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# CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, DECEMBER 18, 1908.

NO. 51



Leaves no room for Criticism.

## Keen's Oxford Blue

is so pure in its constituents  
that it does its work perfectly.  
That is all your customers want.

For sale by all jobbers.

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

Agents for the Dominion of Canada

It is positively the most nourishing and healthful  
table food for general family use

## "Crown" Brand Table Syrup

the most perfect corn syrup possible to be made—  
Clear, pure, rich, golden, nourishing and delicious  
flavor.

Put up in most saleable shape for family use.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER



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Pickles, Sauces, Jams, Marmalade, Canned Fish, Etc.

FOR INFORMATION APPLY TO

GENERAL AGENTS FOR CANADA AND UNITED STATES:

MacLaren Imperial Cheese Co., Limited

HEAD OFFICE: TORONTO

# Raisin Perfection :

Seedless

Not  
Seeded

# GRIFFIN'S SEEDLESS RAISINS

Seedless

Not  
Seeded

A  
Distinct  
Fancy Variety of  
**ABSOLUTELY  
SEEDLESS RAISINS**

Cured in the sun without use of lye, sulphur, or  
any deleterious matter.

**Most highly flavored, most wholesome, cleanest**

Packed only by

**Griffin and Skelley Company**

## "Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

**Griffin's Canned Fruits**

Purity is a paramount quality of Cox's Gelatine and the maintaining of that purity is the unalterable purpose of the makers. The Standard is fixed—it does not deviate a hair's breadth from year to year.

**COX'S**

THE PURE GELATINE

**COX'S**

As sugar is sugar and tea is tea, so Gelatine is "Cox's" the world over. By it all other brands are judged.

It is always the same pure Gelatine.

*Arthur P. Tippet & Co.*

GENERAL AGENTS  
MONTREAL



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**HAMILTON**

**G. WALLACE WEESE**  
 Manufacturer's Representative  
 Grocers' and Confectioners' Supplies, Storage and Distribution attended to.  
 Am open to accept one or two more clients, established connections.  
 Offices: Myles' Fireproof Storage Warehouse  
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 WAREHOUSEMEN  
 can give close attention to few more first-class agencies. Highest references.

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**FOR SALE**  
 Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.  
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 Fish, Oils, Beans, Peas and Produce.  
 Agents: "Royal Crown" Skinless Codfish.  
 Representing Morris & Co. Chicago, Pork and Lard.

**J. WALTER SNOWDON**  
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 Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.  
 Address  
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**D. McL. BROPHY**  
 414 St. Paul St. - Montreal  
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 Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.  
 Correspondence will receive prompt attention

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**D. STAMPER**  
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 P.O. Box 793 MOOSE JAW, SASK.

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**T. A. MACNAB & CO.**  
 MANUFACTURERS' AGENTS  
 and COMMISSION MERCHANTS  
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 Box 1036 - REGINA  
 Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

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 and Grocery Brokers  
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**ST. JOHN, - N.B.**  
 Open for a few more first-class lines

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**RAISINS, CHEESE, BEANS**  
**EVAPORATED APPLES**  
 AT LOWEST PRICES  
**W. H. MILLMAN & SONS**  
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 TORONTO

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 Toronto  
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 Established 1885.

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**'SILVER LEAF'**  
**LARD**  
 Car now on track.  
 Our prices are right.  
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 and Importers  
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 Limited  
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 Agents for Grocers' Specialties and Wholesale Grocery Brokers  
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 Limited  
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 Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

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**STUART WATSON & CO.**  
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**WINNIPEG, - MAN.**  
 Domestic and Foreign Agencies Solicited.

(Continued on page 4).

If there is anything  
You want in a hurry for

# XMAS TRADE

Write, Wire or 'Phone Us  
at our Expense

All orders shipped same day as received

## EBY-BLAIN, LIMITED

Wholesale Grocers,

TORONTO

# HESITATION

Has been the Downfall of Many a Good Business Man. The One who can grasp  
a Situation immediately, usually comes out on top

What About Your Grasping a Chance of This Kind ?

25c BLUE RIBBON TEA	1s	at 20c
	$\frac{1}{2}$ s	at 21c
30c " " "	1s and $\frac{1}{2}$ s	at 24c
35c " " "	1s and $\frac{3}{4}$ s	at 28c
40c " " "	1s, $\frac{1}{2}$ s, $\frac{1}{4}$ s and $\frac{1}{8}$ s	at 30c
50c " " "	1s and $\frac{3}{4}$ s	at 35c
60c " " "	1s and $\frac{3}{4}$ s	at 42c
80c " " "	$\frac{1}{2}$ s and $\frac{3}{4}$ s	at 55c
\$1.00 " " "	$\frac{1}{2}$ s and $\frac{3}{4}$ s	at 70c

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

**The Blue Ribbon Tea Co., Limited**

266 ST. PAUL STREET

MONTREAL

Manufacturers' Agents—Continued.

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Cable Address:  
Escott, Winnipeg  
A. B. C. 5th and Armsby's Latest

**W. H. Escott**

Wholesale Grocery Broker  
and Manufacturers' Agent

Office and Warehouse  
141 Bannatyne Ave.  
Winnipeg - - Canada

**F. G. EVANS & CO.**

Grocery Brokers and  
Commission Merchants  
139 Water St., - Vancouver, B.C.  
Correspondence Solicited.

ESTABLISHED 1887

**Carman Brokerage Co.**

Wholesale Grocery Brokers  
WINNIPEG, CALGARY and EDMONTON  
GOODS STORED AND DISTRIBUTED  
141 Bannatyne Ave. WINNIPEG, MAN.

**GEO. ADAM & CO.**

Wholesale Grocery Brokers  
and Manufacturers' Agents.  
430 1/2 Main St. - - Winnipeg  
Established 14 years. Correspondence solicited

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

Ridgeway's Collecting Agency  
11 St. Sacrament Street, Montreal  
Established 1880

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

**TEA;**  
Its History and Mystery

BY  
JOSEPH M. WALSH  
A Great Tea Expert

This is a practical, exhaustive  
work containing valuable information  
about Tea. It should be in the hands  
of every enterprising Grocer and Tea  
Dealer in the country.

**CONTENTS**

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of  
Price \$2.00 Postpaid  
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**The Maclean Publishing Co.,**  
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Firms Abroad Open for Canadian Business.

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

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

**BASKETS**

You can make money as well as  
oblige your customers if you handle  
our

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

We can supply all your basket  
wants and guarantee satisfaction  
because we guarantee the goods.  
Orders receive prompt attention.

**The Oakville Basket Co.,**  
OAKVILLE, ONT.

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

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  
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**C**REDIT customers make less trouble than any one else where



**Allison Coupon Books**

are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

**HOW THEY WORK**

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

For sale by the jobbing trade everywhere  
MANUFACTURED BY **ALLISON COUPON CO.**  
INDIANAPOLIS, IND.

## 1908-1909

We take this opportunity of extending to you the Season's Greetings. We sincerely hope that you will have a very prosperous Xmas trade, and that in the New Year your business will be still more satisfactory.

This last year has been an anxious one for most of us, and the profit side of our ledgers may not be altogether satisfactory, yet we have much to be grateful for, and the coming year, from all indications, should be a good one for all of us. As someone has said, "We Canadians have toiled hard until we have reached the top of the toboggan slide, and now nothing can hold us back."

We are entering the New Year with a determination to supply you with the very best Canned Goods at reasonable prices, and we hope your New Year's resolution will be to handle only the very best, viz., Canadian Cannery Brands.

Yours respectfully,

CANADIAN CANNERS, Ltd.



## Clean Methods

mean a whole lot in the manufacture of canned goods. If a sloppy plant is kept and sloppy employes used, the result is generally a sloppy, flavorless product. We are very careful to avoid sloppiness in the manufacture of

## Old Homestead Brand Canned Fruits and Vegetables

Our methods are strictly clean and up-to-date. Our employes are cleanly people of great skill. Our stock is the subject of expert selection—only the highest grade of fruits and vegetables that can be obtained being used in Old Homestead Brand. The result is, clean, sound goods of a fine, full, natural flavor.

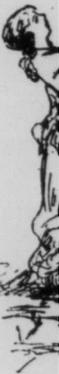
*Your Jobber Can Supply You.*

## The Old Homestead Canning Co.

Picton, - - Ontario

G

CANADIAN



# Get After the Peddler

Reach out after the tea trade he is getting—the trade that rightfully belongs to you. But how is this to be done? Only by educating your customers to purchase goods the peddler cannot buy. You can never hope to win back the peddler's tea trade by selling bulk teas. The peddler sells that.

Concentrate your energy and selling force on pushing a tea of supreme quality—well advertised and having an enormous sale—a tea the peddler cannot buy. Such a tea is

## "SALADA"

The most profitable tea for a grocer to handle. For seventeen years it has maintained its prestige as the highest grade tea. A constantly increasing demand shows its great value to every grocer as a sure trade-winner. With "SALADA" you serve the public well, and the peddler can't take your trade.

**Prove it Yourself, Mr. Grocer**

CANADIAN OFFICES

TORONTO OR MONTREAL



## A Merry Xmas

to all our customers and users of Chase & Sanborn's high grade Coffees is the sincere wish of

**Chase & Sanborn**  
Montreal

# E. D. S. Brand Jams and Jellies

Guaranteed  
Absolutely  
Pure



Unequaled  
in  
Flavor

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

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

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER

## Canned Goods

THE BLOOMFIELD PACKING CO.  
BLOOMFIELD, ONT.

## Your Customers are Not Getting Much Enjoyment Out of 25c. Tea

30c. Red Rose Tea is cheaper than any 25c. tea—cheaper because it has much finer flavor, more strength, will make more cups of tea to the pound.

Any 25c. tea you can sell has only a coarse weedy flavor, a flavor you do not like yourself and you would never drink it unless you could not get anything else. Your customers are just the same as you.

Sell them a pound of 30c. Red Rose and you will see that they will very soon come back asking for "more of the same tea," and will say nothing about the small difference in price.

You would like to have more tea business; you would like to do the biggest tea trade in your section of the country.

You can do it by selling good tea, and you will find that your customers will say "Red Rose Tea is good tea" and will tell their friends that they buy it from you.

**You can make a bigger business than you have ever had if you start right in now with the new year and push Red Rose Tea. Will you do so?**

**BRANCHES—**

3 Wellington East, Toronto  
315 William St., Winnipeg

**T. H. ESTABROOKS**

ST. JOHN, N. B.



# THE A1 SAUCE

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

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

For full particulars and prices write our Agents :

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**BRAND & CO., LONDON - ENG.**

LIMITED

THE CANADIAN GROCER

# A Merry Xmas to All

## The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO



To Our  
Many  
Friends  
We  
Wish

**A Merry Christmas**  
*And a Very*  
**Happy and Prosperous**  
**New Year**

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

Proprietors QUAKER SALMON



### Imperial Evaporated Cream

As perfect a product as modern science  
can produce.

Made in the finest dairying district in  
Canada, by experts working in a modern  
plant.

Sure to Please Your Most Exacting Customers.

*Order a trial shipment.*

**The Canadian Condensing Co.**  
CHESTERVILLE, ONT.

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



WHY CARRY IN STOCK

### Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

**AYLMER CONDENSED MILK CO., Limited**

AYLMER, - ONTARIO

# Mr. Grocer— Read This— It's For You

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

## Save Your Elbow Grease

### The Kaiser Wax Pad AND IRON CLEANER

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



PATENT APPLIED FOR



#### REQUIRES BUT HALF THE TIME TO DO AN IRONING.

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

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

#### WHY YOU SHOULD USE IT.

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

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

## Advertise Your Business!!!

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

Manufactured by

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

Canadian Agents:

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

WANTED — Agents throughout Canada in unrepresented distributing centers.

# **“RUSH” ORDERS**

Let us look after your “Rush” Xmas orders. Mail orders, or orders wired or phoned (at our expense) will have our usual prompt and careful attention.

# **Thomas Kinnear & Co.**

Wholesale Grocers **TORONTO and PETERBORO**

## **Brooke Bond's Packet Teas.**

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

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

For samples apply to  
Messrs. Hamblin & Brereton,  
Corner of Notre Dame and Victoria Streets,  
WINNIPEG, MANITOBA.

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

## **THE LOBLAW CREDIT SYSTEM**

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

WRITE OR PHONE TO  
**THE CARTER-CRUME COMPANY, LIMITED**  
TORONTO and MONTREAL

## **Fruit Jars Jar Rings Butter Tubs Butter Paper Brooms, Brushes Baskets**

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

## **Business is Booming in the West**

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

*Correspondence invited*

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

Manufacturers' Agents and Brokers

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

ESTABLISHED A.D. 1840

## A Good Thing Gets Known

A few of the articles you sell are so good that your customers talk about their goodness to their neighbors, thus enhancing your reputation. One of these favored grocer-boosting articles is the

# Pansy Broom

The broom in the individual wrapper.

It is made from the finest broom corn grown, by the best skilled workmen in Canada. We can supply you with other brooms, too, but our best offer is the Pansy. It beats everything on the market.

**H. W. Nelson & Co., Ltd.**

**T O R O N T O**



## Making the Customers Come Back

That's just what

## "Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

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

### Select Hand Packed Tomatoes Refugee Wax Beans

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

Eby-Blain, Limited, Toronto.

Frank L. Benedict & Co., Montreal.

F. H. Wiley, Winnipeg, Western Agent.

THE CANADIAN GROCER

# Order Ewing's Herbs!

They possess that ever present quality which ensures steady sales. No matter what your requirements in herbs we can supply you.

How is your stock of

**Sage, Savory, Thyme, Mint, Marjoram?**

*Talk to Our Travellers or Write Us.*

**S. H. EWING & SONS**

**98 King St., Montreal**  
Also at Toronto

**"Salad, Edible and Cooking Oils"**

WINTER PRESSED



**"Sun Burst" Reg'd.**

**"Non-Pareil" Reg'd.**

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

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

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

WRITE US TO-DAY

**J. M. BRAYLEY,**

MANAGER KENTUCKY REFINING CO., Incorporated  
Cotton Seed Oils

55 ST. PAUL ST.,

MONTREAL

**FRUIT CANS**

All sizes—All kinds.

**SYRUP CANS**

For products of Maple, Corn and Cane.

**MILK CANS**

For Sweetened Milk and Evaporated Cream.

**MEAT CANS**

Bevelled, Round and Square.

**BISCUIT TINS**

of any description.

**BAKING POWDER**

**AND SPICE CANS**

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

**Norton Manufacturing Co.**

HAMILTON

*That all our customers may enjoy*

**A MERRY CHRISTMAS**

AND

**A HAPPY NEW YEAR**

*is the wish of*

**S. T. NISHIMURA & CO.**

MONTREAL and JAPAN



# Merry Christmas to You!

May your Christmas, Mr. Grocer in the Eastern Townships, (and all over Canada for that), dawn a happy day finishing off a prosperous year's business.

We make our greeting apply chiefly to E. T. grocers, because **we know them, are in business to serve them loyally and well.** We have done this in the past and will continue to do so.

May 1909 Eclipse the Success of 1908  
For us Both

## T. A. Bourque & Co., Reg.

Wholesale Grocers and Proprietors Duchess Brand Goods  
Sherbrooke, Que.

### Walter Baker & Co.'s

### Cocoas and Chocolates

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

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

### W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

### WAGSTAFFE'S

Fine old English

### Plum Puddings

and

### Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

### WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

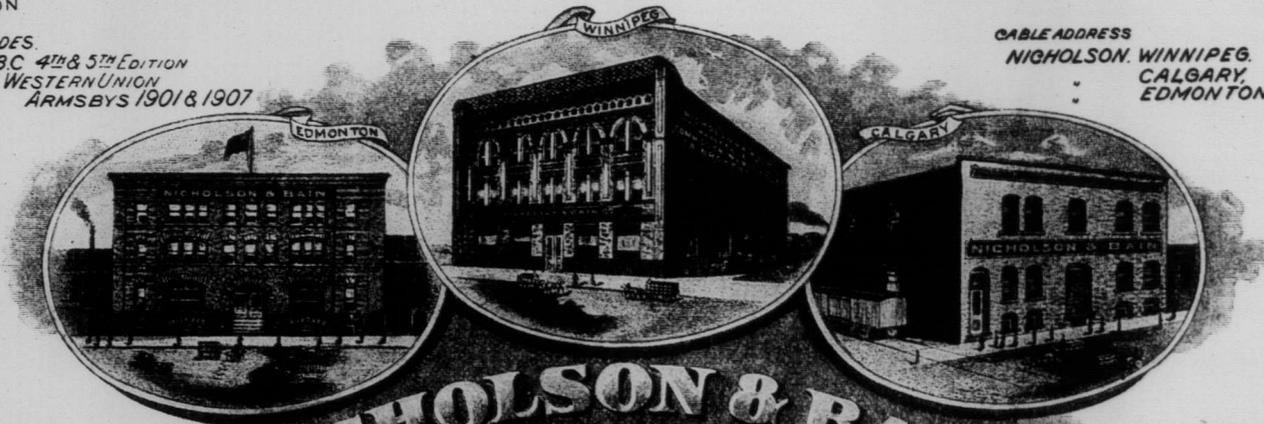
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES  
ABC 4TH & 5TH EDITION  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON, WINNIPEG.  
CALGARY,  
EDMONTON



EDMONTON BRANCH

NICHOLSON & BAIN

CALGARY BRANCH

NICHOLSON & BAIN

**NICHOLSON & BAIN**  
**WHOLESALE**

COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST  
TRANSFER TRACK

*Winnipeg, Man.*

**A BUMPER CROP**

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta**:—

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba.....	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan.....	3,170,000	18½ "	58,645,000 "
Alberta.....	410,000	21 "	8,610,000 "
Total.....			107,905,000 "
	Total acreage in the three provinces.	Estimated Yield per acre	
Oats.....	2,660,000 acres	34 bushels	90,440,000 bushels
Barley.....	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of.....			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95½c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39½c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

**NICHOLSON & BAIN**  
CALGARY                      WINNIPEG                      EDMONTON

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

# TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the  
**Increasing American Demand**

for

# CEYLON TEA

READ THIS

## EXPORTED TO AMERICA

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

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

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

Black, 8,296,500 lbs.

Green, 2,912,100 lbs.

**An Increase in Direct Shipments**

**of 24.92%**

**And in a Year of Trade Depression, Too!!**



## WORKINGMEN

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

### Gilmour's 10c Hand Cleaner

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

Ask Your Wholesaler's Traveller—Or Write Us.

## The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN"



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

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

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

### THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

**ABSORBINE**

or any Bunch or Swelling. No blister, no hair gone, and horse kept at work. \$2.00 per bottle, delivered. Book 3 D free.

**ABSORBINE, JR.**, for mankind. \$1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by  
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.  
LYMAN, BONS & CO., Montreal, Canadian Agents.



# SUBSCRIPTION CANVASSER WANTED

To solicit subscriptions in Toronto for one of our publications.

A retired merchant or one who has had experience as a salesman preferred.

As high as \$1,500 a year will be paid to a first class man.

## THE MACLEAN PUBLISHING CO., LIMITED

# Tartan BRAND

**You Want Goods in a Hurry ?  
WE HAVE EVERYTHING**

**PHONE 596** at our expense.

**BALFOUR, SMYE & CO.**

QUICK SHIPPERS

Wholesale Grocers, - HAMILTON, ONT.

**"Keep up with the Twins"**



Handle . . . . .

## **GOLD DUST WASHING POWDER**

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

**"Keep up with the Twins"**

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

**THE N. K. FAIRBANK COMPANY, Montreal**



# BORDEN'S BRANDS

The two best known and acknowledged leaders in Condensed Milk and Evaporated Cream, are

**"EAGLE BRAND"  
CONDENSED MILK**

and

**"PEERLESS BRAND"  
EVAPORATED CREAM**



It is good business policy to sell what is known as good and right—

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

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

Unsweetened

## SUGAR

When next purchasing supplies of Granulated Sugar ask for

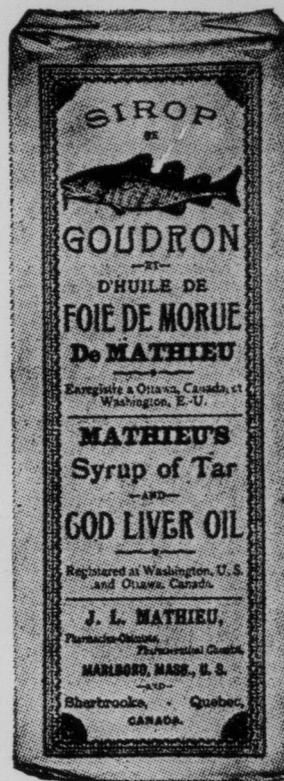
*Redpath*

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

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

The  
**Canada Sugar Refining Co.,  
Limited**

MONTREAL



### WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nerve Powder is another good seller. Both are necessities in your business.

Mail that order to-day.

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

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

## Do You Want Ottawa Business?

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

**A 1 Railway Connections.**

**Every Modern Convenience.**

**Advantageous Insurance.**

WE ARE THE WAREHOUSE PEOPLE!

