact with it.

RETURN  
Dec 128/06  
Down  
ut Book No. 58  
Age No. 96  
C. W.

**Hogen-Mogen**

FIVE CENTS

These two lines are found in every progressive grocer's store. There is profit in both brands, and it is profit that every business man must have to be successful. If you do not already carry a stock of these cigars we want to hear from you TO-DAY.

We believe in our goods and we want you to believe in them, and the only way to test them and learn their selling qualities is to give us a trial order.

Then you will always carry Hogen-Mogen and Royal Sport Cigars.  
A post card will bring quotations.

**The SHERBROOKE CIGAR CO.**  
SHERBROOKE, QUE.

**Royal Sport**

TEN CENTS

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Toronto

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## How Many Slow Debts Have You?

How many of these debts are due to the debtor or to your own carelessness? If you insist on prompt collections you usually get them, but it is important that you properly approach the delinquent debtor when forcing a settlement

## THE MONTHLY ACCOUNT SYSTEM

has proved the most efficient means in approaching debtors. Make it known to your customers that you have adopted the new system—the monthly account system of rendering accounts, and you will be surprised at the returns. Short accounts make best friends. Do your part to foster the friendship and good will of your customers, by letting them know monthly how they stand on your books. Leave your accounts to a convenient time for making them up, when they have piled up into a big amount and you have distrust. They may not tell you but they wonder how it ever mounted up to such an amount. Write us for further information.

**The Rolla L. Crain Co., Limited**  
**Ottawa, Canada**

**Toronto Office :**  
18 Toronto Street

**Montreal Office :**  
74 Alliance Building

**Winnipeg Office :**  
11 Nanton Bk., Main St.

## SYSTEM IN YOUR BUSINESS

bears as important a place as a driving wheel to a locomotive. It is the power whereby you can tell whether you are turning over your goods at a profit or a loss—and goes further—and tells you how much that profit or loss is. We trust it is a profit.

FOR INFORMATION WRITE

## UNIVERSAL SYSTEMS, Limited

8-10 Adelaide Street West  
**TORONTO**

**CANADA**

14 Bank of Ottawa Building  
**MONTREAL**

## What is Your Book-Keeper's Time Worth ?



Is your ledger arranged on any special system ?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it ?

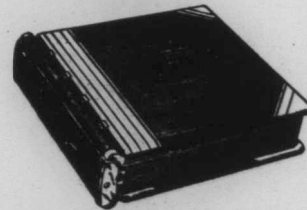
Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us to-day for full particulars.

This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.



# BUSINESS SYSTEMS

LIMITED  
85 S PADINA AVE.

TORONTO, CANADA

DO YOU PREFER AN

## Automatic Pendulum Computing Scale



to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

### No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.  
Full Capacity Thirty Pounds.  
Each Pound Same Width on Chart  
Each Cent Indicated by a Line.  
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

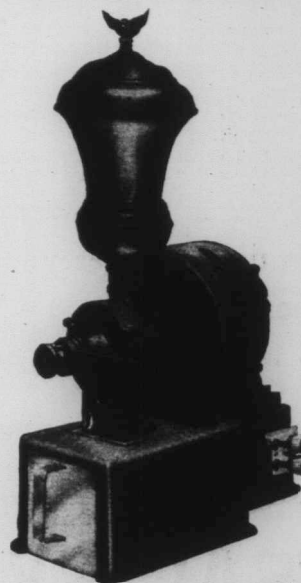
A Most Beautiful Fixture.

**\$57.00**

The "Dayton"

Send a postal to  
**THE COMPUTING SCALE CO.**  
OF CANADA, LIMITED  
164 King Street West, TORONTO

## COLES Electrically Driven Coffee Mills



Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.  
Length, 33 in.  
Width, 23 in.  
Weight, 275 lbs.

GRINDING CAPACITY  
Granulating 2 lbs. per minute.  
Pulverizing 1/2 pound per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

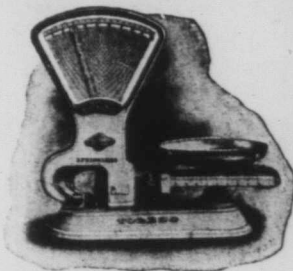
Agents: Fodhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

AGENTS:

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

## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it is paid for with the money you are now losing.  
 For Catalogue and information apply,



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

## TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

### "Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80). Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

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

### Pleasant Clerks Draw the Paying Trade

MR. GROCER! It's strictly up to you. Our

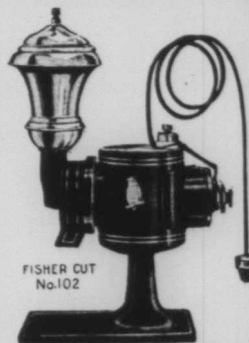
## COUNTER CHECK BOOKS

(DUPLIX)

cuts worry to a minimum and makes scientific salesmanship easy.

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

## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

**THE A. D. FISHER CO., LIMITED, - TORONTO**

## A WELL-EQUIPPED STORE



A Western Grocery

WILL ASSIST TOWARDS BUILDING UP A STRONG BUSINESS AND FACILITATE THE HANDLING OF IT.

### "WALKER BIN" FIXTURES

PROVIDE AN IDEAL EQUIPMENT FOR THE GROCERY.

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

**THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO**

Representative:

MANITOBA: Stuart Watson & Co., Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sas

## WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

**THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO**



### Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

### IF A MAN WANTS CREDIT

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

For Sale in Canada by

**THE EBY BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**WM. T. SLOANE, WINNIPEG, MAN.**

## ALLISON COUPON CO.,

Manufacturers  
 Indianapolis, Indiana.

**The Arctic Refrigerator**, made for all lines of business. We have just what the grocer needs. The best on the market. Write for our new catalog.  
**JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.**

# Are You Giving "SURPRISE" a Square Deal?



**C**ONDITIONS have changed in the soap trade. The makers of Laundry Soaps are compelled to face high cost of raw materials—so high that a change in soap is somewhere necessary.

We don't know much about the other fellows' business—as to how conditions will be met—cutting down **SIZE OF CAKE**, reducing **QUALITY** or what. Not many, so far, have increased the price. **THEY** must do something.

"SURPRISE" will not be changed in **SIZE OR QUALITY**.

The large sale for so many years proves "SURPRISE" is now **JUST RIGHT**. We cannot do business at a loss. The price, therefore, is the only change to be made.

While the selling price is not satisfactory to us, we had no choice

The **NECESSARY** only has been done. We assure the trade that when conditions warrant they certainly will have the first consideration.

People will use "SURPRISE." It has the quality they want. **YOUR CUSTOMERS** want it. All we ask is to give "SURPRISE" Soap a fair deal. Sell "SURPRISE" when asked for. **DON'T SUBSTITUTE.** It will pay you in the long run.

**THE ST. CROIX SOAP MFG. CO.**  
ST. STEPHEN, N.B.

"SURPRISE" Soap is owned by an Independent company. It does not belong to the English or Canadian Soap Trust.

Quota  
The fi  
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Bal  
Cook's Friend—  
Size 1, in 3 and 4  
" 10, in 4 doz, 1  
" 2, in 6 "  
" 12, in 6 "  
" 3, in 4 "  
Found tins, 2 do  
12-oz. tins, "  
5-lb. " "

W. H  
Diamond—  
1-lb. tins, 2 doz, 1  
1-lb. tins, 3 "  
1-lb. tins, 4 "

IMPERIA  
Cases.  
4-doz. ....  
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Ocean Baking P  
" "  
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Barrels—When  
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T. K  
Crown Brand—  
1 lb. tins, 2 doz.  
1 lb. " 2 "  
1 lb. " 4 "

Keen's Oxford, 1  
In 10-box lot  
Eckitt's Square  
Eckitt's Square  
Gillett's Mamm  
Nixey's "Cervus  
" "  
" according

## 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.

Dec. 27, 1906.