**The Dominion Warehousing Co., Limited**

J. R. Routh, Manager

**52 Nicholas St., OTTAWA**



## The Real Live Selling Line

is what you want. H.P. Sauce is what you are looking for. It has all the necessary qualifications for a leading line. It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

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

Midland Vinegar Co., Ltd, Birmingham and London, England

Christmas is rapidly drawing near.  
 Our stock of

# LYTLE'S MINCE MEAT

is equal to every demand. No grocer should let his stock of this necessity run out and thus lose sales.

Order from your jobber or direct.

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

Sterling Road, Toronto, Canada

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



## Symington's "Edinburgh" Coffee Essence

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

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

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

**Thos. Symington & Co.**  
**EDINBURGH**

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

# JAMES DOME

THE BEST  
 STOVE POLISH  
 ON THE MARKET

NO DUST

GIVES A GOOD,  
 BRIGHT, LASTING  
 SHINE.

# BLACK LEAD

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



**Klondike  
Jubilee  
Sterling**

These three names have for years stood for **high quality in Brooms.**

They are now put up with polished maple handles and are unequalled for value.

Manufactured by

**STEVENS-HEPNER CO.**  
Limited

Port Elgin, Ontario, Canada

**TODHUNTER'S**  
THE STANDARD FOR COFFEE DRINKERS THE BEST TONIC FOR BREAKFAST A LUXURY

**EXCELSIOR**

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

**COFFEE**

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

**J. W. Windsor**  
Montreal

: : : Maker of Canada's Famous : : :  
**Balmoral Scotch Marmalade**

wishes each and every Canadian grocer a

**Merry  
Christmas**

and trusts that all will enjoy their dinner that day the more for having on the table a pot of the marmalade they have sold in such quantity in 1908.

**"SNAP"**  
the world's best

**Hand Cleaner**

One tin is equal to three times the quantity of soap. It will instantly free the hands from every trace of paint, dirt, grease or grime of any kind whatever. It will not injure the skin; but will leave it clean, soft and white. There's an excellent profit in "Snap"—none better in the trade. Ask your jobber to send you a trial case of

**"SNAP"—The Original  
Hand Cleaner**

Made by

**The Snap Company Limited**  
Montreal, - Canada



## BLACK KNIGHT STOVE POLISH

Makes stove polishing a clean and easy matter. You may guarantee Black Knight to be the most satisfactory stove polish on the market. There's an excellent profit attached to every sale.

Ask Your Jobber for Black Knight Stove Polish

**The F. F. DALLEY CO., Limited**

HAMILTON, CANADA

BUFFALO, N.Y. U.S.A.

## HOLIDAY BUYERS DEMAND HIGH-CLASS COCOANUT



Our 15 or 20 lb. pail.

## WHITE DOVE

will satisfy them because it is the best on the market, being purest, consistently highest quality, and known to be dependable from long experience.

If your stock is low, replenish at once.

Agents:

Geo. A. Stone, Vancouver, B.C.  
Scott, Bathgate & Co., Winnipeg, Man.  
Frank M. Hannum, Ottawa, Ont.  
C. E. Macmichael, St. John, N.B.  
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

**W. P. DOWNEY**

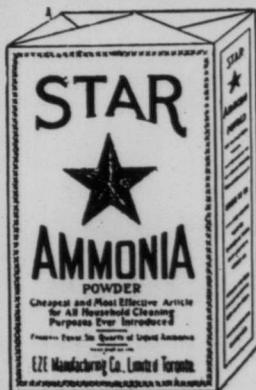
24 and 26 St. Peter Street,

MONTREAL



A Practical Package.

Packed in 5-lb. Tins, 12 to case  
" 10-lb. " 6 "



## Star Ammonia

*Is perfection of production in a neat and attractive package.*

**IT SELLS.**

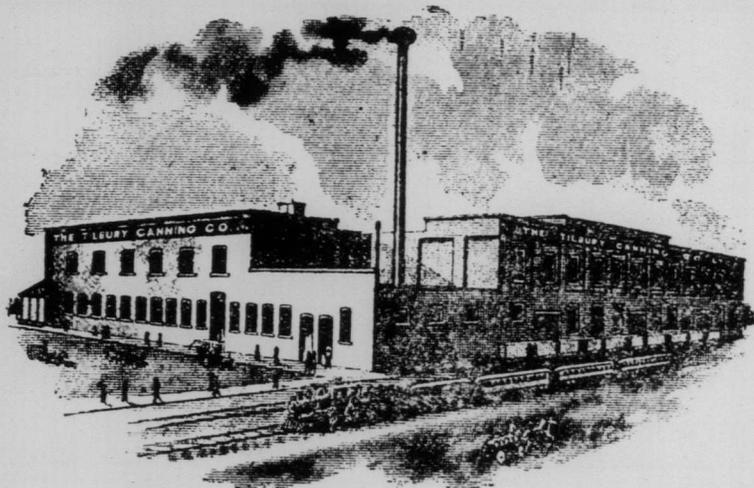


## Talking to the Point

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

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

TRY A CONDENSED AD IN THE CANADIAN GROCER.



# "Tilbury Brand" Canned Goods

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

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

**RYAN BROS.,** Winnipeg  
WESTERN SALES AGENTS

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

**The Tilbury Canning Company, Limited,** <sup>Tilbury,</sup>  
<sup>Ont.</sup>

## The Wise Grocer

is placing his order for 1908 pack and buying

# "PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

# Lea's

---

---

The Pickle with the  
home-made  
flavor

Turkey and Lea's Pickles make  
the Christmas Dinner complete.  
Have you secured your Pickle  
for your Christmas Trade? Do  
so before it is too cold to ship.

Packed by

The **Lea Pickling & Preserving Co.**

Limited

**SIMCOE, - ONTARIO**

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver



**'CAMP' COFFEE**

**The Brightest Star**  
in the Coffee-Essence World!

Retailers who stock 'Camp' Coffee are in for a busy time and a paying one! 'Camp' this season is going to boom. Strong and constant advertising coupled with the best article of its kind on the market, explains why.

Replenish your stock — quick  
—before the rush comes!

**'CAMP' COFFEE**

*Sold by all wholesalers, everywhere.*  
PROPRIETORS: R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW.



# MERRY XMAS

To our many customers throughout the Dominion we wish a most happy Christmas.

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

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

**Sugars & Cannery**  
**Montreal LIMITED**

A Record **66 Years in Business**  
1842—1908

To Our Customers and Many Friends

We Wish

**A MERRY CHRISTMAS**

AND

**MOST PROSPEROUS NEW YEAR**

May Our Relations be as Cordial as in the Past

**L. CHAPUT, FILS & CIE, Montreal, Canada**

WHOLESALE GROCERS

Importers of Teas, Coffees, Wines and Liquors.

THE CANADIAN GROCER

ESTABLISHED OVER 200 YEARS

# CHAMPION'S

## IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

ONTARIO AGENTS: The Lind Brokerage Co., 23 Soott St., Toronto

Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal

W. H. Escoff, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CO-SIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



# “WHITE SWAN GOODS ARE GOOD GOODS”

## — ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

### WHITE SWAN SPICE AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

#### TORONTO

HOW TO FREE  
HIGH HALLS  
OF DUST-WEBS



### THE Ideal Duster

Solves the Polished-Floor Proposition

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

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

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



THE MCGREGOR PAPER BAG HOLDER.

### THE GROCER'S GREATEST CONVENIENCE MCGREGOR PATENT PAPER BAG HOLDER

HAVE YOU SEEN IT? WRITE

175 Borden St., - Toronto

# Allredie Plum Pudding

Mr. Grocer, this **is not** only a Christmas Plum Pudding, but, being light and digestible, will appeal to everyone at all seasons.

**Allredie Plum Pudding** is put up in powdered form, a radical departure from old style, containing all the necessary ingredients naturally used in the homes of your customers.

**Allredie Plum Pudding** saves the housewife all the trouble of cleaning fruit and getting her pudding ready—a good talking point, use it—It will make sales for you.

**Let your jobber send you a sample case. If he does not carry send to us and we will advise you where you can buy it.**

## ALLREADY PURE FOOD CO.

of Canada Limited

BRIDGEWATER

NOVA SCOTIA

Agents:—A. H. BRITTAIN & CO., Montreal. THE LIND BROKERAGE CO., Toronto. W. H. ESCOTT, Winnipeg.  
W. A. SIMONDS, St. John, N.B. B. R. HOLEMAN, Charlottetown, P.E.I.

## Ask For Wine

and  
specify

### Marsala Wine

It is the finest after dinner beverage in the land. If you don't believe us send for a free sample and convince yourself.

Your customers will appreciate your calling their attention to this famous brand.

**\$7 a case and up**

**Museo Commerciale Italiano**

**43 St. Antoine St., Montreal**

Sole Agents Amerloan Continent

Phone Main 2731

## MOLASSES AND SYRUPS

### GINGERBREAD BRAND MOLASSES

(IN TINS)

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

### GOLDEN SLING SYRUP

(IN TINS)

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

**"THE BEST THERE IS"**

#### Agents

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

## Dominion Molasses Co.,

LIMITED

**Halifax, - Nova Scotia**



# ONE MORE YEAR CLOSES

In a few more days 1908 will be of the past, but before it goes there will be celebrated a feast of gladness—a day of rest.

We take this opportunity of wishing you

## A Merry Christmas

May your cares be forgotten for the NONCE and pleasures reign.

It is our sincere hope that the past year has been as successful for you as it has been for us, and that 1909 may be for you

## A Happy and Prosperous New Year

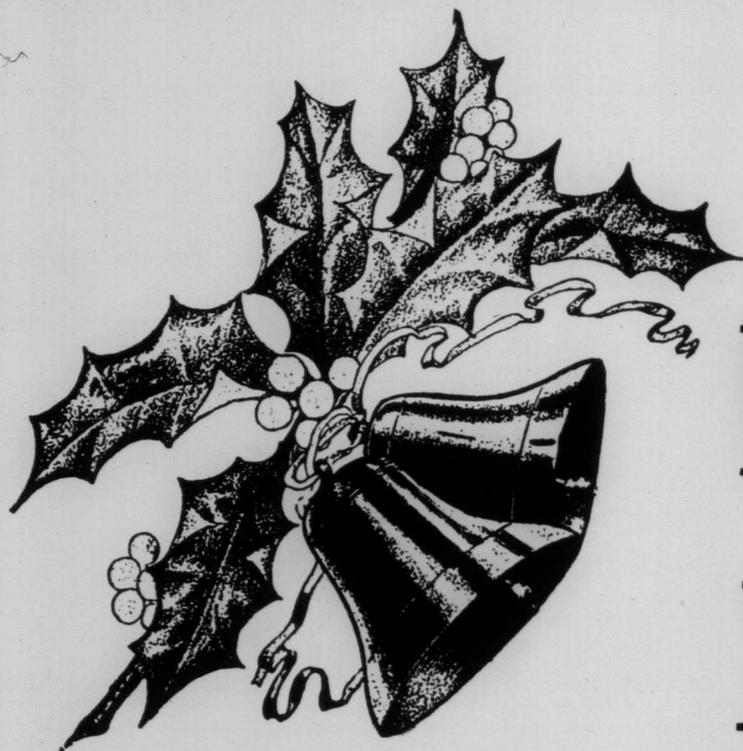
Should we continue to be favored with your patronage—as we hope to—we can assure you of that same attention to your slightest commands which has characterized our dealings and made for pleasant and cordial relations in the past.

# LAPORTE, MARTIN & CO.,

LIMITED

Wholesale Grocers and  
Wine Merchants

- - Montreal



# A Merry Xmas

To our hundreds of customers throughout the Dominion we extend the heartiest greetings of the season. May your Christmas be the happy finale to a most successful year.

During 1908 we have made new friends in all parts of Canada. We have served them well and will continue to do so in the New Year.

Such service as reputation, a large and competent staff, and strict attention to business ensures is given to our customers year in and year out.

A continuance of your patronage is requested.

## Hudon, Hebert & Co., Ltd.

Wholesale Grocers and Wine Merchants

MONTREAL

The most liberally managed firm in Canada.

Thi  
Adam  
Adam  
Allan  
Alliso  
Al're  
Amer  
Ande  
Ancke  
Aylin  
Baker  
Balfor  
Beam  
Bened  
Bickle  
Bloom  
Blue F  
Bode t  
Borde  
Bourq  
Brand  
Brand  
Brayle  
Bri to  
Britisl  
Brook  
Broph  
Brown  
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Camp  
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Canad  
Canad  
Cargill  
Carma  
Carma  
Carter  
C-ylo  
Chamj  
Cha, u  
Cha-  
Churcl  
Clawac  
Clawac  
Conno  
Consta  
Cote, J  
Cowan  
Cox, T  
Cumm



# Special Prices

to reduce stock before stock-taking.  
It will pay to wait for our men,  
they have full particulars.

## James Turner & Co., Limited

Hamilton, Ontario

### INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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# Advertising As An Investment

It Must Not Be Considered as an Expense, but Rather as a Commodity—It is the Salesman's Greatest Ally — How to Keep Business Good After the Holiday Rush—Some Suggestions and Criticism.

Written specially for the Canadian Grocer by W. F. Raiph.

E. O. McCormick, of the Harriman lines, in an address to the fruit growers of Southern California recently said: "You must recognize advertising as a commodity. It is imperatively necessary that you get this truth fixed firmly in your minds before you can hope to give it that broad consideration which its importance demands. Get away at once and forever from the idea that it is an expense. It is not an expense, it is a commodity; just as necessary a commodity in the selling of oranges, as business is conducted to-day, as are the oranges themselves.

"I do not mean by this assertion that you cannot go on selling oranges forever without any advertising; but one of the purposes of this convention is to see if means can be devised which will increase the consumption of oranges and thereby increase the sales of the product.

"There is no mystery or magic about advertising—that is to say, no more mystery than attaches to doing any other thing well. It is not an experiment. Properly done it is simply good salesmanship. It does simultaneously in a thousand or a million places what an individual can do only in one place at a time.

### The Salesman's Ally.

"Paradoxically it not only does not supersede the salesman, but is his greatest ally. The better the advertising, the better the ally. It is the advance agent of the salesman. It predisposes the dealers and the public, and clears the route of the salesman of many of its thorns. Good salesmanship is the ability to induce people to buy your things equally with, or in place of, the stuff others sell."

Mr. McCormick has touched the spot. He has named the quality which separates a good retail advertisement from a poor one. People will always buy groceries—they must—whether the grocers advertise or not; but the aim of advertising is to increase the consumption of groceries. Every ad should be full of suggestion. Your aim is to get the people to buy more than they intend to. Very few customers go out of even the most ordinary of grocery stores without being asked, "Now, is there anything else?" In the more progressive stores this inquiry takes the form of a suggestion of something else. The writer went into a grocery and butcher store the other day for the sole purpose of buying a pound of butter. But when he came out he was carrying, besides the butter, a roast of pork, a pound of cheese and some canned soup. Suggestion did the trick. The man behind the counter of that store was a genuine Salesman with a capital "S." He was chock full of suggestion.

Now, every grocer who is progressive enough to read this paper knows the value of suggestion as applied by the man behind the counter. But what a

lot of grocers have yet to realize is the value of suggestion as applied by the man behind the counter when he sits down to write an ad.

## Delicious English Confectionery

### PURE AND WHOLESOME.

Fresh supplies again to hand from Messrs. Clarke, Nicholl & Coombes, London, Eng., of Turkish Delight, Barley Sugar, Peppermints, Ginger, Pineapple, etc., etc., etc.

#### BARLEY SUGAR.

This is a specialty we sell in very large quantities—only 15c bottle. Sold all over the city at 25c. Also:—

Butter Scotch Drops .....	20c Bottle.
Mixed Fruit Drops .....	20c Bottle.
Satin Pralines .....	20c Bottle.
Genuine Malt Drops .....	20c Bottle.
Assorted Chocolate Pralines .....	20c Bottle.

#### SCOTCH PEPPERMINTS.

Very convenient to have a few of these in your vest pocket when down town; they are extra strong. Only 60c per large bottle.

#### TURKISH DELIGHT.

We have now a good supply of delicious Turkish Delight in 1-lb. wooden drums. Price, only 25c per drum.

#### CRYSTALIZED GINGER

—And—

#### PINEAPPLE SQUARES.

packed in fancy 1-lb. cardboard boxes, at 50c per box.

See the display of these choice English Confectionery in our show window.

## New Zealand Rabbit

30c PER TIN.

Have you tried any of the delicious Rabbit we get from New Zealand?

### IT EATS LIKE CHICKEN.

It is tender and juicy, and you can hardly tell it from Chicken, and less than half the price.

We are selling the large cans at 30c each, or \$3.25 per dozen.

## Choice Baldwin Apples

### IN BUSHEL BOXES.

We are offering a very choice lot of selected Baldwin winter-keeping Apples, put up in bushel boxes.

### ALL HAND PICKED.

We are often asked for a package of this size from people who do not care to take a whole barrel.

This lot has been exceptionally well packed and is free from specks and not bruised, as you generally find in barrels.

Price, only \$2.00 per box, delivered free to any part of the city.

## FRASER, VIGER & CO., LIMITED.

ITALIAN WAREHOUSE,

Established 1856

FRASER'S BUILDING,

207, 209 & 211 St. James St., Montreal

A WELL-WRITTEN GROCERY AD FROM MONTREAL.

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Suggestive advertising is pretty largely practised by all kinds of retail merchants during the holiday season. This is the case more especially with those dealing in the goods more readily adapt-

pretty girl when a rival appears in sight. Really that is the time you should put in your best lies.

"If you let a bit of a financial flurry that's past bind your advertising wings

enthusiastic effort is made to secure it. "Advertising is not a luxury. It is not a decoration—not the "trimmings." It is the underlying motive power, the real wheel-mover of business, and when you allow this motive power to slacken you let your business machinery run down.

"In a battle a good soldier never runs before the firing begins and then he always stands his ground. It is small wonder that a number of business men at the first glimpse of the hovering hard times cloud, drop off their advertising, are now complaining of the serious financial condition of the country. It seems a platitude to say that the time when things are slackest is the time for you to buckle to and do your hardest hustling, but it is a fact that needs to be iterated and reiterated to the Canadian business man, who in the most buoyant and prosperous times, frequently allowed himself to become awed by the shadow of a slump.

"You have got to believe in the ultimate success of your business no matter what the times are, and you have got to keep every force working to bring about the desired condition.

"It's the grit of the cinder path that makes the foot race all the more fleet. It's the element of resistance that makes the business game worth the playing. You don't win 'hands down,' but with your muscles working.

"Supposing things are dull, get busy and make them better. In this fight every business man has his part to perform. Do your part to bring about good times and the law of average will distribute them so you will get your share."

**Some Hints and Criticism.**

That's a good piece of suggestive advertising of Fraser, Viger & Co.'s re-

**The Calgary Grocery Co.**

1209 a First Street West

Phone 1218

**Special Prices for Wednesday and Thursday Cash Sales**

**GRAPES**—Finest Ontario grapes, in 8-qt. baskets, per basket... 50c  
2 baskets for ..... 95c

**TOMATOES** — Green tomatoes, in 50-lb cases; per case.....\$1.50  
Half case ..... 75c

**PLUMS**—Green plums for preserving. A few cases only. Per case .....\$1.00

**SUGAR**—B. C. granulated sugar, in 20-lb sacks. Per sack.....\$1.15

**RAYMOND SUGAR**—In 20-lb sack .....\$1.10

**CEREALS**—Toasted Corn Flakes, Flakes, Malta-Vita and Puffed Rice. Regular 15c package. Special, 3 packages for..... 25c

**CORN MEAL** — Yellow Corn Meal in 10-lb sacks. Regular 45c sack, for ..... 35c

**ROLLED OATS**—Red Star Rolled Oats, in 8-lb sacks. Regular 40c per sack, for ..... 35c  
Or 2 sacks for ..... 65c

**COCOA**—Cowan's Cocoa. Regular 15c tin; 2 for ..... 25c

**SOAP**—Weir's Buttermilk Toilet Soap, in boxes of three cakes. Regular 25c box, for ..... 20c  
Or 2 boxes for ..... 35c

**PORK AND BEANS**—In tomato sauce or plain. Regular 15c tin. Special, per tin ..... 10c

**MAPLE SYRUP**—The Diamond brand maple syrup, in quart tins—regular 40c tin for ..... 30c  
In half gallon tins, regular 75c, for ..... 60c

**FLOUR**—Five Roses flour, in 98-lb sacks, per sack .....\$3.35  
Half sacks .....\$1.70  
Quarter sacks ..... 85c

**SHREDDED COCOANUT**—Regular 40 lb. for..... 25c

**JAM** — Crosse and Blackwell's household jam in 7-lb tins. Regular \$1.25 tin, for ..... 90c

**AYLMER JAM**—In 7-lb tins. Regular 75c. for ..... 65c

**RAISINS**—Sultana seedless raisins. Regular 15c lb. at 2 lbs..... 25c

A WELL-ARRANGED AD FROM CALGARY.

ed for Christmas gifts. But when the holiday rush is over, merchants are almost too ready to accept a "dull season" as an accomplished fact. Live, suggestive advertising, carried on all the time, in holiday season and out of it, is a great business stimulant. After the Christmas season there is, of course, bound to be a little slump; but the right kind of advertising will greatly lessen it.

**Keep It Up.**

There is a good deal of sound sense in the following extract from an exchange:

"The duller the times the more you require advertising. There may be some possible excuse for a business man letting up a bit in his advertising when "The world moves along like a song." When sales come without effort and he has difficulty in meeting persistent demand—although even then we regard present advertising as a most tangible future asset. But surely it is mighty poor judgment for one to sit by and twiddle his thumbs in sorrow and dismally refuse to make any sort of advertising effort when times are troublesome. The wise oarsman going up stream increases his efforts in proportion to the strength of the current against him. The sensible business man should do the same. To stop advertising because there is a suggestion of business depression is like ceasing to court a

you are not only proclaiming yourself a "quitter," but are leaving the field wide open for the other fellow. And when



Hello! Hello!

"Is that Diprose's store? We have heard about your own make Mince-meat and want to try it. It's 10 cents per lb., isn't it? Well, send me two or three pounds, and also some of those Cranberries you advertise at 10 cents per quart and, yes, send me another pound of White House Coffee and Diprose Special Tea. That 40c blend is the nicest tea I ever tasted. I'll order my Christmas fruits from you when I come down town Saturday."

JOHN DIPROSE

Dundas and Ridout Sts., Phone 386—Dundas and Wellington Sts.,  
Phone 2262—Richmond and Hyman Sts., Phone 1291.

A NOVEL AND STRIING AD FROM LONDON.

there is a tightening up of times it simply means that the business will be distributed where the most intelligent and

produced with this article, headed, "Delicious English Confectionery." Take particular notice of the suggestions under

the heads of "Scotch Peppermints" and "New Zealand Rabbit." The latter is particularly good; and its safe betting that it induced people to try that particular dainty. This ad, however, lacks a good arrangement, and its strength is accordingly impaired. The ad is not as neat in appearance as it deserves to be.

The Calgary Grocery Co. ad is good, too—particularly so in appearance. Its systematic neatness is very attractive and there is an absence of superfluous reading matter that strengthens it. In this ad the suggestive quality is covered by the special price.

John Diprose, the London grocer, submits an ad that gets at the point in rather a different manner to that taken by the writer of the Calgary ad. For general purposes, the Calgary ad style is conceded the best. All the same, the man who can produce an occasional novel advertisement such as that written by Mr. Diprose is bound to make an impression. The ad is certainly suggestive. It is more; it is persuasive. The woman who is hesitating between buying mince-meat ready-made and making it herself is liable to send for some of the Diprose brand without more ado. Of course, the

test of any ad is its ability to sell goods; and the occasional use of the style submitted by Mr. Diprose by a regular advertiser is quite likely to accomplish that end. To be effective an ad must attract, interest and persuade. This ad is attractive—the picture makes it so. It is interesting, because the imaginary telephone conversation is brightly written and gets to the point quickly. It is persuasive because it suggests easy action on the part of the reader. Thus, possessing the qualities of a good advertisement, this kind of ad should sell the goods if not used too frequently.

## A Grocer at the Winter Fair

Points of Interest to the Trade in the Provincial Exhibition at Guelph Last Week—The Seed and Poultry Departments the Most Attractive. Though Others Give Information to Discuss With Customers—Some of the Meetings of the Week.

Specially written for The Canadian Grocer by a local merchant.

Guelph, Dec. 14.—The annual Winter Fair, held here last week from Tuesday to Saturday, Dec. 8 to 12, was larger and better than any former effort in the way of a Provincial Winter Fair here or anywhere is the opinion of the officers and exhibitors. A grocer on entering the Machinery Hall where gasoline engines, hay lifters, etc., are displayed is at once struck with the handy devices for doing a great deal to assist the farmer with his work. The latest washing machines, wringers, cream separators, sewing machines, are in evidence, and, last, is a potato sprayer and also a potato planter. These seem new ideas and drew the attention of the crowd of city people as well as the farmers. A grocer can spend a full day investigating and getting the benefit of the teaching at this Exhibition. Each cream separator that your customers buy is adding its part to the betterment of the grocer, and a grocer ought to be able to decide which is the best from his own knowledge gleaned at these fairs and from the information he receives from his farmer customers who have the different kinds. It is simply wonderful to note the interest a farmer will take in a grocer when he finds out the grocer is interested in him, his farm and his machinery for the advancement of his farm. One little feature of the machinery section of the Fair that was of interest to everybody was a miniature teter and slide just like we all used to use when we were children. Even the grocers with their little chaps were experimenting on it.

### The Seed Department.

After a pleasant chat with the grocer, who is taking tickets at the door, we move along inside. Immediately on entering the lower floor this year a grocer is interested, as right on the ground floor is the seed department, alongside the famous fat cattle, including all of the many different varieties. The seed department is one of the grocers' hobbies,

and takes a long time to be fully investigated. We feel fortunate in getting a chance to have a look at the different varieties of seeds before the judges have made their decision. You have often seen a bunch of grocers out at a horse race picking a winner, but for good, clean, educational excitement, watch them all pick out a winner in the different grades of clover and timothy, and have to wait a whole day before finding out which carries off the prize, and also note the different times they will sneak back and have another look to make sure. This year the oats are by far the largest display, there being about eighty different samples of two bushels each. There are twenty-five different samples of wheat, about one hundred of corn, over a hundred of potatoes of different kinds, and these are a very interesting study for a grocer. Last year, with thirty-five varieties it was quite attractive, but this year with so many and of such quality, you feel it is beyond you to select the best, but, at the same time, you can learn a lot from the gentleman in charge, who, besides being an expert judge, will tell you the best variety for the different soils. "Buy your seed corn on the cob and avoid uncertainty," is one dealer's sign, and as there are so many samples and we know so little about them we decide he knows best, which is a very easy way out of it.

The new kinds of potatoes, such as the "Devil's Favorite" and "Earner's Comers," put us in mind of some of the names that are manufactured by seedsmen when they sell five or six different kinds of early brands out of the one bin, or the grocer who can sell 30c, 40c and 50c vinegar out of the one barrel.

Two mammoth green squash attract a good deal of attention in this department, one weighing 259 and the other 229 pounds. These were used in a local window for a guessing contest before being brought here. It would be too bad to

leave this department without special mention of 100 samples of small seeds shown for exhibition purposes by the O.A.C. seed department. These samples are put up in little glass bottles, labeled and described, and are an interesting study. The different varieties of wheat and oats in sheaf give a very finishing touch to one of the finest exhibitions of seed grains ever displayed here.

### Some Fine Dressed Poultry.

We move on to the dressed poultry department and here we have on good authority, the greatest in numbers, the best in quality, and the finest displayed lot of dressed poultry ever seen in Ontario. No bad stuff among it is the word. A grocer is more and more convinced from his own standpoint of the great educational features by the wonderful improvement in the method of displaying the fowl this year. The colored papers, the fowl are displayed on and the extra roses and sashes of ribbon with which they are decorated is really an evidence of the fact that touching up helps to win the prizes.

### Some Heavy Eggs.

Another feature of interest to grocers was the display of eggs. Please spell with a capital at the present price. The special feature about this was the fact that the prize was awarded for those which weighed the most. The question of selling eggs by the dozen or by the pound has been a debatable question between grocers and farmers for years. This may lead to something better for the grocer.

### The Cattle and Sheep.

The cattle this year show a very gratifying increase in number, being about 20 ahead of last year. The Grades are particularly strong. Here the Galloways, with their long black shining coats and the dark red Devons, all sleek and fat, and in the best of condition, are a fine sight, and of interest to all classes of people. The sheep are exhibited upstairs

and are among the most interesting to visitors of the whole show. Who is not interested in the meek animals who stand so silently in their pens, and the different breeds of long and short wool. To those who can tell the merits of the animals, such an exhibit of fine stock, probably the finest ever under one roof, this is an interest study.

#### The Bacon Hog.

The exhibit of hogs is about on a par with last year, and the animals show a great deal of care and attention. There are about two hundred and fifty entries in the different breeds. The bacon hog is the one the grocer is interested in, and I do not remember now whether it is a Tamworth, Berkshire, or what, but it was a pig, anyhow, I think.

The showing of live poultry upstairs is the largest in the history of the winter fair. There was some talk of the foot and mouth disease from over the border interfering with this department, but this was not evident, as the showing is away ahead of any previous year. Local men have carried off their share of the prizes, in some cases getting three out of four prizes, especially in the bantam classes. Turkeys, geese, ducks and pigeons are all well exhibited, and there is also a good showing of fancy canary birds, and each different exhibitor tells you the kind he has is the best for all purposes.

In dressed beef carcasses the entries are greatly increased, as is also the case in hog block tests. A skip into the testing room of the dairy department amply repaid one. Some of the milch cows were thin looking, but seem to be great milkers. It is almost impossible to give any idea on paper of the immense exposition and it has really got to be seen to be appreciated.

#### Some Interesting Meetings.

The winter fair would perhaps not be such a success but for the fact of the annual sessions of the Experimental Union of Ontario, which is meeting at the O.A.C. At its first session Prof. C. A. Zavitz, of the O.A.C., outlined some of the co-operative experiments in potatoes. Among other things he said the value of the potato crop in Ontario this year is estimated at \$12,000,000. There are over 90 varieties grown. He claims that this should not be so, that fewer varieties would be better. The average of the experiments this year place the Empire State and the Dempsys as the two best varieties of late potatoes. The Early Puritan and the Early Eureka stand at the top of the early varieties. Carter's Invicta is the most popular turnip.

The crowds on Wednesday and Thursday were the largest in the history of the fair. The Women's Institute meeting on Wednesday was another feature of the week.

Another important meeting of interest to grocers was the Ontario Millers' Association, which was held in the chemical classroom at the O.A.C., and showed that much practical good has resulted from experiments in the flour-testing plant installed last year. You will probably remember how the different samples of wheat were tested at this meeting a year ago. Well this year again Prof. Harcourt was the speaker, and reported the results of his many experiments during the year in testing the different standards and blends of flour

for break-making purposes. During the year that the milling and baking outfit at the college has been operating many kinds of flour from all sections of the country have been tested for baking qualities. It has proven pretty conclusively that the official grading of wheat represents fairly their value as baking flours. Prof. Harcourt has discovered a great difference in the quality of the old and new flour and of flour made from old and new wheat for baking purposes. He has also been able to produce bread from some blends of Manitoba and Ontario flour which practically equal the bread from pure Manitoba. Although it seems that much information has already been gained, especially by millers who have had the opportunity of having their flours tested against any other flour they desired, and thus have been able to calculate the exact value of the wheats they were handling from the standpoint of the value of the flour made from them for bread-making purposes, the work is just in its beginning and many new problems of very great importance are presenting themselves. The value of wheat cut at different dates of maturity for bread-baking purposes, the relative nutritive value pound for pound of bread made from Ontario flour to that made from Manitoba, and the relative value of blended flours of different percentages are some of the problems which presented themselves and upon which Prof. Harcourt will work next year.

These are some of the main points as far as the grocer is concerned, and so ends another winter fair, which has so far outshone the others as to make us wonder where it will all end.

#### WAS A TORONTO GROCER IN THE 60'S.

Robert Reford, of Robert Reford & Co., Montreal, who recently donated the sum of \$50,000 to McGill University, began his business life in Toronto as a jobbing and retail grocer.

Bearing on Mr. Reford's early career, Henry Swan, of Swan Bros., grocers, Toronto, has some interesting reminiscences to relate. "So far as I can recollect," he said, "Robert Reford first went into business for himself as a jobbing and retail grocer, as we called them in those days, at the corner of West Market and Colborne Streets, under the name of Robert Reford & Co. That was about 1860. He afterwards took in Richard Dunbar into partnership, who was his next door competitor. Then in 1864 he went into the wholesale business as Reford and Dillon, on Wellington Street East, near Yonge Street, Robert Dunbar continuing the retail business. After a time the firm moved to Montreal where the business was continued under the same name until about 1867, when Mr. Reford retired to found the present steamship and forwarding agency of Robert Reford & Co., Montreal."

"Yes," Mr. Swan continued, "Robert Reford was one of the finest men I ever met. He was genial and kind-hearted and was in all respects a thorough gentleman. His personality was unusually attractive. The farmers for miles around used to go direct to Reford's when they came to town, and the saying was, and I know it to be true, that if you once became a customer of Reford's store you continued to deal there

regularly. I think I can safely say that Mr. Reford was at that time one of the best liked grocers in the city."

"Oh yes," Mr. Swan continued, "of all the business that came to Toronto Robert Reford used to get more than a goodly share. I'm glad to know, and there are others, too, who will be pleased to hear of Mr. Reford's success and his characteristic kindness now that large wealth has come to him."

#### ORGANIZING THE HOCKEY TEAMS.

Interest in the Toronto Wholesale Grocers' Hockey League is growing daily, and prospects for the best season in its history are very bright. Two of the teams were organized during the week and the schedule is in course of preparation.

The officers of H. P. Eckhardt & Co.'s team are as follows: Hon. president, H. P. Eckhardt; Hon. vice-presidents, S. H. P. Mackenzie, C. F. Richardson; president, H. D. Eckhardt; manager, G. Wilkinson; secretary-treasurer, J. O. Elton; committee, J. McEwen, H. J. Middleton.

Eby-Blain's team have also elected their officers, as follows: President, J. F. Eby; vice-president, W. P. Eby; secretary-treasurer, W. R. Bond; captain, H. Millath.

#### HAS MADE SUCCESS IN THE WEST.

W. R. Megaw, accompanied by his son, W. E. Megaw, both of Vernon, B. C., was in Toronto this week. Mr. Megaw is a general merchant who went out west some 30 years ago, from what is now Auburn, Ont. He has built up a large and prosperous business in his town. He carries groceries, hardware, dry goods, millinery and boots and shoes. His store is 120x18 feet and a building 30 feet wide is to be erected across the back, making the full depth 78 feet. Nearby his store he has a warehouse in which he carries agricultural implements and carriages, while in this line of business he has recently opened a branch in Vancouver.

W. E. Megaw, the son, has charge of the advertising for the firm, which amounts to about \$200 a month.

The Megaw firm subscribe for four of the MacLean publications, viz., Canadian Grocer, Hardware and Metal, Dry Goods Review and Busy Man's Magazine.

#### A NEW SWEEPING PREPARATION.

One of the newest things on the market of interest to grocers is a preparation to facilitate sweeping, known as "Nomordust." The preparation is in the form of a coarse powder to be sprinkled on the floor or carpet and used with the broom or brush. It is said to obviate dust and to save mopping and dusting. Being antiseptic, it kills germs and motas, and will purify the atmosphere of the rooms where it is used. A handful of the powder is said to be enough for several rooms, and it can be used repeatedly. The product is put up conveniently in tin cans and is sold by the "Nomordust" Co., 600 Crown Life Building, Toronto.

#### HINTS TO BUYERS.

Jos. Cote, importer and wholesale tobaccoist, Quebec, recommends to dealers in the Dominion the "Germinal Manilla" cigars, which should be given a trial order.—Advt.

**THE CANADIAN GROCER**

Established 1886

The MacLean Publishing Co.

Limited

**JOHN BAYNE MACLEAN** President

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

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

**OFFICES**

**CANADA—**

**MONTREAL** - 232 McGill Street  
Telephone Main 1255

**TORONTO** - 10 Front Street East  
Telephone Main 7324

**WINNIPEG** - 511 Union Bank Bldg  
Telephone 3726

**VANCOUVER** - R. Bruce Bennett  
1737 Haro St.

**ST. JOHN, N.B.** - W. E. Hopper

**UNITED STATES—**

**CHICAGO, ILL** - 933-935 Monadnock Block  
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**NEW YORK** - 622-624 Tribune Bldg.  
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**GREAT BRITAIN—**

**LONDON** - 88 Fleet Street, E.C.  
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J. Meredith McKim

**FRANCE—**

**PARIS** - Agence Havas, 8 Place de la Bourse

**SWITZERLAND—**

**ZURICH** - Louis Wolf  
Orell Fussli & Co

Subscription, Canada and United States, \$2.00

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

Published every Friday.

**THE CUSTOMERS' GIFT QUESTION.**

The holiday season is with us again, and with it bobs up the perennial question as to whether grocers should make presents to their customers.

The question is a very discussable one, and yet from wide inquiry it seems that the custom is to some extent falling into disuse and business is coming down to a more strictly business basis.

It is a very nice thing for a grocer to give at the Christmas season, to a particularly good and loyal customer, a remembrance to show his appreciation of their patronage. And yet is it the best business? The question becomes largely one of where to draw the line and this practice of giving gifts to certain customers seems rather dangerous from the fact that some of those not remembered are almost certain to hear of the other cases and become offended.

On the other hand, there are the grocers, thousands of them, who give out calendars at Christmas time, usually in a more or less indiscriminate way. While this practice is perhaps more justifiable from the fact that the calendar bears advertising matter which can be counted on for at least some benefit, in practically every case the same amount of money expended in timely advertising in

the local newspaper would have brought immeasurably better results.

The profits in the grocery business today are too small to allow of giving gifts to customers. Give good reliable goods and good service, and let the public know what you have to offer, and there will be no need to bribe them to continue their custom.

**ARE BUTTER PRICES AT THE TOP?**

Perhaps through force of habit the grocers assume that at this time of the year butter must advance in price, and are quite ready to pay more without knowing the reason why they should do so. Last year hay was very scarce, selling at from \$20 to \$23 a ton, and this year it is selling for \$10 to \$12, or about \$10 a ton cheaper. Besides the hay crop being very good, corn also was a very heavy crop, so that the farmer must have plenty of feed for the cows, and with the high price for butter, will naturally feed better and produce more. Whether there is more butter held in stock or not is difficult to learn, but the English markets are not offering any inducements for export, and, therefore, there is only the home demand to be supplied. When the price of butter reaches from 30c to 35c a lb., it becomes too dear for many people to use, and, in consequence, the consumption will fall off. With the abundance of feed to keep up the supply it may be expected that butter has at least reached its highest mark, if it will not drop a little, which is more than likely.

**CONTESTS AROUSING WIDE INTEREST.**

"Several of the Christmas windows in the stores in town are intended for The Grocer's contest." So said one of our correspondents this week. "There is a good deal of interest evident in The Grocer's Christmas contests," wrote another. Letters are coming in from all parts of Canada with similar expressions of interest, and at this stage it looks as if this year's contest, in point of numbers, at least, would surpass last year's by a long margin. During this week and next, of course, practically every grocer will have one or more special Christmas windows, and the photographing will be done. It may seem somewhat of a nuisance to bother with photographs of windows when rushed with Christmas business, but the inspiration to the grocer or clerk of having his work compared with others, should, even beyond the prizes offered, be enough to induce entrance in

the competition. Quite a number who submitted photographs last year have already signified their intention of entering again and the contest promises to be close.

The advertising competition, conducted on somewhat similar lines, already has a number of entries. Every grocer who does any newspaper advertising should be represented in this. All that is necessary is to clip one of your advertisements of Christmas groceries or crockery from your local newspaper and forward it to the editor of The Canadian Grocer before December 31. Even though you do not win the prize, the criticism of your ad by our specialists, who are thoroughly versed in what real business-bringing advertising is, should be worth dollars to you.

**REMEMBER THE CLERKS.**

There is no better way for an employer to show his appreciation of faithful employes, or going even further, to secure loyal service from his help, than to remember them with a gift at the holiday season. This seems rather far-reaching, but it is nevertheless, true. Hundreds of the largest employers of labor follow this principle, and the fact that the practice is repeated from year to year is an evidence of its soundness.

In no case is this more applicable than between the grocer and his clerk. A reasonable gift at the holiday season will indicate not only an employer's interest in the clerk, but will, if given in the right way, provide a friendly feeling which is worth many dollars in the conduct of the season.

While such a gift should be useful it need not be valuable. As several correspondents have suggested during the past couple of weeks, a year's subscription to The Canadian Grocer would fill the bill admirably for a gift of this kind. It would be a constant reminder of the giver's interest, and not only that, but it would undoubtedly educate the clerk until he was of increasingly greater service. The investment would be an exceedingly promising one. Why not try it?

**LOTS OF CHRISTMAS ORANGES.**

While it was feared that we would have a limited quantity of California navel oranges for Christmas, the latest reports would indicate that the demand will be met with a superior article. This year one picking took place earlier than last, with the supposition that another picking would be ready for the Christmas trade. Owing to the warm weather the fruit ripened very slowly, but kept on growing. The weather lately being very favorable the fruit has ripened rapidly, and although later than was expected, they will in all probability reach the markets in time for our Christmas trade, and the quality will be excellent.



THE CANADIAN GROCER

white, pitted, 2's	2.05	2.00
white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
gals, standard	7.55	7.50
VEGETABLES.		
Corn, 2's	.90	.85
Corn on Cob, gals	4.50	4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
No. 4 standards, 2's	.82½	.77½
No. 3 Early June, 2's	.87½	.82½
No. 2 Sweet Wrinkle, 2's	.97½	.92½
No. 1 extra fine, sifted, 2's	1.42½	1.37½
No. 4, gals	3.77½	3.72½
Tomatoes, 2's	.90	.85
3's	1.60	.95
gals	3.30	3.25

ONTARIO MARKETS.

POINTERS—

- Sugar—Steady.
- Table Raisins—Scarce.
- Nuts—Selling well, stocks light.
- Spices—Firmer.
- Teas—Ceylons advancing.
- Collections—Fair.

Toronto, Dec. 17, 1908.

Business is reported somewhat brighter in the wholesale markets this week, and a cheery spirit seems to pervade the whole trade. While it might be expected that the greater part of the Christmas business would have been done, nearly all the travelers are still on their ground and orders are coming in quite freely. The retail trade has also brightened up noticeably during the week, something which was quite desirable. Indeed, the whole trade seems to be experiencing good Christmas business.