### Baking Powder.

Brand	Size	Per doz.
Cook's Friend		
Size 1, in 3 and 4 doz. boxes		\$3 40
" 10, in 4 doz. boxes		3 10
" 2, in 6 "		0 80
" 12, in 6 "		0 70
" 2, in 4 "		0 45
Found tins, 2 doz. in case		3 00
12-oz. tins, " "		2 40
5-lb. " "		14 00

W. H. GILLARD & CO.

Brand	Size	Per doz.
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.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24-lb.	10 50
1-doz.	5-lb.	19 75

### OCEAN MILLS.

Brand	Size	Per doz.
Ocean Baking Powder	1 lb., 4 doz.	\$0 45
"	1 lb., 5 doz.	0 90
"	1 lb., 3 doz.	1 25
Borax	1 lb. packages, 4 doz.	0 40
Cornstarch	40 pkgs. in a case	0 78

Freight paid 5 p.c. 20 days.

### MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
5 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 70
4 " "	24-lb.	4 10
1 " "	5-lb.	7 30
1 " "	6-oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	



### ROYAL BAKING POWDER.

Sizes	Per Doz.
Royal-Dime	\$0 95
1 lb.	1 40
6 oz.	1 95
1 lb.	2 55
12 oz.	3 35
1 lb.	4 90
1 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.	3 45
12 oz.	3 70
1 lb.	4 65
1 lb.	13 20
5 lb.	21 65

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

T. KINNEAR & CO.

Brand	Size	Per doz.
Crown Brand		
1 lb. tins, 2 doz. in case		\$1 20
1 lb. " 2 " "		0 80
1 lb. " 4 " "		0 45

### Blue.

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 15
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 2 gross boxes	3 00
Nixey's "Corvus," in squares, per lb.	0 12
" " " " in bags, per gross	1 25
" " " " in pepper boxes,	
according to size.	0 20 0 10

### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1-gro. boxes, per gross.	\$10 20

### JAMES' DOME SLACE LEAD.

Size	Per gross.
5a size	\$2 40
2a size	2 50

### Cereals.

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



PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10s. \$2 85

Canada Flakes "H. usehold" 24/25s. 5 00  
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

### Chocolates and Cocos.

#### THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb., per doz.	\$3 40
" " 1 lb., " "	1 20
" " 10c. size " "	0 90
" " 5-lb. tins per lb.	0 37
Soluble, No 1.5 and 10-lb. tins, per lb.	0 20
" " No. 2, 5 and 10-lb. tins, " "	0 18

Special quotations for cocoa in bbls., kegs, etc.

#### Chocolate—

Queen's Dessert, 1/2's and 1/4's per lb.	\$0 40
Vanilla, 1/2's	3 35
Parisian 8s. per lb.	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.	\$0 30
Diamond, " "	0 25
Special Diamond, 1/2's, " "	0 22
" " 8s, " "	0 22
" " 8s, " "	0 30

The following unsweetened:

Perfection, 1/2's, per lb.	0 30
" " Flat cakes, per lb.	0 30

#### Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocconut cream, in 1-lb. pkgs., per doz. 0 93

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

#### Confections—

Cream bars, 60 in box, per box.	1 83
6 in box, per doz. boxes	2 25

Chocolate ginger, per lb.	0 30
" " 1/2 lbs., per doz.	2 25
Crystallized " " 1/2's, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box.	1 35
" " 36 in box, per doz. cakes	0 35

### Chocolate— FRY'S

Caracas, 1/2's, 6-lb. boxes	\$0 49
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

### Cocoa—

Brand	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" " " " " "	4 50
" " " " " "	5 25
Homeopathic, 1/2's, 14-lb. boxes	
" " 1/2's, 12 lb. boxes	

### EPPS'S.

Agents, C. E. Colson & Son, Montreal.  
In 1/2, 1/4 and 1-lb. tins, 14-lb. boxes, per lb. 0 35  
Smaller quantities 0 37

### SENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4 doz. to case	per doz., \$ 90
" " 4 " " "	2 40
" " 2 " " "	4 75
" " 1 " " "	9 00

### JOHN F. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.  
J. A. Taylor, Montreal.  
Jos. E. Huxley, Winnipeg.  
Arthur Neilson, Vancouver, B.C.