**SUGAR**—The local market is steady with no prospects of any immediate change. More sugar is being sold, however, than a month ago. European beet markets have been easing off, but reports received this week indicate a strong feeling.

**TEAS**—Prices continue to creep upward. A cable received by a local broker this week noted a further advance on all grades Ceylons and Indians. High grade Ceylons are held at abnormal prices.

**COFFEE**—Local dealers report business very active, with no change in prices.

**DRIED FRUITS**—Demand is quite active, particularly in lines for special Christmas business. Sales have been so good, in some lines, that wholesalers' stocks, rather lighter this year than usual, have been reduced to practically nothing. This applies particularly to table raisins, of which there are none to be had in Toronto. Stocks of figs and dates are also rather low, though large enough to supply the demand. Prices are unchanged:

Prunes—		Per lb.
40-50s, 25-lb. boxes	.....	0 09½
50-60s, " "	.....	0 08½
60-70s, " "	.....	0 08½
60-70s, 50-lb. boxes	.....	0 08½
80-90 " "	.....	0 07½
90-100 " "	.....	0 07
Apricots—		
Choice, 25-lb boxes	.....	0 12½
Fancy, " "	.....	0 14
Candied and Drained Peels—		
Lemon, " "	0 09 0 11	0 17 0 20
Orange, " "	0 10½ 0 12	

Figs—		
Elemes, per lb.	.....	0 08 0 12
Tapnets, " "	.....	0 03½ 0 4
Bag Figs, " "	.....	0 03½ 0 04½
Currants—		
Fine Filiatras, 0 06½ 0 07	Vostizzas, 0 09	0 09½
Patras, " "	08 0 08½	
Uncleaned, 1c less.		
Raisins—		
Sultana, " "	0 07½ 0 13	
" Extra fancy, " "	0 14 0 15	
Valencias, new crop, " "	0 05 0 06	
Sceded, 1-lb packets, fancy, " "	0 09½ 0 10	
" 16 oz. packets, choice, " "	0 9½	
" 12 oz. " " "	0 08	
Dates—		
Hallowes, 0 06½ 0 06½	Fards choicest, 0 08	0 08½
Sair, " "	0 05	0 07½
Fards choice, " "		
0 07½		

**NUTS**—Stocks held locally are very light and a shortage is felt in some houses. Demand continues good, with prices as follows:

Almonds, Formigetta	.....	0 12½
" Tarragona, " "	.....	0 13
Walnuts, Grenoble, " "	.....	0 14
" Bordeaux, " "	.....	0 11
" Marbots, " "	.....	0 12
Filberts, " "	.....	0 10 0 12
Pecans, " "	.....	0 16 0 18
Brazils, " "	.....	0 15
Peanuts, " "	.....	0 10 0 12

**SPICES**—Business is reported very good in all lines, with a firmer tendency in all lines in primary markets. This is particularly so in regard to peppers and nutmegs. Local prices are unchanged.

**EVAPORATED APPLES**—This line is held a little firmer this week, though little business is passing.

Evaporated apples	.....	0 07½
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WINDING UP ONTARIO SUGAR CO.

Order Granted by Justice Falconbridge This Week—Company May be Re-organized.

The Ontario Sugar Company, Berlin, Ont., which has passed through many difficulties since 1901, and has had numerous ups and downs, is being wound up by the courts, an order to that effect having been granted in Toronto on Tuesday by Chief Justice Falconbridge. J. A. McAndrew is referee, and J. H. Cockburn interim liquidator.

The managing director James Fowler admits insolvency. He says that the company was incorporated on September 6th, 1901, with an authorized capital stock of \$1,000,000, divided into 10,000 shares. Of this amount 4,000 shares are issued and said to be fully paid.

Petitioner Fowler says that \$750 salary is due him as managing director, that he has advanced \$200 to the company, besides paying wages exceeding \$300, and that the company has been sued by twelve or thirteen creditors.

Jacob Kaufman, of Berlin, one of the directors, says in an affidavit, that he holds 110 paid-up shares of the par value of \$11,000, and also \$7,000 in bonds as security for a debt of the same amount. Mr. Kaufman goes on in his affidavit to say: "The company's assets have been bonded to the amount of \$200,000, which bonds are now worth only 66 cents on the dollar. The capital stock is impaired to a greater extent than 25 per cent, thereof, and the lost capital will not be likely restored within one year, if at all. The company is deeply indebted to creditors for supplies during the past two years, especially for coal and sugar beets. Many of the farmers who grew sugar beets during 1907 have not as yet been paid, and the company has been sued by many of them."

"Among the larger creditors is the Lake Erie Coal Company, to which the company is indebted in some \$20,000. I am not aware of any assets which the company now possesses with which the claim can be paid."

On the other side, James Fowler, managing director, says that he will take measures to show his resentment of Mr. Kaufman's affidavit.

The company has been in deep water lately, owing partly to the fact that its building is worth \$555,000, while its capital was only \$401,631. The auditors have found, however, that the assets of \$626,653 exceed the liabilities by approximately \$21,000. While admitting the present insolvency of the company, Mr. Fowler thinks that the preponderance of assets over liabilities makes a favorable showing, and states that the company will be re-organized.

SAYS NO SCOTCH SUGARS COMING

A correspondent from Montreal who does not desire his name mentioned, writes as follows:

Editor Canadian Grocer.

In a paragraph in your issue of the 4th inst., you state that the reason given for the reduction of the second grade of sugar is generally attributed to the competition of Scotch sugars, which are said to be coming in somewhat largely at the present time and which are said to hold their own in price and quality with these second grades of local refined.

"Anyone who is at all conversant with this business will know that no Scotch sugars have come in since the close of navigation, and we believe we are right in stating that the importation this year has been smaller than for some years past, for the simple reason that the Scotch refiners only secured a very small share of the British grown raw material."

"So far from holding their own with the Canadian sugars in price, it is practically impossible to import Scotch sugars at the present moment with winter freight, as the prices asked are above the parity at which local refined is offering. As regards the quality of Scotch sugars, they are considerably better than the second grades of local refined."

(The statement referred to was made as a result of information obtained in good faith from members of the trade who ought to be in a position to know whereof they speak. In justice to our correspondent, however, the facts as he presents them are published.—Editor.)

STARCH CO.'S ANNUAL MEETING.

A meeting of the Edwardsburg Starch Co. was held at the office of the company, No. 164 St. James Street, Montreal, on Tuesday morning, December 15th, at which the company's agents and representatives from all parts of Canada were present. In the evening a banquet was held in the Canada Club, Board of Trade building, which was a most pleasant social re-union of the company's officers and representatives.

L. Chaput & Fils, wholesale grocers, Montreal, have decided to close their place of business for Friday and Saturday of this week and the same days of the following week.

# THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Dec. 15.—The grocery trade has certainly given a good account of itself in the recent civic election in Winnipeg, as no less than three of the newly-elected board of control are men who have been actively engaged in the retail grocery business. These are Controllers Cockburn, Harvey and Macarthur. All of these men have had considerable experience in civic matters, having served as aldermen in their various wards and all were returned by a very substantial vote. At the top of the poll for controllers, however, was R. D. Waugh, a real estate man, who has served the city long and faithfully on its parks board.

The mayoralty vote returned W. Sanford Evans at the head of the polls by over 1,500 votes. The whole civic campaign was fought out on straight lines of merit and personalities were carefully abstained from on both sides. It would be well if Provincial and Dominion elections could be conducted on the same lines. It is generally admitted that Winnipeg has made a very decided step forward in the general ability of its governing body. The new mayor and the majority of the aldermen and controllers are pledged to the immediate carrying out of the power scheme and at the same time to a careful maintenance of the city's credit, both at home and abroad by the judicious handling of finances.

A matter that is of immense interest to the building trade of the West, and more especially to that of Winnipeg, was the merger effected during the past week of a number of the smaller stone quarries into the Garson Quarry Company, Limited. The new organization will have a capital of \$250,000, and it is expected that the output will be increased by about 300 per cent. The principal quarries are located at Tyn-dall, which is only 26 miles east of Winnipeg. At present the equipment of this quarry consists of three gangs of saws and one planer, and it is now proposed to increase this equipment by two double diamond saws, one single diamond, four planers, two lathes and pneumatic tools. Thus equipped this quarry will be the largest in Canada and one of the largest on the continent of America. The outlook for the requirements of building stone for next season are very bright, the list of public buildings already announced being the new Legislative buildings at Regina, reformatory at Portage la Prairie, court house at Brandon, public school at Regina, Collegiate Institute at Regina, another Collegiate at Moose Jaw, and still a third Collegiate at Prince Albert, and new post office buildings at Dauphin, Yorkton, Emerson and Edmonton; not to mention the completion of the union depot at Winnipeg. In addition to the quarry, this company will handle one of the largest lime plants in Canada. It has been pointed out by one interested in the trade in building stone that whereas the price of building stone has declined to a considerable extent since the original Garson's Limited came into being, the rate of wages for journeymen stonecutters has advanced from 50c to 60 per hour.

The warehouse commissioner during this week has made up his returns to

elevators in the interior and also as to terminal elevators and this report shows that whereas the number of elevators in Manitoba has decreased some twelve in the year, and the number of warehouses by two, these decreases have been far more than offset by the enormous increase in elevator storage throughout Saskatchewan and Alberta. Saskatchewan shows an increase of 99 elevators and 6 warehouses, and Alberta an increase of 109 elevators and 8 warehouses.

The interior elevator's capacity of the Canadian West now stands as follows:

	1908.	1907.
	Bushels.	Bushels.
Manitoba, 678 elevators and 13 warehouses, capacity .....	20,558,500	20,983,500
Saskatchewan, 607 elevators, 14 warehouses, capacity .....	17,699,500	11,621,500
Alberta, 120 elevators, 11 warehouses, capacity .....	4,386,100	3,843,500
British Columbia, 3 elevators, capacity .....	168,000	276,000

This gives the Canadian West a total interior elevator capacity of 42,812,100, as against 39,721,000 bushels last year. Divided by railway lines, the C.P.R. has 919 elevators and 28 warehouses, with a total capacity of 29,810,900 bushels; the C.N.R., 386 elevators and 12 warehouses, or a total capacity of 10,853,500; the G.N.R., 23 elevators, with a capacity of 550,000, and the Grand Trunk Pacific, 39 elevators, with a capacity of 1,184,000 bushels. Last year there was not a single elevator on the line of the G.T.P. The Alberta I. R. Co., in Alberta, has 11 elevators, with a capacity of 274,000.

At the head of the lakes the elevator capacity is divided as follows:

C.P.R., in 3 elevators at	
Fort William .....	7,777,700
Consolidated Elevator Co., at	
Fort William .....	1,000,000
Empire Elevator Co., at Fort	
William .....	1,750,000
Ogilvie Flour Mills Co., at	
Fort William .....	500,000
Davidson, Smith & Co., at	
Fort William .....	75,000
C.N.R., at Port Arthur .....	7,000,000
Kings, at Port Arthur .....	750,000
<b>Total .....</b>	<b>20,153,700</b>

In addition to these elevators the Lake of the Woods has two at Keewatin with a total capacity of 13,000 bushels, so that west of the Great Lakes to the Pacific coast there is a total storage capacity of 62,965,100 bushels, as against 58,482,700 bushels last year, an increase of 1,483,400 bushels. Where elevator capacity has decreased in Manitoba it has been occasioned by decreased demand at points in the older parts of the province and these buildings being taken down and removed to and rebuilt at points in Saskatchewan, where the demand was increasing.

The whole statement with regard to elevators shows a very satisfactory condition of affairs and especially is this the case along the new lines of road where it is evident an effort is being made to meet the requirements of trade. There is no blinking the fact, however, that capacity is not increasing in the ratio of production and this is very easily accounted for by the present unsettled state of the whole elevator ques-

tion in the west. The clamor of the Grain Growers' Association for Government-owned interior elevators is making many companies shy of extending their lines until such time as this question is definitely settled one way or the other.

The poultry market is one that is attracting a good deal of attention at the present time as the Christmas supply is now practically all in stock in the big cold storage houses. It is quite safe to say that the Canadian West has this year bought over half a million pounds of turkeys alone from Ontario. One firm, Winnipeg's oldest and best known fish and poultry house, W. J. Guest & Co., received on Saturday, the 12th, the last of their annual shipments from Ontario, bringing their total purchases up to

280,000 pounds. They had wanted 300,000, but had not been able to get the additional car of the quality that suited their trade.

While this shows that the farmers of the West are not doing their duty in the line of poultry raising, it must not be supposed that no improvement has taken place. All the houses handling poultry in large quantities report that in the matter of chicken, particularly, Manitoba has made a long stride during the year and that the birds they are getting from Manitoba have no superiors and few equals, many hundreds of Plymouth Rocks being received that are as large as small turkeys and are well fed and toothsome. The larger houses are now having all their local poultry shipped to them alive and do the killing and dressing themselves. This tends to a much more uniform article to be placed on the market, and is also favored by the raiser of poultry, as out on the farms it is difficult to get help to do this work as it should be done. During September some of the larger houses here killed and dressed from 5,000 to 6,000 birds each and placed them in their storage. Each of these birds is wrapped in parchment paper and presents a most attractive appearance when placed on the market.

For the past ten days the weather has been very fine and very mild. The heavy cold snap at the first of December, which lasted less than a week, gave fur and clothing people a chance to unload and now the weather is simply ideal for Christmas shopping and the stores are thronged all day long.

Navigation closed officially Friday, the 11th, and during that short week over four and a half million bushels were loaded out of Fort William and Port Arthur of wheat along. Full particulars of the actual season's shipments will be available in a few days.—H.

## MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, December 17, 1908.)

Christmas business has been good this year, sales being largely in excess of last year. General business is likewise showing a steady improvement, money is cir-

THE CANADIAN GROCER

culating much more freely and the approach of the close of the year finds all branches of the trade optimistic as to the immediate future.

**SUGAR**—The sugar market is still very quiet and prices continue as follows:

Montreal and B.C. granulated, in bbls.	5 10
" " in sacks	5 05
" " yellow, in bbls.	4 70
" " in sacks	4 65
Wallaceburg, in bbls.	5 00
" " in sacks	5 15
B.C. gunnies granulated, 5 18's to bale, per cwt	5 15
" " 5-2's "	5 15
" " hard pressed lump, 25's, per cwt	6 25
" " half bbls. per cwt	6 60
" " icing	5 90
bar sugar	5 70
Icing sugar in bbls.	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls.	5 70
" " in boxes	5 40
" " in small quantities	5 75
Lump, hard, in bbls.	6 05
" " in 1/2-bbls.	6 05
" " in 100-lb cases	6 15

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

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per 1 "	2 85
" " 20-lb tins, per 1 "	2 85
" " Sugar syrup, per lb.	0 03 1/2
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 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1/2-bbls., per lb.	0 31
Blackstrap, in bbls., per gal.	0 35
" " 5 gal. bsts., each	2 25

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

Sugar, 25 lb. boxes 1/2s. and 1/4s.	3 00
Syrup gallons 1 doz. to case, per case	5 65
" " 1 doz. to case	6 15
" " 2 doz. to case	6 55

**ROLLED OATS**—Prices continue as before.

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" " 40 " " 80 "	2 38
" " 20 " " 80 "	2 40
" " 8 " " 80 "	2 70

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

Cornmeal, per sack	2 35
" " per 1/2 sack	1 20
" " per bale (10, 10's)	2 65

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

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

**FOREIGN DRIED FRUITS** — The market is firm, nearly every item on the California list showing a tendency to advance. We quote:

Sultana raisins, bulk, per lb	0 09
" " cleaned, 1 lb pkgs	0 10 1/2
" " 1 lb pkgs	0 11 1/2
Table raisins, Connoisseur clusters per case	2 50
" " extra dessert, " "	3 85
" " Royal Buckingham, " "	3 00
" " Imperial Russian, " "	5 25
" " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" " Connoisseur clusters, boxes (5 1/2 lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " 14's	1 08
" " selecta " 28's	2 25
" " 14's	1 15
" " layers " 28's	2 35
" " 14's	1 25
California raisins, choice seeded in 1/2-lb. packages per package	0 07
" " fancy seeded in 1/2-lb. packages per package	0 07 1/2
" " choice seeded in 1-lb. packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09 1/2

Raisins, 3 crown muscatels, per lb.	0 08
" " 4 " " "	0 08 1/2
Prunes 90-100 per lb	0 05
" " 80-90 "	0 05 1/2
" " 70-80 "	0 06
" " 60-70 "	0 07
" " 50-60 "	0 07 1/2
" " 40-50 "	0 08
" " 30-40 "	0 08 1/2
Silver prunes	0 09 1/2
Currants, uncleaned, loose pack, per lb.	0 06
" " dry cleaned, Filistras, per lb.	0 06 1/2
" " wet cleaned, per lb.	0 07
" " Filistras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08 1/2
Peaches, per lb	0 08 1/2
Apricots, standard, per lb.	0 10 1/2
" " choice, per lb.	0 11 1/2
Plums, black pitted, per lb	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 07

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

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

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

Honey, 2 1/2 lb. tins, in case 24 "	8 75
" " 5 " " " 12 "	8 50

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

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

**CANNED GOODS**—

<b>FRUITS.</b>	
Apples—3's standard, per case	\$2.44
Gallons, standard, per case	1.55
Cherries—Red, pitted, 2's	4.18
" " black pitted 2's	4.18
" " white pitted 2's	4.38
Currants—Red 2's	4.18
" " black 2's	4.18
Gooseberries—3's	4.58
Lawtonberries—2's	4.18
Peaches—Yellow 2's	4.18
" " yellow 3's	6.54
" " pie, unpeeled 3's	3.34
" " pie, unpeeled, gallons	2.42 1/2
" " pie, peeled, gallons	3.30
Pears—Flemish Beauty 2's	3.68
" " Flemish Beauty 3's	4.74
" " Globe 1.s. 2's	2.78
" " Globe 1.s. 3's	4.14
Plums—Danson 1.s. 2's	2.28
" " Lombard 1.s. 2's	2.28
" " Green Gage 1.s.	3.08
Raspberries—Red 2's	4.18
" " red, gallons	3.80
" " black 2's	4.18
" " black, gallons	3.80
Strawberries—2's	4.18
" " gallons	3.80

<b>VEGETABLES.</b>	
Asparagus—2's	6.28
Beans—2's	2.08
Corn—2's	2.08
Peas—	
No. 4 standards, 2's	1.88
Early June, 2's	1.98
Sweet Wrinkle, 2's	2.18
Extra fine sifted, 2's	3.08
Pumpkins—3's	2.14
Succotash—2's	2.68
Tomatoes—3's	2.44
Tomatoes, 2's	2.08
Tomatoes—gallons	3.70

<b>MEATS.</b>	
Clark's 1 lb., pork and beans, plain, per case	2 50
" " 2 " " " "	1 90
" " 3 " " " "	3 50
" " 1 " tomato sauce, per case	2 50
" " 2 " " " "	1 90
" " 3 " " " "	2 50
" " Chili " " "	1 90
" " 3 " " " "	2 50
Soups, per doz.	1 25
Corned beef " 2's per doz.	2 70
" " 1's "	1 50
Roast beef " 1's, per doz	1 50
" " 2's, " "	2 70

Potted meats, 1's, per doz.	0 55
Veal loaf 1/2 lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf 1/2 lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf 1/2 lb. "	1 85
" " 1 lb. "	3 50
Lanctonque 1's, "	3 85
Sliced smoked beef 1-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " 1-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" " 1-lb. glass "	3 25

**BELLEVILLE CORRESPONDENCE.**

December 15.—The grocers of this city, both wholesale and retail, all report an exceedingly bright outlook for a splendid Christmas trade. They say December so far has been in excess of last year's trade, owing to the fact that sleighing began much earlier this year than last, also to the fact that work has been plentiful, there being few idle men in this city. The local market has been well attended. If there is one thing the citizens of this city are proud of, it is their market, and it is always pointed to with pride. It is doubtful if there is another city of the same size in Canada that can boast of as fine a market as this city, a fact which can be attested by all who have ever visited it. Perhaps the prices are no lower than the other places, but the quality cannot be beaten. Here are the average prices for the last couple of weeks and which will probably remain in force for some time: Fresh butter, 28c to 30c; strictly fresh eggs, 28c to 32c; packed eggs, 25c to 27c; turkeys, \$1.25 to \$2; geese, 90c to \$1.25; chickens, 12c per lb.; potatoes, 75c to 80c per bag.

At a meeting of the retail merchants of Deseronto, recently, a resolution was unanimously passed repudiating all connection with the Wholesale Grocers' Guild, which has been in the limelight recently, and calling upon both the Provincial and Dominion Governments to enforce the provisions of the Criminal Code against all combines and monopolies in Canada.

Miss Sheppard, of Toronto, was here this month demonstrating at William T. Patterson's store the lines of Cowan's cocoas and chocolates. She won many friends here, both for her employers and herself. She reported business here very satisfactory.

Among the recent callers on the trade here were: Mr. McDonald, of Thomas Bros.; St. Thomas; John Hodge, White Swan Mills, Toronto; Mr. Shield, Quaker Oats Co., Peterboro; Mr. Henderson, H. & H. Nelson; Mr. Curtis, Comfort Soap, Toronto; James T. Venables, Pollack Bros., Montreal.

**TRADE NOTES.**

John Avery, who for years conducted a fish business in Lancaster, N.B., passed away last week, as a result of paralysis.

Harold Barrett, who for many years conducted a milling business in Port Hope, passed away in that town after a lingering illness, on December 14.

The Chelsea Trading Co., with a capital of \$40,000, has been formed to take over the Bank Street branch of Bate & Co.'s liquor business, Ottawa.

# News of the Canadian Grocery Trade

## Western Canada Notes

Winnipeg is Enjoying Good Christmas Business and Stores Are Showing Pleasing Holiday Display—Shipments of Jap Oranges to Vancouver.

### WINNIPEG.

December 14.—Cold weather has given a big impetus to all classes of retail business in Winnipeg. Perhaps the grocer has not benefitted as much as the clothier, but the change in temperature has helped a great deal, and the city grocery stores are busy.

Christmas trade is good this year, much better than it was a year ago. Twelve months ago the outlook for business in Winnipeg was very discouraging, people were spending very carefully in the holiday season, and the local retailers did not cater for holiday trade as if they expected to get it. This year all that has changed, money is more plentiful, holiday trade is bound to be good, and the retailers are doing what they can to make it better.

The Hudson's Bay Co. store has had some splendid grocery windows lately which must have given that department a boost. The W. H. Stone Grocery Co., E. B. Nixon, A. Hendry and A. R. Christie have also been devoting special attention to their holiday windows. The Stone store is attractively decorated with holly this week and has been doing a rushing business.

Business has been better since the turmoil of the civic elections is over. It is true that a civic election is never the disturbing influence that a parliamentary election is, but the disturbance before the 8th was quite enough to satisfy the ordinary dealer who wants to attend to business.

During the month of December the retailers are allowed by the city by-law to keep open until 10 o'clock. The grocers very sensibly keep their stores closed after 6 o'clock until very close to the end of the holiday rush.

### VANCOUVER.

December 12.—Japanese oranges, which are now on the market, are coming in limited quantities this year, but the quality is much better than last year. It has been stated that the crop in Japan has been practically a failure. The demand on the coast is good, not only here but in the interior. They are jobbing at 65c, and retailing at 75c, but with another shipment it is expected the price to the consumer will be down to about 50c or 60c by Christmas.

A new line of fancy confectionery for the holiday trade has been placed by Kelly, Douglas & Co., the manufacturers being Roach, Tisdale & Co., of Minneapolis. These are fancy gelatine goods marchmallow combination, etc., something a little out of the ordinary. They are attractive for the season.

Butter and eggs are very firm, the latter selling, for strictly fresh, as high as 65c. The high cost of feeding seems to be a principal factor in bringing the

price up so high at this time of year, the demand also counting, as large quantities are needed for the Christmas cooking.

The 125 members of the Co-Operative Society of New Westminster have subscribed over \$2,400, and it is expected to increase this amount before the end of the year. A location for the store has been decided upon in the Cunningham block, and it will be opened soon after the first of January. The officials of the company are J. Campbell, president; T. Turnbull, vice-president; W. Brown, treasurer; W. Dodd, secretary; executive, John Archibald, R. G. Patterson, A. F. Hale, R. Hampton and John Roscoe. These officers are looking after the details in connection with the starting of the store.

Complaint is made of the business methods of the Japanese handlers of rice, it having been stated that they sell to any and all customers, wholesale, retail or any other, and moreover, sell it in the same package, instead of according to sample. Some grocers have wondered why they could not meet the selling price of rice handled by a competitor, until it was discovered that the cheaper man was selling the product handled by the Japanese. One reason why it was cheaper was that it was not so well cleaned, but this fact does not seem to weigh particularly with the buyer, who notes the difference of a cent or two per pound. The Japanese are also accused of receiving overweight from their houses in Japan. While they might pay for this on agreement, a saving of \$48 per hundred-ton shipment is made. It is stated that the ostensible 50-pound sacks received by the Japs contain about 51 pounds, the freight rate being \$5 per ton, with 50c for wharfage and 50c for cartage. On the other hand, the white dealer complains that he receives underweight if anything, which increases his freight rates in proportion. These are tricks of trade which are difficult to overcome.

The cigarmakers of New Westminster have elected the following officers: President, Wm. Scott; vice-president, Geo. Bacon; recording correspondent and financial secretary, H. Knudsen; finance committee, Fred Thorn, Joe Hatter and A. Miller; executive, F. Clark, George Micelage, Fred Thorn; treasurer, I. R. Lawrence; delegate to trades and labor council, George Bacon, H. Knudsen and William Scott.

The death took place in Vernon, B.C., last Saturday, of Charles E. Mellish, traveler for Wm. Braid & Co., coffees and spices, of this city. He took very ill with typhoid fever, and the news of his death came very much as a surprise to his many friends. He leaves a wife and one child. The funeral took place here on Tuesday, being conducted by the

United Commercial Travelers. The pallbearers were G. H. Hewitt, R. J. Scott, H. M. Burritt, W. W. Buck, E. Gerster and C. P. Egan. Among the many and beautiful floral tributes was a crescent and sickle from the Vernon Retail Grocers' Association.

The shipment of fish, such as herring and dog fish, to Japan is steadily growing, the Japanese themselves being principally engaged in the business. A shipment of about 1,000 boxes of herring, weighing about four to the ton, is being made. One of the members of the company superintending the shipment, stated that the prospects of the business were excellent, and that his firm, as well as others, were preparing to embark on a more extensive scale as soon as monetary conditions in the Orient improve.

The Southern Okanagan Canning Co., which is composed of people of Penticton, B.C., has decided to put in a plant capable of producing 10,000 cans daily. Thirty more shares, at par value of \$100, will be placed on the market, and these will be taken by present shareholders.

A meeting of the directors of the Fruit and Produce Exchange of British Columbia was held at Revelstoke last week, those present being: James Johnston, Nelson; C. S. Hancock, G. Salt, G. R. Lawes, Enderby; E. V. Beeston, Nelson; C. A. Cordy, Summerland; J. L. Vicary, Peachland; A. E. Meighan, Kamloops; C. Ericson, Malakwa; H. Puckle, Victoria; J. Wilson, Vernon; R. Robertson, Vancouver, W. B. Robertson, L. M. Hagar, Revelstoke. The reports showed that the shipments of fruit and produce fall below the amount estimated, due chiefly to the fact that growers were shipping individually and not through the exchange. It was decided to re-organize on new lines whereby the local branches shall be under contract for their estimates to the head office, and the growers to their respective exchanges. It is hoped that by this means the better financing of the business may be done. It was also decided that the plans put forward shall be discussed by the various local exchanges, reports to be submitted to the general meeting to be held in Revelstoke on February 1st and 2nd, 1909. An important step taken was that of having one of the head office staff located on the prairies during the heavy shipping season to look after the interests of the growers. The question of express and fruit rates will be discussed at the February meeting. The year's shipments were 171 car shipments of fruit and produce; 793 cases rhubarb; 14,628 cases strawberries; 1,607 cases raspberries; 1,585 cases blackberries; 9,218 cases plums; 14,874 cases apples; 1,237 cases pears; 69 cases quinces; 27 cases apricots; 853 cases crab apples; 55 cases berries; 9,375 cases peaches; 3,569 lbs. gooseberries; 7,992 lbs. currants; 33,983 lbs. cherries; 15 cars mixed vegetables; 83 cars hay; 21 cars potatoes; 1 car canned goods. Other small shipments were also made.

## Quebec and the Maritime Provinces

Good Prospects for Holiday Business in Nova Scotia—Half a Million in New Brunswick Potatoes—Good Supplies of Poultry in Montreal.

### HALIFAX.

December 14.—The prospects for a large Christmas trade this year are excellent. Prices are fairly reasonable in most lines, and a large amount of goods are being turned over. Many of the retail grocers report largely increased sales of Scotch granulated sugar and Austrian granulated sugar. This is now sold generally at 4c per pound, and at this price is quite attractive to the consumer. The sales of dried fruit promise to be heavy. Butter and eggs are unchanged since last report.

E. E. McNutt, of Truro, who for many years carried on a successful grocery business on Prince Street, Truro, but for the past three years has been giving his attention to other interests, has decided to open business again at the old stand. Mr. McNutt is now stocking up with high-class groceries, and will be all ready for the Christmas trade.

In response to a demand made by the Yarmouth Board of Trade, Secretary Kelly has been notified by Superintendent Barclay, of the Halifax and South-western Railway, that special trains will be put on the road between Shelburne and Yarmouth during the Christmas season. This will be of great benefit to the merchants of Yarmouth.

The exports from Labrador during the season of 1908 were valued at \$821,178.77. During the season 288,831 quintals of codfish were exported, about the same quantity as last year, but there was a large decrease in the price. In 1907 the value of this fish was \$1,013,227, while this year only \$779,858.10 was received.

There is a good demand locally for first-class apples. No. 1 winter fruit is selling at \$3; No. 2 at \$2 and No. 3 at \$1.50. Nearly all the cheap varieties of apples are cleaned up.

An interesting case was decided in the city civil court last week. Andrew Hubby, a grocer, bought three dozen eggs in the green market and paid \$1.20 for them on a guarantee that they were fresh laid eggs. They did not turn out to be as guaranteed and Hubby brought action against the woman who sold him the eggs. The defendant claimed that she did not sell the eggs as fresh-laid. When the case was called the plaintiff did not appear and judgment was given for the defendant with costs.

The warehouse occupied by R. W. Cooper, confectioner, of Glace Bay, C. B., was badly gutted by fire last week. The fire was caused by the upsetting of a lamp. A large stock of confectionery and fruit for the Christmas trade had just been imported and his loss will be about \$1,000.

### ST. JOHN.

December 14.—The wholesale grocers report that business continues exceptionally good. A lot of heavy goods are being sold, as well as the usual sorting-up orders for Christmas. There were no changes in quotations during the past week. The retailers also report trade very satisfactory. Special attention is being given to window displays now and

all indicate the near approach of the holiday season.

J. E. Porter & Sons' general store at Ondover, Victoria County, was totally destroyed by fire on December 8. The firm had \$4,000 insurance on their building and stock, but the loss will be much more than that.

The executive of the St. John Exhibition Association has selected September 6 (Labor Day) for the opening of the 1909 Exhibition. Should St. John receive the Dominion grant, as expected, this will be the date for the opening of the Dominion Fair.

Application has been made to the Provincial Government for the incorporation of Dearborn & Co. The object is to take over the business in St. John now carried on by Fred. R. Dearborn under the name of Dearborn & Co., as wholesale grocers and manufacturers of baking powders, coffees, spices and flavoring extracts, and to exercise in connection therewith all the privileges and rights incidental to such a business. The capital stock of the company is to be \$75,000 divided into 750 shares of \$100 each. The names of the applicants are Frederick R. Dearborn, Mrs. Minnie H. Dearborn, Mrs. Louise C. Dearborn, Harry N. Dearborn and Clarence H. Ferguson. Frederick R. Dearborn, Minnie H. Dearborn and Clarence H. Ferguson are the provisional directors of the company.

P. E. Island has exported a great deal of potatoes this season. Among the shipments last week were 24,000 bushels via schooner to Norfolk, Va., 16,000 bushels in two vessels for New York, and 6,000 bushels for Boston. Several other schooners also took large cargoes of the tubers to Boston, Sydney, C.B., and St. John's, Newfoundland.

The total output of the lobster fishery for Prince Edward Island this year is estimated at about 50,000 cases, and the average price was \$16 a case. Oyster fishing yielded about 10,000 bushels, ranging from \$3 to \$9 per barrel.

A Hartland correspondent writing about the potato situation, says: "Prices for produce are about the same as last year, but in many cases are double what they were ten years ago. At that time there was no potato market, while the potato shipments of this year will total more than half a million dollars. By far most of the potatoes go to Quebec and Ontario points, although many carloads are shipped to St. John. Until three or four years ago there was no market for our potatoes in the Upper Provinces, as Michigan and New York stock could be imported there more cheaply than from here. In the last revision of the tariff, however, the duty on potatoes was increased by fifteen cents the barrel, which was just sufficient to shut out the American stock and create a demand for New Brunswick po-

tatoes. The increase of duty was one of the greatest boons that has ever come to Carleton County farmers, and the measure was urged by our member, Frank B. Carvell, M.P., in spite of the fact that it met with much opposition. Last year's production of potatoes was so poor in this Province that Eastern potatoes got a very bad name in Quebec and Ontario, but by careful culling of the stock last spring and the unrivalled product of this season the New Brunswick potato has gained a name that means something. Few potatoes are now being shipped. There are many in the county yet to be sold, but the market everywhere seems dull. Dealers here are still buying and paying \$1.10, which is just double the price of ten years ago, when there was no market whatever for them, except that occasionally a carload was bought in the spring and shipped to the American market."

Charles B. Adams, grocer, corner of Germain and St. James Street, is advertising his business for sale. He has gone to McAdam to manage the Royal Hotel, owned by the C.P.R. at that place.

### MONTREAL.

December 15.—A. A. Woodman, of Woodman & McKee, Coaticooke, Que., was visiting the city for a few days last week. Mr. Woodman came here to see his wife, who is seriously ill at one of the city hospitals.

J. Hurteau, who recently bought the business of S. Robinson, Esplanade Avenue, Annex, is contemplating some small alterations to the inside of his store. A feature of this store, which is an admirable one, and which is a valuable asset to business, is the fact that in the rear of the grocery store is situated a modern butcher and provision shop. The latter business is conducted by A. Lesperance. When two stores of this nature, which are closely allied in trade, are placed together in this way, they are naturally advantageous to one another's trade.

Trade in poultry locally is in a good healthy state. The quantity of turkeys and fowl is said to be superior to that of 1907, and a good demand for most of the varieties in small and large lots has continued up to the present time. Roasting chickens of best quality have been somewhat scarce, and the supplies have not been sufficient to meet the growing demand. Prices generally have been lower this year than at the commencement of the holiday season during the previous year. Dealers express the opinion that there is likely to be a slight advance in the price of poultry within the next ten days. The cold weather has been favorable to the trade, and merchants are looking forward to a large business, in turkeys, especially, and there is good reason to believe that a heavy volume of trading will be done in the latter part of December and the first week of the new year.

W. S. Goodhugh, of W. S. Goodhugh & Co., left Tuesday for Halifax, from where he will sail on the steamer Sobor for the West Indies, where he goes on both pleasure and business.

Many of the grocery stores around the city have taken on their holiday ap-

pearance. Windows in many cases contain a profusion of evergreen decorations and Christmas trees, with various tempting articles displayed thereon are in evidence. Trade is reflecting in earnest the near approach of Christmas. Al-

though the demand is a little delayed this year, many dealers state that they expect it will made up for the lost time, and are making preparations to meet the rush when it does come.

H. Henry has joined the rank of grocers using the daily newspaper as the medium to attract trade. While this is an entirely new departure for Mr. Henry, results will, no doubt, give him ample proof that judicious advertising pays.

Frank Wilson, the Queen St. grocer, has an elaborate display of Christmas stockings and decorations. Strings of these run from columns in the centre of the store to the shelving and are arranged rather artistically. The selling powers of the window displays would have been largely increased by the liberal use of price tickets.

The American Bazaar has a large display of Christmas fruits and the various ingredients used in preparing Christmas pastry. In this window neat price tickets have been used to advantage.

Bradley & Son have one window devoted to fruits, etc., and one to candy. This firm makes a speciality of medium-priced candies for Christmas. The displays are timely—good use is made of price tickets and they report a larger Christmas business this year than last.

E. O. Rawson, Humberstone, who purchased the branch store of J. H. Stanley, Port Colborne, has assigned.

Christmas fruit moved in larger quantities during the past week. Some report business much better than last year, while others are not so cheerful.

McLean Brothers, the James St. grocers, have decorated their store for the holiday season, using paper decorations strung from the ceiling and large red bells. At present this firm has a window display of fancy biscuits. The display slopes from the front of the window gradually to the back. The ground work is of white goods. On this individual glass dishes are arranged, each containing a different variety of fancy biscuit. Tinsel decoration is placed around each display. The showing, while not elaborate, is neat.

W. A. Sherwood & Son have also a display of Christmas groceries using the left-hand window. The bareness of the side wall of the window is relieved by a background of white cheese cloth, on which rests an arch of holly. Within the arch red paper bells are arranged. The display consists of figs, raisins, currants, flavoring extracts, olives, etc.

Sherwood & Son have added a stock of furniture to that of groceries. This section of the business will be under the personal supervision of W. A. Sherwood, while George Sherwood, the junior partner, will devote his attention to the grocery section.

#### OTTAWA.

December 15.—At a meeting of the Ottawa Retail Merchants' Association on Wednesday, December 9, it was decided to ask the Legislature for important amendments to the present market regulations. A copy of suggested amendments to the present regulations had been drafted by A. E. Fripp, M.L.A., and in the main these were adopted. When they are brought up before the Legislature, Mr. Fripp will do his best to see that they go through. In a nutshell, the change sought is one to prevent peddlers.

## From Ontario Correspondents

### Brantford Arranging a Trade Excursion Which Galt Merchants Object to—Guelph Had a Good Week During the Winter Fair—Stratford Welcomes the Pay Car.

#### BRANTFORD.

December 15.—A new factory has been opened by Mr. Smith, of Dundas Street, for manufacturing brushes and brooms. The building is a new one and has been fitted up with the latest style of machinery used in the trade. The proprietor was formerly a broom manufacturer in this city. He is at present employing six hands, but after new year's expects that probably twenty-five hands in all will be taken on.

Brantford merchants have decided to experiment with the trade excursion idea, and have secured low rates on the two radial railroad systems which centre here. The excursions are to take place to-morrow and the points selected are Ancaster, Paris and Galt. The radials will give a five-cent return fare from Paris and Ancaster, and a 10-cent fare from Galt. These are very low prices and ought to draw large crowds. Special cars will be provided on both roads and the stores will be kept open until nine o'clock the evening of the excursion. Automobiles properly placarded will be sent through the country distributing bills and advertising the excursions in every possible way.

Christmas buying has at last commenced in earnest and merchants report a decided improvement over the previous week. The "calendar" fiends have started on their rounds, and after every ten to twenty-five-cent purchase the clerks look for the question, "I would like you to give me one of those lovely calendars of yours?" Most of the merchants are giving them out, although others have decided not to give any this year.

#### GUELPH.

December 15.—Last week was a great week for the grocery stores, and all kinds of business. The downtown stores did not do it all by any means, though. All the grocers would like to see a winter fair oftener, but the fact is, just the same, that it really starts the ball rolling for the Christmas trade. The great crowds touched nearly every household and the boarding houses and hotels feed so many that every store is bound to be interested. One noticeable feature this last two years has been that there is not the foolish buying ahead in anticipation of big things by people who cannot afford it, and then, when the crowds do not come to them, have to fall back on the grocer to wait for his money. This was so in the first years of the fair, and most grocers are glad to see the last of that kind of buying. The usual grist of travelers were in town, and, along with the grocers, could be seen shaking hands with the sons of toil. It was a great time and now we

can settle down to the good old Christmas trade.

Oman's window display on Saturday was a dandy for this time of the year. They had all their purchases of prize fowl, with the different colored ribbons attached, and drew a large crowd of admirers. That was worth while getting a few high-priced fowl for. The display no doubt, paid for the expense.

The Christmas bells and decorations are being put up in the local grocery stores this week, and most stores are all lit up and the boys are busy getting ready for the great annual rush. How many entries will we have from Guelph in the window dressing contest? There is a chance for you all.

Don't forget, Mr. Grocer, the Christmas box that you have had your mind on for the boys. They earn it these nights working overtime. See that they get it. If you are in doubt, a year's subscription to The Canadian Grocer only costs \$2, and it lasts all year.

#### PERTH.

December 15.—Perth Poultry Fair was held last Thursday and Friday, and it brought a good crowd of people to town. Prices were: Turkeys, 14c to 16c; chickens, about 10c; geese, 8c and 9c. Although the amount of poultry bought did not total up to what it sometimes has, the people were here and business was consequently brisk.

Harry Murry, who opened a grocery and ice cream parlor here last summer, has assigned to C. J. Foy.

There are a number of well-dressed grocery windows at present. J. H. Mendels window this week is specially worthy of notice.

C. A. Farmer has admitted his son, Tom Farmer, as a partner, and the business will in future be carried on under the name of C. A. Farmer & Son.

Early December grocery business is, if anything, a little ahead of the same period last year.

#### ST. CATHARINES.

December 15.—That article on "The Talking Point" in last week's Grocer was right to the point. That is just what the retail grocer needs in nine cases out of ten—clerks and proprietors that can discover the talking points of their business. We have too many order takers now. If you neglected reading that article look it up now and see if you can catch the idea of "The Talking Point" as applied to your business.

hucksters and transient traders who are not taxpayers, doing business in the city unless they pay a substantial fee. The Peddlers' and Hucksters' By-laws mainly concern the grocers, and the Transient Traders' By-law affects dry goods men, jewelers and stationers. First, the portion relative to hucksters and peddlers was dealt with. The first clause suggested that when goods, contracted for are delivered to the city person buying, no fee be charged. The second would aim at making it illegal for peddlers and hucksters who sell fruit, garden produce, etc., from door to door in the city to simply evade paying an annual license fee by going to the market with their wagons first, and paying the regular small market fee of 10 cents. This is done quite regularly. This, of course, pertains to the hucksters who buy vegetables, fruit, etc., from others and then retail them. The man who raises his own produce has the right by law to sell it when and where he wishes, and there is no desire to interfere with him. The third clause provides that farmers and producers who go to the market, after paying the market fee there to the market inspector, may sell when they want to or go where they like after 10 o'clock in the morning, from November to May, and after 9 o'clock from May to November. The fourth suggested the passing of by-laws forbidding criers or runners selling wares on the streets by shouting them out. The rights of hawkers and peddlers were also discussed. It was suggested that a license fee should be charged when such hawkers or peddlers go round from door to door selling tea, dry goods, watches and carpets, having no place of business in the city and not on the assessment roll.