Elite, 1/2's	\$0 32
Prepared cocoa, 1/2's	0 30
Prepared 1/2's	0 28
Mott's breakfast cocoa, 1/2's	0 40
" " " "	0 35
" No. 1 chocolate, 1/2's	0 32
" Navy, " "	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 24
" Confectionery chocolate, 2-lb. to 0 31	
" Sweet Chocolate liquors, 2-lb. to 0 35	

### WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 37
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, 1-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 chocolate (hot or cold soda)	
1-lb. tins	0 41
Cracked cocoa, 1-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal.

### WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William St. Montreal	
Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 28c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	

Premium chocolate—  
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 30c.  
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 30c.

Milk chocolate—  
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 28c.  
100 2-cent pieces in box, each \$1.25

Vanilla sweet chocolate—  
100 2-cent. pieces in box \$1.25  
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.  
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.  
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs., 22c.	
6-lb. " " " " " "	22c.

### Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	38c.
10 lb. tins, 10 tins in case	33c.

### XXXX chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins in case	35c.

### TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquettas (20)	1 50
20c. " " (10)	2 42

### Condensed Milk.

#### BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Brand	Cases	Doz.
"Eagle" brand (4 doz.)	\$6 00	\$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand swap cream	4 75	1 20
hotel size	4 90	2 45



#### TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 65
"Reindeer" brand per case (4 doz.)	5 60



### Coffees.

#### JAMES TURNER & CO. Per lb.

Mocha	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13

#### E. D. MARCEAU, Montreal.

"Old Crow" Java	\$0 25
Mocha	0 27
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandailing Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 63
100 lb. delivered in Ontario and Quebec	
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" " 30-lb. boxes	37c.
" " IV, 30-lb. boxes	35c.

### Cheese.



Imperial—Large size jars	per doz. \$3 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	13 00
Medium size	17 00
Small size	12 00
Roquefort—Large size	1 40
Small size	2 40

# RISING SUN AND PASTE

## STOVE POLISH STOVE POLISH

### Large Advertising

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well-known and deservedly popular **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in Tins, the real live

dealer must recognize the help we give him in selling the right stove polish. Largely increased sales support our policy of merit backed by extensive advertising.

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

## CANADA'S TERMINAL WAREHOUSE

### FIRE AND FROSTPROOF STORAGE



FREE OR IN BOND  
Custom's Bond No. 5  
Excise Bond Q.

### LOWEST INSURANCE RATES

**PERISHABLE GOODS** receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly**

Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

12-38 Grey Nun Street, MONTREAL

2 brands that will make the year 1907 a profitable one for you



"Eagle" Condensed Milk

## Borden's Brands

"Peerless" Evaporated Cream



UNSWEETENED

EVERY JOBBER SELLS THEM

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

Shallicross, Macaulay & Co., Vancouver and Victoria, B.C.



Coupon Book  
For sale in Canada Limited, Toronto  
Ets, Montreal.  
\$1, \$2, \$3, \$5, \$10

In lots of less than books, 1 kind assor  
100 to 500 books .....  
100 to 1,000 books .....

Allison's Coup  
\$1 00 to \$3 00 books .....  
5 00 books .....  
10 00 " .....  
15 00 " .....  
30 00 " .....  
35 00 " .....  
50 00 " .....



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Robinson's patent barle  
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REC

# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



TO OUR MANY FRIENDS AND PATRONS—

We wish to extend the season's greetings, wishing you a happy and prosperous New Year, and we hope to have the privilege of assisting you towards the attainment of another successful year.

With best wishes,

We remain,

Yours very truly,

WM. BRAID & CO.

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un- num bered.	Covers and Coupons numbered
100 to 500 books	4c.	4½c.
100 to 1,000 books	3½c.	4c.

**Allison's Coupon Pass Book.**

Price of books	Number of books	Cents each
\$1 00 to \$3 00	3	cents each
5 00	4	"
10 00	5	"
15 00	6	"
20 00	7	"
25 00	8	"
30 00	9	"
35 00	10	"
40 00	11	"
50 00	12	"



**Cleaner.**

Per doz.
4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

**Infants' Food.**

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	1-lb. tins	1 25
" "	1-lb. tins	2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

<b>Compound Fruit Jams—</b>	
12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	0 06½
<b>Compound Fruit Jellies—</b>	
12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
7 and 14-lb. wood pails, 5 pails in crate	per lb. 0 07
30-lb. wood pails	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 50
5, 7, 14 and 30-lb. pails, per lb.	0 09

**Lard.**

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

Tierces	\$0 09
1-bbls.	0 25
Tubs, 30 lbs.	0 09
Cases, 3-lb. tins	0 10
" 5-lb. "	0 10
" 10-lb. "	0 10
20-lb. wooden pails	2 00
30-lb. tin pails	1 90
Wood net, tin gross weight.	