Legislation to prevent peanut and fruit vendors from selling on the streets will also be sought.

#### INGERSOLL.

December 15.—It is a very noticeable fact that at this season of the year many merchants jump into "printer's ink" who, only use it occasionally at other periods, and some not at all. The Christmas trade seems to possess possibilities which demand the greatest attention of merchants in general, but nevertheless it is singular that many who are so desirous of getting their share of the harvest do not attach the same importance to the value of advertising throughout the other months. After all is said and done, it is the steady, substantial trade that brings success, and if advertising is an important leverage, why can it not be used with the same results at other seasons of the year? While it is noticeable that many merchants are only advertising during the holiday season, it is also noticeable that the shrewd, up-to-date merchant doubles, and in some instances triples, his advertising space at this season. He appreciates the value of advertising the year round, is in touch with the people of his community either by actual contact or the advertising medium, and as the opportunities widen he increases his advertising scope. An effective system of advertising has been adopted by a local grocery firm, which

should prove a great convenience to the housewives of the community. It is in the form of a neatly-printed and altogether attractive price-list, suggestive of the requisites for the holiday season. It might properly be termed a "grocery catalogue," as practically all the articles in the store are enumerated, and particularly those for which there is an increased demand at this season. These have been sent through the mails to customers and others, and should prove of much assistance when preparations for the plum pudding and other Christmas delicacies are being made. Not only does this list assist the housewife in making her selections, but it also keeps her posted on the different prices. This is an important feature, as prices have fluctuated considerably of late and with a list of this kind before her the housewife is able to figure out to a cent the cost of her holiday cooking. This is enterprising which customers and the public in general appreciate and no doubt is profitable to the advertisers.

The attendance at the market has shown a steady increase during the past few weeks. On Saturday last all the available display space was occupied by the vendors and quite a number were unable to offer their produce to proper advantage. The attendance of purchasers was sufficiently large to keep prices steady and business booming. Dairy butter was plentiful at prices ranging from 28c to 30c per pound. Eggs were more numerous than usual and sold freely at 25c and 30c per dozen. Geese held chief place in the poultry department and sold at 10c and 11c per pound. Chickens brought 10c per pound, and turkey was none too plentiful at 14c and 15c per pound. Apples brought from 50c to 75c per bag according to quality. Potatoes were in good demand at from 60c to 75c per bag.

#### TORONTO.

December 16.—A deputation representing the Retail Merchants' Association and the Retail Grocers' Association waited on the Board of Control last Friday morning with a view to securing more just conditions in regard to the peddling nuisance. E. M. Trowern, secretary of the R.M.A., who headed the delegation, complained that many licenses were taken out for half a year only, from June to December, for \$5, and that this was altogether too low a rate. On inquiry it was learned that this season 707 licenses had been issued, all of the half-year variety. Mayor Oliver expressed himself as in sympathy with the retail merchants, and as believing there were altogether too many peddlers in Toronto. After some discussion, however, the matter was dropped, to be taken up again at the first of the year. The deputation received the assurance that no licenses would be issued in the meantime, and that in all probability the fee would be raised next year.

A judgment which shows that the complaints which have come from England and Scotland regarding the packing of Canadian apples were well founded was handed out by Mr. Justice Riddell this week. The case was that of R. S. Long against P. L. and H. Williams & Co., Limited. The plaintiffs agreed to purchase from 30 to 35 barrels of apples from the defendants. They claimed damages for improper packing, and claimed that the fruit was inferior. They produced evidence from their cus-

tomers in Glasgow, Scotland, to the effect that the fruit was bad when it arrived there. Mr. Justice Riddell gives judgment in their favor, and refers the amount to the Master in Ordinary.

The stubbornness of horses when they smell fire was once more demonstrated last Friday night, when two animals belonging to Ewing Bros., grocers, 199 Roncesvalles Avenue, refused to be led out of a burning barn at the rear of their premises. Every known device was used, but still the horses refused to leave their stalls. Luckily the fire was discovered before it had gained any headway, and was put out with a few pails of water.

The Dominion Co-operative Association held a most successful and enjoyable social re-union in Broadway Hall last night. The gathering was under the auspices of the Ladies' Co-operative Guild. Mayor Oliver presided, and a fine musical programme was rendered. Addresses on the work of the association, which will shortly open a second store in Toronto, were given by Alex. Fraser, president; H. Macdonald, secretary, and others.

#### STRATFORD.

December 15.—Business in general has not been up to the mark, but since the arrival of the G.T.R. pay car on Monday it has taken on the old-time rush. Stratford always feels a decided depression in business for a week previous to the Grand Trunk pay. Prospects are bright for a good Xmas trade, and grocers here feel confident that this year's business will eclipse all other years.

There was no material change in the local market on Saturday. Produce of all reasonable variety appeared in the usual abundant supply, apples, potatoes and fowl being particularly plentiful. Eggs seemed more plentiful than a week ago, but still one or two vendors had the courage to ask 32c for their hen fruit.

The creameries report the butter business brightening up. The unsettled weather of the past month has been unfavorable for butter making. The manager of the local creamery states that they have a great increase in butter when the weather is steadily cold or warm, as the changeable temperature causes a decided unrest among the cattle, making a decrease of butter-fat in the milk.

C. McIlhargey, president of the Stratford Wholesale Grocery Co., is the busiest man in the city these days. He has the Mayor's chair in view, and if hard work wins, he should come out victorious.

The grocers of Stratford a few days ago had the pleasure of meeting James O'Hagen, The Canadian Grocer's traveling representative, and are anticipating a good report of Stratford and its grocers. The coming of The Canadian Grocer each week is eagerly looked for by both proprietor and clerk. The column called the "Grocers' Encyclopedia" is a store of information which is universally enjoyed, and several grocers have expressed a wish for a sequel to "Men Who Sell Things."

H. T. Barker's grocery has a fine Santa Claus window this week. A large red brick fireplace forms the chief feature of the display, with well-filled stock-

ings hanging above, while a little girl doll is anxiously looking for her stocking. In the front they have Xmas fruits, nuts, etc., tastily displayed, and many are the moments spent by the little folk before this window.

The Barnsdale Trading Co. have something new in the line of window display. Four wire netting tubes, about 4 feet high and 1 foot thick, filled with different kinds of nuts, occupy the four corners of the window, while on top of each tube a pyramid of oranges is arranged. The ground work of the window is formed of fancy candies.

McCully & Haigh are showing two well-dressed Xmas windows. The glass front of their windows being very high, they have formed a network ceiling of evergreens about halfway between the store floor and the roof of the windows. Grape fruit, oranges, Malaga grapes and candy canes are hanging from the evergreens. Xmas fruits, mixed candies, chocolates and nuts are well displayed, and each window is brilliantly lighted by numerous wax candles.

#### GALT.

December 15.—With the advent of good sleighing, business in Galt has taken on an added impetus. The stores have brightened up, the people are buying more freely, and more farmers take advantage of the sleighing to "slip" in and see the Christmas goods, and, in most cases, they buy a considerable quantity of groceries, dry goods and such like. The factories are working full time, there are very few unemployed, and the prospects for a prosperous and happy Christmas seem exceptionally bright at present. Of course, the poor are always with us, but their care is in capable hands. In this connection your correspondent witnessed a strange proceeding the other day. He was in Sloan's grocery store when a woman came in with an order from the Mayor for groceries to the extent of one dollar. She purchased small quantities of bread and butter, and larger quantities of jam and marmalade. Seventy-five cents had been expended of the charity money, and she requested that she be given a 25c box of candy for the remaining quarter. The clerk had some experience with such customers, and he sought the advice of the proprietor, who promptly informed the lady in question that charity orders did not include candy. Other grocers have the same experience, some of the recipients of charity asking for goods even more useless to a poor family.

John Sloan has a very pretty Christmas window. His large south window has been devoted to a display of Christmas goods. The walls of the window have been hung with green streamers, while large red bells are hung from the ceiling and about the walls. Christmas boxes of candy, stockings and other gifts complete the display.

The market on Saturday was exceptionally large. Large numbers of huge chrysanthemums were offered at 25

cents each. Butter was 36 cents and eggs 35 cents. Other prices remained unchanged. Collie pups were offered at \$2 each, and all were sold.

A number of local grocers have laid in a stock of fancy boxes of candy for the Christmas trade. The Guelph correspondent makes a good suggestion when he advocates closing the stores for both Friday and Saturday. A number of Galt merchants are complaining that they will do no business on Saturday, and they might consider the suggestion. It would be a good thing for both the proprietors and the clerks.

Galt merchants are up in arms against their Brantford brethren. Whether business in the Telephone City is not brisk enough, or whether the merchants of the city are trying a new scheme, is not known, but an excursion has been arranged from Galt to Brantford on Wednesday next for a return fare of ten cents. It is not definitely known, but it is thought that the Brantford merchants are behind the scheme. As the regular fare is 90 cents, it will be easily seen that a large number of Galtonians will take in the trip over the Grand Valley Electric line. And it is safe to say that they will do considerable shopping.

#### CHATHAM.

Dec. 15.—Chatham grocers are now in the throes of a busy Christmas season, which gives promise of being one of the best in years. From all accounts people are buying quite a bit earlier than usual. They are also buying more liberally than they did last year, which is a good indication of returning prosperity.

An important business transfer took place last Monday, when N. A. McGeachy & Sons, City Dairy, acquired the milk business for some time past conducted by the Maple City Creamery. The transfer includes, not only the Creamery milk routes, but also concerns delivery wagons and bottles and its sources of milk supply. Henceforth, Mr. Lister, of the Creamery, will confine his attention to butter making. In an interview, W. A. McGeachy stated that, far from involving the oft-predicted increase in the price of milk to 7c a quart, the change will ensure Chatham 6c milk, at least for the present winter, owing to the fact that running expenses will be considerably reduced. Last winter the milkmen lost money on milk at 6c. Mr. McGeachy added that prior to the transfer he had contemplated establishing a butter factory, being encouraged by the success which had attended him in butter manufacturing on a small scale, but that the largely increased milk business would have the effect of keeping his hands pretty full.

The assets of Lorne A. Cummings, of the "Teddy Bear" grocery, who made an assignment some time ago, were last week sold at 42 cents on the dollar to Wm. Jenkins, of this city. Subsequently the business was taken over by Harry W. Jacques, who formerly carried on a grocery on Raleigh Street.

J. McHardy, of Merlin, has moved his stock of confectionery into his new store in the Oddfellows' Block. He is remodeling his old store into a dwelling house.

M. Macfarlane, Ridgetown, has opened a grocery in D. J. McLean's old stand, Main Street West.

Jas. Hillman has given up his position in E. Coulter's grocery at Wheatley, and has accepted a position in Merlin.

A Greenberg, a second hand dealer, in Wallaceburg, has gone into the grocery business, opening a store opposite Taylor's grocery.

Last week Thos. Hicks, of Essex, disposed of his bakery and grocery to Charles Billing, of North Ridge. Mr. Billing, while continuing the grocery business, will pay particular attention to the bakery, and will retain A. H. Meston as baker.

The establishment of a cold storage station at Leamington is talked of. There are few places where it would serve so many ends. Besides the fruit during the summer season, butter, eggs, poultry and apples would keep a large section busy; while the fishermen need it badly. Local parties are interesting themselves in the scheme, and there is considerable likelihood that it will materialize, one gentleman having stated that he would put \$10,000 into it.

The Essex canning factory has finished work on pumpkins, and from now on will be engaged on jams and catsups, keeping several hands employed all winter. The past year has been one of the best in the factory's history, the output being far in excess of any previous year.

The city Board of Trade made a progressive move last week, when, at a well-attended meeting, they decided to petition the Dominion Government for the dredging of the Thames to a depth of 16 feet. Plans for the work were prepared by the Government some years ago, but it was never carried out. The deepening of the river would have a beneficial effect on freight rates, both on incoming and outgoing shipments. A number of matters of local interest were discussed.

Ald. John Edmondson, the St. Clair Street butcher, and doyen of the council, is out for the mayoralty. His only opponent so far is Ald. W. H. Westman, of the hardware firm of Westman Bros., though there is quite a bit of talk of ex-Ald. Wm. Potter, the Queen Street grocer, who was defeated last year, coming out and making it a three-cornered fight. For the council, Ald. Harry A. Andrew, who is standing for re-election, is so far the only grocer aspirant, though Chairman John McCorvie, of John McCorvie & Son, is expected to enter the race for aldermanic honors.

Eggs on the local market are now up to 30c a dozen—a price practically unheard of before. Potatoes are reported plentiful, and can be had at from 75c to 90c on the market, though last Saturday as high as \$1 was asked. Grocers offer the best quality at \$1 a bag.

John W. Dyer, the St. Clair St. grocer, was last week honored by his fellow members of Thames Lodge, No. 101, S.O.E., by being elected to the W. President's chair. T. W. Smythe, treasurer, and R. I. Weaver, trustee, are other grocers on the list of S.O.E. officers.

"Tom Cats," in striking big capitals was the catchy feature of J. H. Kadwell's advertisement recently. The housewife, curious to know who advertised tomcats for sale, discovered, on closer examination, that the advertisement related to tomato catsup.

# Travelers Discuss Society Business

Dominion Association Held Annual Meeting in Montreal on Saturday, Dec. 12—Maritime Travelers Met at Halifax on Friday, Dec. 11—Shall the Woman Be Admitted to Associations' Ranks?

Close upon 100 members of the Dominion Commercial Travelers' Association attended the annual meeting of that body held in Montreal in Fraser Hall last Saturday evening.

Retiring President Egan occupied the chair, while S. J. Mathewson, the vice-president and president-elect; Maxwell Murdock, treasurer; E. D. Marceau, Hon. J. D. Rolland, Ald. Robinson, J. S. N. Dougall, L. W. Anderson, A. L. Friedman, E. Duckett, James Robertson, E. E. Guilbert, A. J. Brown, and H. W. Wadsworth, the secretary, also occupied seats on the platform.

Several important questions were discussed, the chief among them being the proposal to establish a pension fund, which did not meet with much favor. Whether or not ladies should be admitted for membership also came in for some discussion.

Opening the meeting, President Egan stated that the year has been a most satisfactory one, a larger amount than ever having been added to the reserve fund. During the year 833 new members were enrolled. This, however, did not represent the total increase, as many members failed to renew. This made the net gain 101, and the present membership 6,194. The total amount received on revenue account was \$74,798.08, of this amount \$58,250 was represented by annual subscriptions and \$16,345.58 interest on investments; \$50,225 had been paid in mortuary benefits, against \$63,250 last year. The working expenses amounted to \$5,564.86; \$32,000 had been invested in first mortgage real estate at 6 per cent. interest, and matured loans amounting to \$56,500, bearing 5 and 5½ per cent. interest, had been renewed at 6 per cent. The net surplus for the year was \$21,935.86, which, added to capital account, made a grand total of \$315,732.14.

Mortuary claims were lighter than last year, being 56, against 62. The average age of those who died during the year was forty-seven years, their length of membership averaging sixteen and a half years. The trustees of the educational fund reported ten new pupils during the year, with five retired, leaving eleven at present receiving gratuitous education.

It was reported that the Government of Prince Edward Island had decided to abolish the tax on commercial travelers, which had been an obstruction to trade.

The committee appointed to consider the notices of motion re the mortuary benefit fund reported against their adoption. The receipts and expenditures accounts showed a credit balance of \$13,116.96.

R. C. Wilkins commented on the satisfactory nature of the report.

The president then read the list of members who died during the year. Following this the report of the trustees of the educational fund, showing an expenditure of \$186.66, was read, the trustees applying for an appropriation of \$150,

as the balance in hand was only \$64.53. On motion of Geo. Mann the amount was recommended.

The hospital fund report showed a balance of \$240.94, and the chairman suggested that the amount be equally divided between the Grace Dart Home, the Hospital for Incurables, and the Western Hospital. A member suggesting that the hospitals should be asked to endow a cot in consideration of these payments, Mr. Marceau pointed out this could not be done for \$80 each, but the first speaker held it could be got for \$75. R. C. Wilkins said the permanent endowment of a cot would cost \$2,000, and proposed the distribution of the amounts mentioned, leaving the hospitals to do as they pleased.

Speaking as one of the governors of the Western Hospital, S. J. Mathewson explained that it cost the hospital \$1.25 per day to maintain patients, and he did not see that the proposed donation would enable the hospital to do anything in the way of enlarging the building. Mr. Gardner moved that the General Hospital be substituted for the Western, whereupon the chairman explained that \$2,000 had been given to the General Hospital two years ago, and after Ald. Robinson had expressed his opinion that the money could not be used to any better purpose than that proposed, the motion was carried.

Ed. Duckett's motion regarding the establishment of a pension fund was then made. He explained his reasons for requesting that a committee be appointed to study the means of creating a pension fund, and that \$500 be devoted to secure actuarial opinion on the mortuary liabilities. Messrs. Marceau and Mathewson dissented, the latter remarking that if anyone wanted a pension the Government of the country would grant it if they could pass a medical examination. Every cent of the surplus was needed for the mortuary fund. A few were in favor of the motion, and on a vote being taken it was defeated.

Then Major J. T. McBride's motion—proposed in his absence through illness—that by-law article III, section 3, be amended to make the qualification for active members "he or she," instead of "he." There was considerable discussion on this question, participated in by Messrs. Woods, Marceau, Murdock, Mann, Lefebvre and others. The motion was put and lost.

S. Woods again brought forward the suggestion that an actuary be appointed to provide an estimate of the mortuary liabilities. R. C. Wilkins and S. J. Mathewson could not see the necessity for this, the former stating that they had \$300,000 assets to meet their liabilities, the actual amount of which no one could definitely tell, since they had liabilities to every member's widow and family. So long, however, as they could present satisfactory reports as they were now doing, that was all that

was necessary. Mr. Woods persisted in his contention. Mr. Mathewson then rose, and said that the association knew perfectly well its nominal liabilities from the lists in its possession. The association was run on a business-like basis. Finally a show of hands to indicate feeling was called for, and the motion was unanimously defeated.

A letter was received from C. Petrie, calling attention to a paragraph in the newspapers to the effect that Quebec City would move for the adoption of a by-law to tax commercial travelers and others \$200 before they were at liberty to take orders or sell goods. The chairman explained that article 50, chapter 15 of the Quebec Legislature held that: No municipal corporation shall levy any tax upon any commercial traveler, taking orders or selling goods, wares or merchandise by sample, catalogue or price list, or require any such person to procure a license from such municipal corporation, notwithstanding any disposition to the contrary in any statute.

Whether commission received by travelers should be considered salary was one of the last matters brought before the meeting. This question was considered important enough to be brought before the board, and E. D. Marceau, as a member of the Chambre de Commerce, said he would be willing to bring the question before that body. He understood it had already been brought up at a meeting of the Board of Trade.

Mr. Egan then thanked the members for their loyalty to him during the past year, and expressed the honor he felt in having held the office of president. He then announced the election by acclamation for the coming year of S. J. Mathewson as president; J. Bevans Giles as vice-president, and Maxwell Murdock as treasurer. Out of 2,305 votes cast for directors, the following secured election: Messrs. F. N. Picard, H. M. Levine, L. Decelles, A. J. Brown and C. D. O'Brien. These gentlemen will act concurrently with the other five directors making up the board.

President-elect S. J. Mathewson then took the chair amid applause. He made a neat little speech, stating his appreciation of the honor shown him, and requesting a continuance, during his turn of office, of the loyalty shown by the members during 1908.

## Mutual Benefit Meeting.

On Friday evening the annual meeting of the Dominion Travelers' Mutual Benefit Society took place. The membership is now 1,378, 139 new members having been added during the year. A social evening was passed after the business on hand was disposed of. Songs and recitations were pleasingly rendered by Charles Gurd, J. Bevans Giles and R. C. Wilkins. E. C. Levine gave an exhibition of legerdemain and performed some amusing card tricks.

The annual dinner of the Dominion association will be held next Monday evening, Dec. 21. The committee are work-

ing actively and promise one of the best functions yet held, which means a good deal. The programme is being well looked after and is said to contain some novel features which will be particularly attractive. The following will be the chief speakers: Charles Mareil, prospective Speaker of the House of Commons; Prof. Stephen Leacock, of McGill University; Hon. Charles Murphy, Henri Bourassa, and Senator L. J. Forget. A complete and bright account of the dinner will be given in The Canadian Grocer next week.

**MARITIME TRAVELERS ADMIT LADIES**

**At Annual Meeting Held at Halifax Last Week—Changes in Mortuary Benefit Scheme.**

Halifax, N.S., Dec. 14.—The annual meeting of the Maritime Commercial Travelers' Association was held here on Wednesday, Dec. 9.

One of the novel features of the meeting was a resolution to the effect that hereafter ladies would be admitted to the privileges of the association.

The secretary reported the membership as 869, as compared with 816 a year ago.

In the election of officers, R. A. March, St. John, was chosen president, and the vice-presidents for New Brunswick are: R. J. Humphrey, St. John; A. E. Massie, Fredericton; J. E. Petrie, and J. Pope Barnes, St. John.

Vice-presidents for Nova Scotia—Chas. Blackie, D. R. Rutherford, A. Milne Fraser, D. Hockin, Halifax.

Directors—H. E. Pyke, William Tapp, C. T. Hermann, together with R. H. McCulloch, J. B. Douglas and P. T. Strong.

The report showed that of the 869 members, 499 are registered at Halifax, and 370 at St. John, (N.B.)

Four members entitled to mortuary benefits, died during the year, H. M. Doane, Archibald McLean, Bernard Quinan and Capt. Thomas Douglas, the last named being a past president of the association.

Seventeen accident and sickness claims were presented by members during the year, aggregating \$476.76, all of which were settled promptly by the Canada Accident Assurance Company.

A report on the mortuary benefit fund of the association, made by T. Bradshaw, insurance actuary, has been under consideration by the board of management during the year. As a result of their deliberations and in conformity with the recommendations of the report referred to, it is deemed expedient that measures should be adopted for strengthening the reserve funds of the association. To this end it is proposed that the \$1,000 accident insurance heretofore provided to members at the expense of the association, should be discontinued at the close of the present year, and that a modified scale of mortuary benefits shall be adopted for members joining the association from after Jan. 1, 1909. The directors have arranged with the Canada Accident Assurance Company to continue the special rates for accident insurance to members of the association who may desire such protection.

The audited statements of the secretary and the cashier show an increase in the funds of \$4,858 for the year, and that the total reserve now amounts to \$47,716.

The meeting unanimously decided to abolish the accident insurance privilege. It was also decided to extend the time in which members shall qualify for the maximum benefit from thirteen years to twenty-four years. This refers only to new members and will go into effect at the beginning of the year.

The association will hold a banquet at the Royal Hotel, St. John, on Thursday, Dec. 17.

**C. T. A. BANQUET.**

The annual banquet of the Commercial Travelers' Association of Canada, to be held on Wednesday evening, Dec. 23, at McConkey's, Toronto, promises to be one of the brightest and most entertaining of similar functions yet held. The committee have been scurrying round since their appointment making arrangements for a dinner and programme that would appeal to everyone, and their efforts promise to be well rewarded.

Among the brighter lights on the toast list are Hon. Geo. P. Graham and Hon. W. J. Hanna, W. K. George, Hugh Blain and S. R. Wickett. This, with a number of speeches from members of the association, assures the excellence of this department of the programme. The musical end is also being well looked after, and a couple of novel features are being introduced which will add to the interest. The official programme will be as follows:

- The King.
- National Anthem.
- Recitation .....Lieut.-Col. Stoneman
- Toast—"Canada" .....The President
- "The Maple Leaf."
- Quartette—"Georgina" ..... Selected
- Toast—"The Dominion Parliament"
- .....J. H. Willfong
- Response .....Hon. G. P. Graham
- Comic Song—Selected ...Harry Bennett
- Toast—"The Ontario Legislature"
- .....W. J. Mieks
- Response.....Hon W. J. Hanna
- Ledgerdemain, etc.....F. E. arn
- Toast—"Manufacturing Interests"
- .....E. Fielding
- Response.....W. K. George
- Comic Song.....G. McLead
- Toast—"Wholesale Mercantile Interests".....Chas. Kyle
- Response.....Hugh Blain
- Toast—"Sister Associations".....
- .....S. Sierling
- Response .....S. R. Wickett

Next week's issue of The Canadian Grocer will contain a bright and complete report of the dinner, which should be of interest to retailers as well as to the travelers themselves.

**MONTREAL EXCHANGE MEETING.**

The annual meeting of the Montreal Wholesale Grocers' Exchange will take place in Montreal to-day, Friday, Dec. 18.

**LONDON CORRESPONDENCE.**

December 15.—Except for filling sorting-up orders, local wholesalers are doing very little just now. Travelers will be in about the middle of next week and then stock-taking will proceed. There is no changes in prices for staples and Christmas goods. Haddies are scarce, owing to storms on the Atlantic coast, and prices are half a cent higher.

Slight improvement is noted in retail trade, and if the sleighing stays with us there will be busy times in London stores from now until Christmas.

The regular meeting of the Retail Grocers' Association was held in Sherwood Hall last Tuesday evening. First Vice-President, John Diprose was in the chair in the unavoidable absence of President Shaw. The meeting was well attended. A committee was appointed to look into several grievances. A strong resolution was passed, condemning Sir Wm. C. Macdonald for not allowing a larger margin of profit to the retailer on his tobaccos. If the retailer would ask 11c per plug, instead of 10c, it would kill the sale of it. Vice-president, J. Diprose, ex-President Harry Ranahan, Treasurer E. J. Ryan and C. W. Summer were named a deputation to wait on a local miller, in regard to selling flour at retail. President Shaw and Vice-President Diprose, who waited on some price-cutters in the east last week, reported that they could fix the matters all O.K., but for one grocer, who is not a member of the association. He has a store for sale and he is trying to work up a trade by selling some lines at cost. Another deputation was appointed to wait on one of the local biscuit houses in regard to selling one retail grocer goods at one-half cent per pound lower than other retailers.

A new wholesale crockery firm has been organized in London, and will open business in the Green-Swift building at the beginning of the year.

During the last forty days the Grand Trunk Railway has sent out of this city 87 cold storage cars, the large majority of which were filled with turkeys for the western markets, valued at upwards of a quarter of a million dollars. Turkeys will be dear in the West this year, as shippers have to pay on an average two cents a pound on all the birds they ship. The freight charges on a carload of turkeys shipped to Vancouver a few days ago amounted to \$1,200. For several weeks to come large shipments west will be of daily occurrence, and it is estimated that Middlesex turkey raisers along will send out over a million dollars' worth of the birds.

Apple shippers complain of a rot which has attacked their fruit, and dealers say they have the greatest difficulty in keeping them from spoiling. Barrels of apples which appear to be first-class when put into cellars, almost immediately develop symptoms of decay. Good apples were never so high-priced as they are this season.

Higher prices are predicted by egg dealers for the output of the next few weeks. This is in part due to the fact that the stocks held by dealers are not as large as usual at this season. In the United States prices are even higher than they are here.

Mathon Bros. & Co., general merchants, Ville Marie, are asking an extension of time.

**GOODS OF ESTABLISHED REPUTATION**

sell faster than the unknown kind. Nowadays everybody wants foods that bear the guarantee of a good name.

**HEINZ**

**57 VARIETIES Pure Food Products**

(The kind that contain no preservatives)

make new customers and hold the old ones because they are known to be pure, clean-made and of the highest quality. Always sold under the double guarantee to comply with every food law and to satisfy all tastes. Money back to your customer if they fail to please.

Anything that's  is safe to sell

**H. J. HEINZ COMPANY**

New York      Pittsburg      Chicago      London

**It Is Time—**

you got in that order for Christmas goods. Send it in now and ensure choice stock for your Holiday Trade.

**STAR BRAND SUGAR CURED HAMS**

Smoked or already Cooked.

**THE FINEST BREAKFAST BACON**

on the market—**FEARMAN'S STAR BRAND.**

**PURE LARD**

in 1-lb., 3-lb., 5-lb., 10-lb., 20-lb. and 60-lb. pails.

**OLD ENGLAND MINCE MEAT**

in 6-lb., 12-lb., 28-lb. and 70-lb. pails.

Carefully selected and all made under Dominion Government supervision.

**F. W. Fearman Co.**

LIMITED

**Hamilton, Ont.**

The strongest evidence of merit is a Government endorsement of quality



GOVERNMENT BULLETIN NO. 144  
ISSUED JAN 3 1908

CONDENSED MILK, Sweetened.

	Total Solids.	Water Fat.
REINDEER MILK	72.68	8.61
CLOVER "	71.78	7.91
EAGLE "	68.50	8.00
GOLD SEAL "	69.12	7.33
SILVER COW "	70.34	7.64
NESTLE'S "	68.25	7.87
PHEASANT "	68.29	5.10
CHALLENGE "	68.00	7.37

STERILIZED CREAM, Unsweetened.

	Total Solids.	Water Fat.
JERSEY CREAM	27.96	6.05
ST. CHARLES "	27.06	7.10
PEERLESS "	26.98	6.50
CARNATION "	24.94	6.93

Reindeer Milk is 7 1/2 per cent. and Jersey Cream is 13 per cent.

richer than any other brand listed in the Government Bulletin.

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



**Butter  
Eggs  
Cheese  
Poultry**

(Live and Dressed)

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

**The WM. RYAN CO.**

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**Toronto - Ont.**

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Montreal, Dec. 16, 1908.

The usual quietness which is noticeable in the cheese trade at this time of the year is not, perhaps, so pronounced this year. A few orders for export are being filled. English buyers are finding that there is not as much cheese left over from the close of navigation as there was last year. Cable inquiries are arriving for the lower grades, but these cannot be filled, owing to scarcity. Total receipts since May 1 are 1,896,335 boxes, against 2,050,410 boxes for the corresponding period of last year.

The local market is steady, with Westerns quoted at 12 $\frac{1}{4}$ c to 12 $\frac{1}{2}$ c, and Easterns at 11 $\frac{3}{4}$ c to 12c.

The butter situation is not very interesting at the present moment. Dealers

are complaining about the poor quality and the high prices which they have to pay for this stock.

The objectionable feature of this butter is the fact that much of it possesses a strong stable flavor, which is due to carelessness of farmers in allowing the milk to stand too long in stables, before it is removed to the cellars or pantries. Locally, the demand for high grade stock continues good. It is thought that stocks are not larger than will be required between now and spring time. Considerable stock is said to be held here for the account of Western houses. Receipts of butter for the season have been 402,523 packages, against 399,973 packages for the same period of last year. The local market is steady at 26 $\frac{1}{2}$ c to 27c.

in demand, fresh meats, and particularly poultry, take their place. Prices on the whole are unchanged.

Long clear bacon, per lb.	0 11	0 11
Smoked breakfast bacon, per lb.	0 11	0 11
Roll bacon, per lb.	0 13	0 15
Light hams, per lb.	0 13	0 15
Medium hams, per lb.	0 13	0 15
Large hams, per lb.	0 12	0 12
Shoulder hams, per lb.	0 10	0 12
Backs, plain, per lb.	0 16	0 16
" pea meal	0 16	0 16
Heavy mess pork, per bbl.	20 00	22 50
Short cut, per bbl.	22 50	22 50
Lard, tierces, per lb.	0 11	0 12
" tubs	0 12	0 13
" pails	0 19	0 21
" compounds, per lb.	0 22	0 23
Dressed hogs	8 25	8 75

**BUTTER**—There is no change in the butter market this week. The prices for good qualities are maintained, but the poorer grades can be bought for less, in order to keep them from accumulating. There is still too much poor butter made.

Creamery prints	0 23	0 30
Creamery solids	0 21	0 28
Farmers separator butter	0 26	0 27
Dairy prints, choice	0 25	0 26
" ordinary	0 19	0 21
" tubs, choice	0 22	0 23
Large rolls	0 23	0 25

**CHEESE**—There is no visible change in cheese, and not much changing hands.

Cheese, large, prime	0 13	0 14
" twins	0 13	0 14

**POULTRY**—When the enormous quantity of fowl it requires to supply the demand of a large city is taken into consideration, especially just before Christmas, dealers naturally have to make their calculations on what is in sight, and compare it with other years. So far the receipts are small, and it is feared that farmers will again make the mistake of holding their stock until within a few days of Christmas, and then the usual slump will take place. One firm's receipts during three days before Thanksgiving were 27 tons, and they expect 50 tons will be their requirements for Christmas. The stock that is coming in is in good condition. Farmers have no doubt been learning the folly of sending skeletons instead of fowl, and are finding out that it pays to feed, and prepare their poultry to meet the wants of the buying public.

Spring chickens, per lb, live	0 09	0 11
Spring chicken, dressed	0 11	0 13
Hens, per lb., live	0 06	0 07
Hens, per lb., dressed	0 08	0 10
Young ducks, per lb., live	0 09	0 10
Ducks, per lb., dressed	0 11	0 12
Turkeys, per lb., dressed	0 13	0 14
Geese, per lb., dressed	0 08	0 09

**HONEY**—Honey is about 1c higher this week, but in the rush for holiday trade it receives very little attention. There is considerable honey on the shelves of grocers which would scarcely stand inspection, and should be properly labelled.

60-lb. tins	0 11	0 11
Smaller sizes, tins and bottles	0 01	0 12
Comb, doz	1 50	2 50

**EGGS**—The egg market continues firm, and the stock on hand, both in cold storage and in pickle, is not supposed to be more than will be required, unless the winter will be exceptionally open and mild, which might start the hens from

## THE PROVISION SITUATION

Toronto, Dec. 17, 1908.

The farmers seem to have the control of the markets pretty much in their own hands. If the prices suit them, they will sell their hogs, but if not they will simply hold their stuff until the prices advance, which occurs, too, if buyers want their goods. This is particularly so with the hog product. A few weeks past the run of hogs, at prices from 75c to \$1 a hundred higher than last year, was unusually heavy. With the English market supplied by the Danes, Irish and Americans, from 2 to 3 shillings lower than last year the packers made a slight drop. As soon as this reached the ears of the farmers their hogs were granted a longer lease of life, and the packers, in order to get them, have only one thing to do. Some years ago when farmers had to meet the interest on their mortgages, they had to sell at any price, but now they are independent, and practically boss the situation. The prices offered this week is \$6 off cars for selects, grading a little lower for less desirable quality.

## PROVISION MARKETS

### MONTREAL.

**PROVISIONS**—A decline in the foreign markets has led to a weaker feeling in the local market, which has eased off somewhat. Nearly all lines have been depressed slightly. Trade locally is only fair.

Heavy Canada short cut mess pork, in bbls.	22 50	23 00
Selected heavy Canada short cut clear boneless pork	22 50	23 00
Heavy Canada short cut clear pork	22 00	24 50
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb bbls.	7 75	
" 200 "	15 00	
" 300 "	22 00	

Pure Lard—		
Tierces, 375 lbs.	0 12	0 12
Boxes, 50 lbs., grained	0 12	0 12
Tubs, 50 lbs.	0 12	0 12
Pails, wood, 20 lbs., parchment lined	0 12	0 12
Tin pails, 10 lbs., gross	0 12	0 12
Cases, tins, 10 lbs., each	0 12	0 12
" 5 "	0 12	0 12
" 3 "	0 13	0 13

Compound Lard—		
Tierces, 375 lbs.	0 08	0 08
Parchment lined boxes, 50 lbs	0 08	0 08
Tubs, 50 lbs.	0 08	0 08
Wood pails, 20 lbs. net	0 08	0 08
Tin pails, in cases	0 09	0 09

**BUTTER**—Locally the market is steady, and demand is increasing with the approach of Christmas.

Fresh Creamery, solids, 1	0 23	0 23
" pri. ts, lb	0 28	0 28
Dairy, tubs, lb	0 20	0 22
Fresh large roll	0 22	0 23

**CHEESE**—Cheese remains firm under a fair demand. Export business is small. Prices are the same.

Large	0 12	0 13
Twins	0 12	0 13
Old	0 15	0 15

**EGGS**—Eggs continue in good demand and prices show signs of an easier feeling, due to the warmer weather, which will stimulate the production. This condition, however, is only transitory, and it is thought prices will continue to rule high.

New laids	0 34	0 36
Selected cold storage	0 26	0 26
No. 1 Canded	0 23	0 23
No. 2 Eggs	0 17	0 17

**HONEY**—The honey market is steady, under a slightly better demand. Quotations are unchanged.

White clover comb honey	0 13	0 14
Ruckwheat, extracted	0 08	0 09
Clover, strained, bulk, 50 lb. tins	0 10	0 11

**POULTRY**—Demand for poultry is on the increase, as the holiday trade has commenced. Prices are firm and an advance all around would be no surprise.

Spring chickens, per lb.	0 19	0 12
Hens, per lb.	0 09	0 09
Young ducks, per lb.	0 10	0 11
Turkeys, per lb.	0 13	0 14
Geese, dressed	0 08	0 19

### TORONTO.

**PROVISIONS**—The principal feature of the provision market this week is the sudden dropping off of the hog supply. This was, however, not unexpected, as it is always the case after an unusually heavy run. Cured meats are not much

# GROCERY TRADE CHANGES

their winter rest to produce an early supply.

Strictly new laid, per doz.....	0 35	0 40
Select cold storage.....	0 27	0 28
Cold storage.....	0 24	0 25
Lined.....	0 23	0 24

## WINNIPEG.

**BUTTER**—Dairy butter is in fairly good supply, country points reporting surprisingly large offerings for the season of the year. For No. 1 tubs or bricks the produce houses are offering 22c per lb., f.o.b. Winnipeg; for No. 2, 17c to 18c per lb., and for No. 3, 15c to 16c per lb.

**EGGS**—Supplies are very scanty and produce houses are offering high prices for new laid eggs. Shipments are being brought in from Ontario to supplement the local supply. Produce houses are paying 30c and higher per dozen for new laid eggs.

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

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

Chick-n, per lb.....	0 12
Fowl, per lb.....	0 08
Turkeys, per lb.....	0 18
Ducks.....	0 11
Geese.....	0 11

## BARRELS

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

**H. CARGILL & SON**  
CARGILL, ONTARIO.

## SALT

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

**TORONTO SALT WORKS**  
125 Adelaide Street E., Toronto

## We Want Butter!

**Dairy Tubs, Creamery Solids**

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

Write or phone us with best quotations.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
TORONTO.

## Poultry Wanted!

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

**P. POULIN & CO.**

39 Bonsecours Market, Montreal

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



**USE OVAL WOODEN BUTTER DISHES.**

**THOMAS BROS., St. Thomas, Ont.**

## Notes From All Sections of Canada Telling of the Opening of New Stores, Sales, Assignments, Dissolutions and Discontinuance of Business

### Ontario.

G. Roscoe, grocer, Toronto, has sold to B. Bonskill.

J. S. Rosser, grocer, London, has sold to T. J. Flood.

C. M. Hughes, general merchant, Newmarket, has assigned.

I. H. Jones, general merchant, Dexter, has sold to C. D. Parker.

E. Mundy, grocer, of Hamilton, has sold to W. W. Carruthers.

M. McFarlane, Ridgetown, has embarked in the grocery business.

James Storey, grocer, Toronto, has been succeeded by W. E. Phillips.

J. H. Jacques, general merchant, Edwards, has assigned to W. A. Cole.

The effects of H. G. Stout, grocer, Hamilton, will be sold by auction.

Budd, Lawson & Co., grocers, Barrie, have dissolved, Mr. Budd continuing.

Mrs. Wright & Son, grocers, Toronto, have been succeeded by F. J. Walpole.

The premises of John Allen, baker and confectioner, Keewatin, were burned out.

W. J. Cain, general merchant, Port Lambton, is advertising his business for sale.

W. F. Kaupp, baker and confectioner, Sarnia, is advertising his business for sale.

Erastus Duffy, general merchant, Brigiden, has been succeeded by F. E. Seeley.

Henry Murray, grocer, of Perth, has assigned and a meeting of creditors will be held on 22nd inst.

Cryderman & Frost, grocers, Toronto, have dissolved partnership, J. A. Cryderman continuing under his own name.

Hambly & Graham, grocers and dry goods merchants, Fort William West, have sold out their grocery business to J. Thompson.

### Maritime Provinces.

C. D. Girouard has opened a new grocery store in Moncton.

McKenzie & Gillis, Glace Bay, N.S., grocers, have dissolved.

Boggs Bros., grocers, Kentville, N.S., have sold out to L. M. Boggs.

J. E. Porter & Son, general merchants, Andover, N.B., have suffered a loss by fire.

Burchell & Gillis, general merchants, Dominion No. 6, N.S., have dissolved partnership.

### Quebec.

E. Poitras, general merchant, Methot's Mills, has registered.

J. P. Belanger, general merchant, St. Thuribe, has assigned.

S. A. Collette, grocer, Montreal, is offering to compromise.

J. E. Arsenault, general merchant, St. Celestin, has assigned.

F. X. Lamontague, general merchant, La Tuque, has assigned.

W. J. Asstels, general merchant, New Carlisle, has compromised.

The assets of H. Langevin, grocer, Montreal, have been sold.

Audet & Tremblay, general merchants, Black Lake, have assigned.

Wm. Therien, general merchant, Ste. Anne des Monts, has assigned.

Roberts & Co., grocers, Montreal, are offering fifty cents on the dollar.

L. C. Drolet, general merchant, Comp-ton, has assigned to J. P. Roger.

Douyle & Jackson, wholesale teas, Montreal, have suspended payment.

John Slevin, general merchant, of La Petite Riviere St. Francois, has assigned.

Alphonse Hemond, general merchant, Mount Louis, has assigned to V. E. Paradis.

A. Jacobs & Fils, general merchants, St. Tite, have assigned. The assets will be sold on Dec. 28.

### Western Canada.

A. P. Daien, grocer, Winnipeg, has assigned to C. H. Newton.

Templer & Hickman, grocers, North Vancouver, have dissolved.