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 30 5-lb. cans	1 50
" Purify " licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

**Lye (Concentrated).**

Per case	
1 case of 4 doz.	\$3 50
2 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

**Mustard.**

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

<b>"Condor," 12-lb. boxes—</b>	
1-lb. tins	per lb. \$ 35
1-lb. tins	" 0 35
1-lb. tins	" 0 25
4-lb. jars	per jar 1 30
1-lb. jars	0 25
<b>Old Crow," 12-lb. boxes—</b>	
1-lb. tins	per lb. 25
1-lb. tins	" 25
1-lb. tins	" 25
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Orange Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case,	
per doz.	1 75

**Sauces.**

Worcestershire, Holbrook's, small,	
per doz.	\$2 15
Worcestershire, Holbrook's, large,	
per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

**Soda.**

COO BRAND.



Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.  
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

Per case.	
No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**Soap and Washing Powders**

GUELPH SOAP CO.

1 case.	5 case.
Welcome Soap (cake)	\$4 00 \$3 75
Royal City Soap (bar)	2 40 2 25
Peerless Soap (bar)	2 25 2 15
Standard Soap (cake)	2 25 2 15
Crystal Soap Chips, per lb.	4c.

A. F. TIFFET & CO., Agents.

Maypole soap, colors	per gross \$10 30
" black	15 30
Oricle soap	" 10 30
Gloriola soap	" 13 00
Straw hat polish	" 18 00

**RECKITT'S BLUE and ZEBRA PASTE** Always give your Customers Satisfaction

Advertising

have a claim  
owner's attention,  
exploited by the  
various methods of  
with our well-  
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CLASSIFIED LIST OF ADVERTISEMENTS.

**Baking Powder.**  
Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Gum, Etc.**  
Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
McLauchlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Webb, Harry, Co., Toronto.

**Brooms and Brushes.**  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Canadian Cannery, Hamilton.  
Turner, James & Co., Hamilton, Ont.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E. & Son Co., Hamilton.

**Clutch Nails.**  
Warminton, J. N., Montreal.

**Coccos and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Benedict, F. L., & Co., Montreal.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.

**Computing Scales.**  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

**Counter Check Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
Carter-Crume Co., Toronto.  
Crain, Rolla L., Co., Ottawa.

**Crockery, Glassware and Pottery.**  
Gowans, Kent & Co., Toronto

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearman, F. W., Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto.  
Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Power, B. H., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.  
Tanguay, Alf. T., & Co., Quebec.

**Delivery Wagons.**  
Abbott, H. G., & Co., London, Ont.

**Financial Institutions & Insurance.**  
Bradstreet Co.

**Fish.**  
Atlantic Fish Co., Lunenburg, N.S.  
Bickle, J. W., & Greening, Hamilton.

Connors Bros., Black's Harbor, N.B.  
Halifax Fish Co., Halifax.  
James, F. T., Co., Toronto.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H. & Sons, Toronto.  
Smith, T. F. & Co., Halifax, N.S.  
Todd, J. H., & Son, Vancouver, B.C.  
Wee MacGregor & Co., Toronto.

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Foreign Importers.**  
Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Rapp, Herman, & Co., Liverpool, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Vincentelli, P. & F., Antwerp.

**Fruits—Dried, Green, and Nut.**  
Belleville Fruit & Vinegar Co., Belleville.  
Brown Bros. & Sons, Montreal.  
Chouillou, C. A. & Co., Montreal.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
De Y Barrondo, J. V., & Co., Bordeaux, France.

Finkle & Ackerman, Belleville, Ont.  
Fisher, Frederick, & Sons, London, Eng.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Ozo, The Company, Montreal.  
Ratray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

**Grain, Flours and Cereals, Seeds.**  
Alexander Milling Co., Ltd. Brandon.  
Battle Creek Health Food Co., Battle Creek Mich.  
Canadian Shredded Wheat Co., Niagara Falls Centre, Ont.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Leitch Bros. Oak Lake, Man.  
Mackay, J. Co., Ltd., Bowmanville, Ont.  
McIntosh, P., & Son, Toronto.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Peterboro' Cereal Co., Peterboro', Ont.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto.  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**  
Balfour, Smye & Co., Hamilton.  
Bourque, T. A., & Co., Shebrooke, Que.  
Chouillou, C. A., & Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eckardt, H. P., & Co., Toronto.  
Gillari, W. H., & Co., Hamilton.

Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Goles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Sprague Canning Machinery Co., Chicago

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Interior and Exterior Store Fixtures.**  
Maitell-Stewart Co., Ltd., Montreal.  
Walker Bin & Store Fixture Co., Berlin.

**Jams, Jellies, Etc.**  
Batger's—Rose & Lafamme, Montreal.  
Goodwillie's—Rose & Lafamme, Montreal.  
Smith, E. D., Winona, Ont.  
Southwell & Co.—Frank Magor & Co., Montreal.  
Tpton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Ashley & Lightcap, Winnipeg.  
Carman, Joseph, Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Gorham, J. W., & Co., Halifax N.S.  
Honeyman, Haultain & Co., Regina.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
MacLaren Imperial Cheese Co., Toronto.  
Millman, W. H., & Sons, Toronto.  
Moore Jaw Fruit & Produce Co., Moose Jaw.

Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Scott, Bathgate, & Co., Winnipeg.  
Taylor, W. A., Winnipeg.  
Thomas, J. P., Quebec.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P. & Co., Montreal.  
Watson, Stuart, Winnipeg, Man.

**Matches.**  
Improved Match Co., Montreal.

**Meat.**  
Armour Limited, Toronto.  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe, Limited, Hamilton.  
Wetley, J. H., St. Catharines.

**Office Supplies.**  
Business System Ltd., Toronto.  
Copeland-Chatterson Co., Toronto.  
Crain, Rolla L., Co., Ottawa.  
Ontario Office Specialties Co., Toronto.  
Universal Systems, Toronto.

**Oils.**  
Queen City Oil Co., Toronto.  
**Oil Tanks.**  
Bowser, S. F., & Co., Toronto.  
**Past Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
**Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Crown Mfg. Co., Toronto.

Holbrook & Co., London, Eng.  
Hud'n, Hebert & Cie, Montreal.  
Lytle, T. A., Co., Toronto.  
Paterson's—Rose & Lafamme, Montreal.  
Sutton, G. F., Sons & Co., London, Eng.

**Polishes—Metal.**  
Oakey, John, & Sons, London, Eng.

**Polishes—Shoes.**  
Nickel Plate Polish Co., Chicago.  
James Dome, W. G. A. Lambe & Co., Toronto.  
Morse Bros., Canton, Mass.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Hillock, John, & Co., Ltd., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Gray, Young & Spauling, Wingham, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Soap.**  
Guelph Soap Co., Guelph, Ont.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Church & Dwight, Montreal.

**Starch.**  
Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

**Stock Food.**  
International Stock Food Co., Toronto

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

**Teas, Coffees, and Spices.**  
Balfour, Smye & Co., Hamilton.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Codville-Georgeson Co., Winnipeg.  
Crown Mfg. Co., Toronto.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.

Japan Tea Traders' Ass'n.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal.  
Symington, T., Edinburgh Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
Belleville Fruit and Vinegar Co., Belleville.  
Purnell, Webb & Co., Bristol, Eng.  
White, Cottell & Co., London, S.E.

**Washing Compound.**  
Fairbank, N. K. Co., Montreal.  
Gillett, E. W. Co., Toronto.

**Woodenware.**  
Cumming Mfg. Co., Ltd., Pembroke, Ont.  
Woods, Walter, & Co., Hamilton.  
United Factories Ltd., Toronto.

**Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.**  
Canada Paper Co., Toronto.  
W. W. Co., Toronto.

INDEX TO ADVERTISERS.

Abbott, H. G., & Co. .... 63  
Acme Can Works ..... 63  
Adam, Geo. & Co. .... 2  
Adamson, J. T., & Co. .... 2  
Alexander Milling Co. .... 39  
Allison Coupon Co. .... 47  
American Tobacco Co. .... 53  
Ashley & Lightcap ..... 49  
Atlantic Fish Co. .... 15  
Balfour, Smye & Co. .... 38  
Battle Creek Health Food Co. .... 48  
Belleville Fruit and Vinegar Co. .... 3  
Blue Ribbon Tea ..... 4  
Bradstreet's ..... 4  
Braid, Wm., & Co. .... 61  
Brown, Joseph & Sons ..... 47  
Business Systems Limited ..... 56  
Cailler's Chocolate ..... 41  
Campbell's, R. Sons ..... 4  
Canada Paper Co. .... 4  
Canada Sugar Refining Co. .... 16  
Canadian Cannery ..... 5  
Canadian Press Clipping Bureau ..... inside back cover  
Canadian Salt Co. .... 10  
Capstan Manufacturing Co. .... 13  
Carman, Joseph ..... 2  
Carter-Crume Co. .... 57  
Chouillou, C. A., & Co. .... 42  
Clark, Wm. .... 36  
Codville-Georgeson Co. .... 37  
Colbeck, Henry ..... 37  
Coles Manufacturing Co. .... 56  
Computing Scale Co. .... 56  
Confederation Life ..... 17  
Connors Bros. .... 50  
Cote, Joseph ..... 54  
Cowan Co. .... 41  
Cox, J. & G. .... 44  
Crain, Rolla L. Co. .... 33  
Crown Mfg. Co. .... 36  
Davenport, Percy F. .... 13  
Davidson & Hay ..... 10  
Dawson Commission Co. .... 47  
De Y Barrondo, J. V., & Co. .... 43  
Dominion Molasses Co. .... 12  
Doughty, A. C., & Co. .... 37  
Dunn, Wm. H. .... 60  
Eby, Blain Co. .... 3  
Eckardt, H. P., & Co. .... 7

Edwardsburg Starch, outside front cover  
Empire Tobacco Co. .... 51  
Epps, James, & Co. .... 43  
Estabrooks, T. H. .... 45  
Kwong, S. H., & Sons ..... 14  
Fearman, F. W., Co. .... 34  
Finkle & Ackerman ..... 47  
Fisher, A. D., Co. .... 57  
Galbraith, Wm., & Co. .... 17  
Giles, W. A., Co. .... 48  
Gillard, W. H., & Co. .... 16  
Gillett, E. W., Co., Ltd. .... 7  
Gorham, J. W., & Co. .... 2  
Gowans, Kent & Co., outside back cover  
Gregson, W. C., & Co. .... 37  
Greig, Robt., & Co. .... 16  
Millman, W. H., & Sons ..... 2  
Haitax Fish Co. .... 49  
Hillock, John, & Co. .... 57  
Holbrooks, Ltd. .... 4  
Honeyman, Haultain Co. .... 4  
Hudon, Hebert & Co. .... 45  
Hughes, A. J. .... 2  
Improved Match Co. .... 15  
International Stock Food Co. .... 15  
James, F. T., Co. .... 50  
Japan Teas ..... 11  
Jones & Swan ..... 2  
Kingery Mfg. Co. .... 43  
Kingston "Gleaner" inside back cover  
Kinnear, Thos., & Co. .... 11  
Kirouac, Nap. G., & Co. .... 58  
Kyle & Hooper ..... 2  
Lambe, W. G. A. .... 2  
Leitch Bros. .... 38  
Leonard Bros. .... 51  
Loggie, W. S., & Co. .... 48  
Lowney, Walter M., & Co. .... 44  
Lucas, Steele & Bristol ..... outside back cover  
Lytle, T. A., Co. .... 7  
McDougall, D., & Co. .... 63  
McGaw & Russell ..... 2  
McIntosh, P., & Son ..... 39  
McLaren's Cooks' Friend Baking Powder ..... inside back cover

McLauchlan & Sons Co. .... 38  
M. William & Everist ..... 46  
Mackay, J., Co. .... 38  
MacLaren's Imperial Cheese Co. .... 2  
Magor, Frank ..... outside front cover  
Marshall, James ..... 37  
Mason & Hickey ..... 33  
Methven, J., Sons & Co. .... 37  
Millman, W. H., & Sons ..... 2  
Mitchell, H. W. .... 2  
Montreal Packing Co. .... 34  
Mooney Biscuit and Candy Co. .... 44  
Moore Jaw Fruit and Produce Co. .... 2  
Morse Bros. .... 60  
Mott, John P., & Co. .... 41  
National Licorice Co. .... 12  
Nestle's Chocolate ..... 43  
Nicholson & Bain ..... 8  
Nicholson & Brock ..... 43  
Oakey, John, & Sons ..... inside back cover  
Oakville Basket Co. .... 46  
Ocean Mills ..... 4  
Ozo Co. .... 6  
Park, Blackwell Co. .... 34  
Paterson, R., & Sons ..... 14  
Patrick, W. G., & Co. .... 2  
Payne, J. Bruce ..... 52  
Peterboro' Cereal Co. .... 41  
Power, B. H. .... 36  
Purnell, Webb & Co. .... 17  
Rapp, Herman & Co. .... 37  
Ratray, D., & Sons ..... 9  
Reckitt's Blue ..... 61  
Robinson, O. E., & Co. .... 46  
Rose & Lafamme ..... 12, 63  
Rowat & Co. .... 16  
Royal Crown Limited ..... 14  
Rutherford, Marshall & Co. .... 36  
Ryan, Wm., Co. .... 31  
"Salada" Tea Co. .... 7  
Scott, Bathgate & Co. .... 4  
Scott, David, & Co. .... 37  
Sells Commercial ..... 57

Sherbrooke Cigar Co. .... 54  
Smith, E. D. .... 48  
Smith, T. F., & Co. .... 48  
Sprague Canning Machinery Co. .... 43  
St. Charles Condensing Co. .... 14  
St. Croix Soap Co. .... 58  
Stringer, W. B., & Co. .... 47  
"Sugars" Limited ..... 9  
Sutton, G. F., Sons & Co. .... 4  
Symington T., & Co. .... 11  
Taylor, W. A. .... 2  
Terminal Warehouse and Cartage Co. 60  
Thompson, G. B. .... 2  
Thorne, Henry, & Co. .... 42  
Tippet, Arthur P., & Co. .... 1  
Todd, J. H., & Son ..... 50  
Toledo Computing Scale Co. .... 57  
Toronto Salt Works ..... 36  
Truro Condensed Milk Co., Limited, 37  
Tuckett, Geo. E., & Son Co. .... 52  
Turner, James, & Co. .... 17  
Universal Systems ..... 55  
Verrett, Stewart Co. .... 38  
Vincentelli, P. & F. .... 37  
Wagstaffe Limited ..... 37  
Walker, Hugh, & Son ..... 47  
Walker Bin & Store Fixture Co. .... 57  
Wallaceburg Sugar Co. .... 9  
Warminton, J. N. .... 2  
Warren, G. C. .... 13  
Watson, Boyd & Co. .... 51  
Wee MacGregor & Co. .... 51  
Webb, Harry, Co., Ltd. .... 43  
Western Canada Flour Mills Co. .... 39  
Wetley, J. H. .... outside back cover  
White & Co. .... 47  
White, Cottell & Co. .... 10  
Wilson, W. H., Co. .... 44  
Wiseman, E. B., & Co. .... 4  
Woo, Thomas, & Co. .... 62  
Woods, Walter, & Co. .... 36  
Woodstock Cereal Co. .... 38

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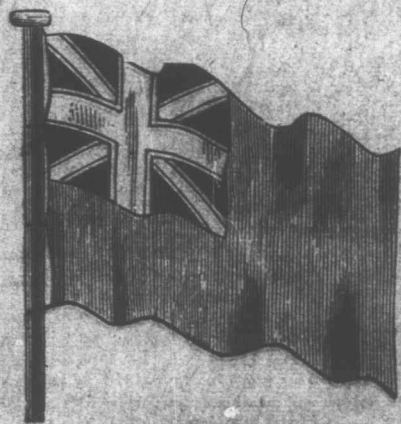
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