The Duck Lake Co-operative Association, Duck Lake, Sask., has dissolved.

W. J. Moffat, general merchant, Edrans, has sold to Marvin Bros., Berton.

George Jones, grocer, Saskatoon, has disposed of his business to M. Hamilton.

E. J. Clayton, general merchant, Marysville, B.C., are opening a branch at Moyie.

Watson & Davis, general merchants, of Brechlin, have assigned to Charles Richards.

J. N. Stinson, general merchant, Brandon, has been succeeded by A. A. Dodderidge.

D. G. Horn, baker and confectioner, Red Deer, Alta., is advertising his business for sale.

A. A. Barber, general merchant, Nokomis, Sask., has sold to the Nokomis Mercantile Co.

E. Kelly, of the Alvinston Canning Co., Alvinston, Ont., was a caller at the Toronto offices of The Grocer last week. Mr. Kelly's headquarters are at Winnipeg and he looks after the company's business in Manitoba, Alberta and Saskatchewan. He reports most satisfactory business this season, the only complaint being that he could have disposed of more goods than his company put up. Business prospects are improving and Mr. Kelly looks for a good year in 1909.



# A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

## MAGIC BAKING POWDER

*is the kind that pleases the people.*



ESTABLISHED 1852.

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

### SELLING IS MADE EASY

when a customer wants a particular article and asks for it by **name**.

A grocer never loses a customer by selling him **what he asks for**.

The fact is he never asks for anything in which he has not confidence.

That is why **CLARK'S MEATS** are business builders.

They are **asked for** so often that the grocer **knows** he can recommend them with confidence.

**All lines are being advertised fully.**

## WM. CLARK

Manufacturer  
**MONTREAL**

### Olives

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

## Rowat's Olives

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

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

# Cowan's Cocoa and Chocolate

- are superior in flavor
- are absolutely pure
- are liberally advertised to the public
- are selling fast



They have the largest sale in Canada.

Indispensable to every first-class grocery store.

**The Cowan Co., Ltd.**  
Toronto, Canada

By Royal



Letters Patent

## Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

**NELSON'S**

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

## Nelson's Gelatine and Liqueurice Lozenges

**NELSON'S SOUPS**  
(SIX VARIETIES)

*Sole Proprietors and Manufacturers of*

**GORDON'S GRANULATED GRAVY**

**G. NELSON, DALE & CO., Ltd.**  
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

- The Smith Brokerage Co., Ltd., St. John, N.B.
- Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
- J. L. Watt & Scott, 27 Wellington St. East, Toronto.
- E. W. Ashley Winnipeg.
- Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Despite the high price of raw material

## Mott's "Diamond" and "Elite" Brands of Chocolate

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

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

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

SELLING AGENTS:

- |                            |                             |                            |                            |
|----------------------------|-----------------------------|----------------------------|----------------------------|
| J. A. Taylor<br>Montreal   | R. S. McIndoe<br>Toronto    | Jos. E. Huxley<br>Winnipeg | Arthur Nelson<br>Vancouver |
| Arthur M. Loucks<br>Ottawa | R. G. Bedlington<br>Calgary |                            |                            |

**A Leading British line well-known and  
largely advertised**



**THE WORLD RENOWNED FOOD BEVERAGE**

The Public Say:

**"THERE IS MERIT IN IT."**

The Trade Say:

**"THERE IS MONEY IN IT."**

**Write for Sub-Agency to:—**

**AGENT FOR MONTREAL:**

**J. WALTER SNOWDON**  
413 St. Paul Street  
Montreal

**ONTARIO AGENTS:**

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

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

**SAMPLE CASES NOW READY FOR DELIVERY**

# THE FLOUR AND CEREAL MARKETS

Ontario Flour Advanced 20 Cents on Strong Feeling — Cereals Unsteady, but Promise to Advance Shortly.

An advance of 20 cents on flour in Ontario is about the only change noted in these markets this week. This was the result of the strong conditions in the trade and the good business, both at home and export, which has been done all season. Millers have been busy, but have been holding the price. Some reports say, because of competition at various points. The advance was not at all a surprise.

There appears to be abundance of inquiry these days for Canadian flour from England, Scotland, South Africa and other points. Prices offered are fair, but millers have been able to dispose of their output to good advantage locally and not a great deal of attention has as yet been paid to this overseas demand.

The market for rolled oats is rather unsteady. Local demand is rather better this week, and retailers seem to be buying a little more heavily, but the market is not at all strong, even after the recent declines. The fact that a large quantity of oats is going to the United States at present should, however, prove a factor of steadiness and lend considerable strength to the situation. The oats held across the border are said to be of poor quality this year, and there is consequently a strong demand for Canadian grain, which is in excellent condition. During the past few days upwards of 1,000,000 bushels of Canadian oats are said to have been sent to buyers in the United States, and if this exportation keeps on it promises to have a materially firming effect on the market here.

## MONTREAL.

FLOUR—Inquiries from England and South Africa continue to arrive, but nothing of any consequence has resulted. Trade in country is improving slowly. Stocks are very much on the low side. Prices rule firm and unchanged.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 00
Senors.....	5 50
Manitoba spring wheat patents.....	6 00
"    strong bakers.....	5 50
Five Roses.....	4 05
Harvest Queen.....	5 50

ROLLED OATS—Hand-to-mouth trading only is all that can be said of this market now. Country trade may be a shade better, but trade is generally quiet.

Fine oatmeal, bags.....	2 72 1/2
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Gold dust cornmeal, 96-lb bags.....	2 10
White cornmeal.....	2 00 2 05
Roller oats bags.....	2 31
"    bbls.....	5 05

FEED—There is a good inquiry for both shorts and middlings, but supplies are somewhat limited. The bran situation has not been relieved by the small mills which have not yet begun to ship

in any quantity. Prices have been fully maintained.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
"    bran.....	21 00
Mouillie, milled.....	25 00 27 00
"    straight grained.....	30 00 33 00
Feed flour.....	1 50 1 80

## TORONTO.

FLOUR—Prices took a jump of 20 cents during the week on a very strong market. The change was not unanticipated since millers have been holding off for some time. The general strong situation in wheat, and the excellent demand both at home and abroad, is keeping the market firm. Millers are, perhaps, a little less busy than during the past several weeks, but still have enough to keep them going well. There is considerable inquiry from Great Britain, but not a great deal of attention is being paid to it.

Prices now stand as follows:

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

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

CEREALS—There has been no change since the decline last week, though the market is rather unsettled at present. Retailers are buying quite heavily, and this has built up local business somewhat. At present prices this, too, seems advisable, for with the abundance of oats going to the United States, the local markets seem destined to be firmer, shortly. Not much attention is being paid to export business.

Roller wheat in barrels, 100 lbs.....	2 85
"    oats in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, in bags 96 lbs.....	2 75

## TRAVELERS REMEMBERED.

The contents of the will of the late Caleb Chase, of Chase & Sanborn, now made public show one of the wisest and most comprehensive dispositions of a large estate. He was noted in his life for his numerous philanthropies and now "his works do follow him." The list of his public benefactions is an unusually long one, and it recognizes good service wherever it had come under his notice. Among his many benefactions are a large number of bequests in Canada, among which he generously remembered the Canadian salesmen, wives of deceased salesmen, and many others in a very generous manner. Though an active and thorough man of business, this distribution of a large portion of his means is an attestation of the time and thought that he had devoted to other interests than those of mere money-making.



## Biscuit Baking

is not such an easy matter as you might think. First of all you've got to have the ingredients right. This requires both theoretical knowledge and practical experience. Next comes the baking; and here's where special skill is required. After the baking is done comes the packing, which must be very carefully attended to. The reason why

## Mooney's Perfection Cream Sodas

are better than the ordinary kind is simply because in the mixing, baking and packing our skill is unequalled.

## The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA

## GRAIN and HAY

We are buyers:

If you have a car of Wheat, Oats or in fact any grain to sell by the carload, write us, Cash and Cash only. Reference: Duns or Standard Bank.

## CUMMINGS MILLS

WILLIAM R. CUMMINGS  
Proprietor

Cummings Bridge, Ottawa

We also sell feed of all descriptions.

# MAESTRANI

GENUINE  
SWISS MILK CHOCOLATE

is known as the purest line offered the trade to-day. It is made in the finest Swiss dairying district, in a modern factory run by people who have made a study of the industry. Get FREE samples to-day. Will also send you prices.

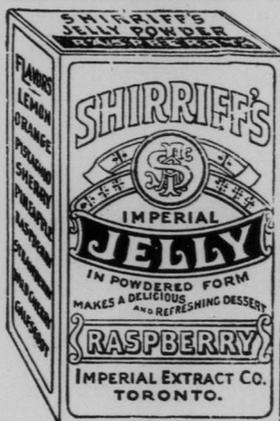
It Will Help You in Your Xmas Trade.

**SCHLESINGER BROS. & CO.**

SOLE CANADIAN AGENTS

16 Place Royale,

MONTREAL



You Can Sell More Jelly Powder

than usual if your stock is

**Shirriff's Jelly Powders**

We guarantee them to make pure,  
sparkling, full flavored Jelly.

**IMPERIAL EXTRACT COMPANY**  
18-22 CHURCH STREET, - TORONTO, CANADA

## MAPLE SYRUP

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

P. J. GIRARD, - Richmond, Que.

## French Vermicelli and Macaroni

The only factory in Canada producing these goods.

**H. CONSTANT**  
Manufacturer

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

## OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

## SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards In Europe and America

## WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered  
U. S. Pat. Off.

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

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA



Freight is no more on full strength  
**MAPLE SYRUP**  
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers, Canada Maple Exchange, Limited, Montreal

TRADE MARK  
*Small's*



A Good Investment

**PEANUT ROASTERS  
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

**EASY TERMS.**  
Catalog Free.

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



**COX'S  
INSTANT  
POWDERED  
GELATINE**

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:

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

**J. & G. COX**  
Lid  
Gorgie Mills  
EDINBURGH

## BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

## ST. THOMAS AND ITS GROCERS

Many Cake Departments Yield Regular Profit of Twenty Per Cent.—Bakers Supply Stock at Their Own Risk—In Business Since 1880.

St. Thomas, Dec. 14.—This is one of those few happily-situated centres which did not feel to a very appreciable extent the wave of trade depression which rolled over the whole continent during the past year. To say that the depression was not at all felt would be untrue, for some of the industries did curtail output in common with manufacturing concerns elsewhere. But St. Thomas first of all is a railway centre, and when work fell slack in one direction the workers were able to find employment elsewhere. Three United States railways make the city a base of operations and there is a consequent air about the city and its inhabitants which smacks of life across the border. The cattle quarantine is at present working some harm by reducing the number of freight trains passing through, and so cutting down the train crews.

## A 30-Day Town.

In common parlance, St. Thomas is a "30-day town"—one of those places where the workers are paid but once a month—and in consequence a great proportion of the business is done on a credit basis. Grocers, as well as other merchants, are compelled to give credit if they wish to see their business grow. Compelled, though, is hardly the word. The merchants believe they must give credit to make a success of their business, and certainly the grocer who first adopts the "strictly cash" system in St. Thomas will be a Daniel indeed. This is not impossible, however, a great many of the grocers say, if only the trade would come together; decide to do a cash business, and live to the rules laid down. Of course, it is probably more difficult to inaugurate such a system in a place like St. Thomas than it would be in a centre less dependent on railways, whose employes are paid but once a month. However, the local Retail Merchants' Association has two grocers among its officers—W. J. Stewart, vice-president, and L. O. Pearson, secretary—and they should be in a position to express the feeling of the trade.

## Prompt Order Deliveries.

Like Brantford and some other centres in Western Ontario, calling for orders is a feature of the grocery trade in St. Thomas. Paul Egan and L. O. Pearson do quite a lot of this work for their respective businesses, and they state a large proportion of their sales are made by this means. The orders are taken early in the morning and telephoned in, so that they are filled and delivered before the dinner hour. This quickness in filling orders is commendable and very few towns can compare with St. Thomas in giving such prompt service.

## Long Terms in Business.

The fact that the grocers of St. Thomas are sound business men is proven by the length of time in which a great proportion of them have been in business. Egan Bros. has two stores as long ago as 1880, and Jas. Munn, Miss Drinkwater, W. E. Ross, Butler Bros., Reeks & Co., and Angus McKenzie have

been in business a couple of decades. W. D. Boyce, too, might be put in the old-time class. All of these conduct their businesses on up-to-date methods, and have first-class establishments.

## Many Cake Departments.

Probably the strongest side line feature of the St. Thomas grocery trade is the cake department conducted by almost every grocer in the city. Unlike some few other places where this line is given some prominence, the St. Thomas grocer is obliged to take no chances—indeed has been asked to take none—but reaps a profit on all sales. Some of the bakers of the city push their cakes through the grocery trade. The bakers put in a glass case at their own expense, fill it with various kinds of cakes, which are changed, if necessary, once, and in some cases, twice a day. In this manner the goods are always fresh. The grocer buys the first lot and what cakes are left over from day to day the baker takes away, refreshing and replenishing the stock. In this way the grocer pays only for what he sells, the baker taking the risks. Though the actual cash profit is not great, still when a fair business is done in that line a return of 20 per cent. is assured. The grocer buys fruit cakes and seed cakes at 8c a lb.; jelly rolls, layer cakes and other fancy lines at 8c each, and a great variety of the smaller lines of cakes at 8c per doz. These are sold at 10c a pound; 10c each, and 10c a dozen, as the case may be, netting 2c profit on each sale. This is not a great profit, of course, but when a number of sales are made, it means something, and 20 per cent. is better than some staple grocery lines pay.

The grocers in other centres of western Ontario, notably London and Stratford, also have added cake departments, though some of them are not in as good a position as the St. Thomas grocers, owing to their having to buy the cakes outright, and these are not always exchanged when they become stale.

## Cakes Attract Other Business.

Another point which has a bearing on this subject is that cakes attract custom to the grocery store, and where attention is paid to this line other goods handled by the grocers often figure on the sales slip. Jno. A. McCance devotes one whole window all the time to the display of cakes made specially for him by a baker who occupies the rear of his business premises, and he finds that it pays handsomely—in fact, it is one of the best paying lines he handles. Cakes have their seasons, of course, but Mr. McCance's experience is that they are worth while carrying the year round. McCance's store is one of the finest in western Ontario. It was recently renovated at a cost of about \$3,000, and it lends itself admirably to the display of cakes and groceries.

## SLIGHTLY MIXED.

A good joke is going the rounds on a well-known Toronto drummer. The grip man in the case was up a little too late

in Oshawa the other night when a rear-end collision occurred on the C.P.R. just east of Pontypool. This tore up the C.P.R. track in such shape that they were obliged to run their Peterboro train around via the G.T.R. track. Mr. Drummer stepped from the Oshawa car on the G.T.R. platform, just as the C.P.R. train pulled in, and with one wild look around, he exclaimed, "Boys, no more for your Uncle Dudley. This finishes it. I thought I was in Oshawa."

J. H. Lehmann, who for some years represented H. P. Eckhart & Co., Toronto, in western Ontario, is in Chicago this week in the interests of the Borden Co., manufacturers of special machinery. While it is quite a change from groceries to Machinery, Mr. Lehmann is one of those versatile salesman who can sell anything.

## The Success-Key

to profitable-sales is careful buying; nor does that mean cheap buying, always; it means getting the best goods for your patrons.

Take soaps; Fels-Naptha is the best quick-working, labor-saving, time-saving article yet produced.

You cannot do better than keep your customers well supplied with Fels-Naptha Soap.

FELS & CO.  
PHILADELPHIA



## A CANADIAN CONDENSED MILK FACTORY

Description of the Plant and Facilities of the Aylmer Condensed Milk Company at Aylmer, Ontario—An Ideal Location and Close Inspection Assure a Pure Product.

Of all food products there is none so important as milk, particularly since it has been demonstrated that diseases such as tuberculosis, foot and mouth disease, are very common among cows, even on the most carefully-conducted dairy farms. It is particularly interesting to know how the Aylmer Condensed Milk Company, of Aylmer, Ontario, have fought impure milk. This company was organized in the fall of 1907. In fifteen weeks from the day the first sod was broken their modern, sanitary factory was in full operation. It seems that no point that would improve the quality of their product was overlooked when the factory was being situated.

The district surrounding Aylmer is noted for the fine corn raised and the beautiful pasture land in that vicinity. The factory of the company is situated on the northern outskirts of the town directly on the line of the Grand Trunk and Wabash Railways. They have enough land under their control to prevent any industry building up near them that might manufacture products with disagreeable odors. Their water supply is the very best, coming from flowing wells some five miles from the factory which water is stored in a large cement reservoir in the front of the building.

### A Sanitary Factory.

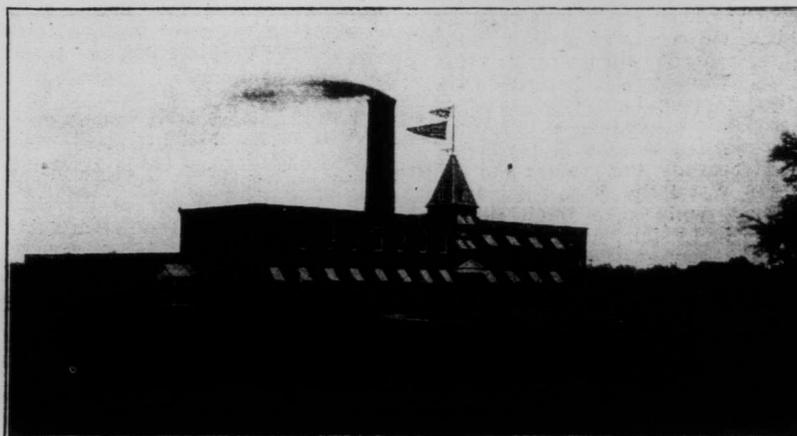
The factory itself is of a cement block and pressed brick construction, which has been built on the most sanitary plans. No building could possibly be kept cleaner than this factory. The power used is manufactured by a gas producer. The gas produced is used for heating soldering irons and for the operation of the engine.

The milk from which their products are manufactured is produced on dairies under their constant supervision. The company have inspectors whose constant duty is to inspect the different dairies and at regular intervals examine the cows to see that they are in a healthy condition. They require the farmers to keep their barns and milk houses thoroughly whitewashed. These inspectors also see that all milking utensils are kept scrupulously clean and thoroughly aired. In addition to this the company supplies each dairyman with an approved aerator and cooler. No milk is accepted at the factory that does not arrive there at a temperature of 60 degrees Fahrenheit or below.

On arriving at the factory the milk is carefully inspected to see that it is free as possible from impurities, shows a high percentage of butter fat and solids and is in as near perfect condition as possible. All dairymen's cans are thoroughly washed and sterilized before being returned to the dairymen.

After passing through the receiving room this milk passes into the condensing room where it is greatly reduced in consistency by evaporation in vacuo with the most modern machinery. Many people in the past have been opposed to the use of unsweetened evaporated cream or sweetened condensed milk, but this prejudice would all be overcome could people really see the great care that is exercised in the manufacture of these products.

The evaporated cream, after passing through the condensing room goes to the filling department, where it is automatically put into the cans, each can containing the same quantity. It next passes through a sterilizing process where all disease germs are destroyed and the milk rendered more digestible than fresh milk or cream, because the casein is softened. After passing



Factory of the Aylmer Condensed Milk Company at Aylmer, Ontario.

through the sterilizing process the cream is held from some thirty to sixty days to insure it being in perfect condition before going on the market. The sweetened condensed milk is handled very similarly, except that it is preserved by the addition of pure granulated sugar.

While this company have only been in operation eleven months, during that period they have turned out an enormous quantity of goods, manufacturing over a carload a day. Their brands of Canada First Evaporated Cream unsweetened and Canada First Condensed Milk sweetened, have very rapidly made a place for themselves. Their finest package is Canada First Evaporated Cream, large size, which is put up in a sanitary can, sealed without solder or acid, and has proved a very popular seller. This brand is largely used in coffee, and is adaptable for all purposes for which milk is used. Owing to the extreme care that is exercised in the selection of the fresh milk and in the manufacture of

evaporated cream, it is perfectly safe and highly recommended by physicians for infant feeding.

In addition to the two brands mentioned the company have recently put on the market a small 14 oz. can of sweetened milk, which is known as "Beaver Brand," and is put up in a sanitary can.

By the company's selection of district they are in a position to handle all business entrusted to their care promptly, as the fresh milk supply is unlimited and the conditions for the production of pure milk unsurpassed.

The general manager of the company, H. W. Knight, has had twelve years' experience in the manufacture of sweetened and unsweetened condensed milk, having been employed in other of the best factories in Canada. He is thoroughly conversant with the details of the industry and this itself is a good deal of an assurance of the good quality of the product.

### A CURIOUS COOK BOOK.

A cook book printed in Chinese has just been issued by E. W. Gillett Co., Toronto. Its object is to encourage the use of Magic Baking Powder and other goods used for domestic purposes, which

are manufactured by them. It will, no doubt, appeal to Chinese cooks for its usefulness, as well as its attractiveness. The front page is a lattice of red and white with a fierce yellow dragon coiled about the title of the book. There are sixty pages in the book, sixty pages of incomprehensible turkey tracks to us, which are said to include recipes for everything from oatmeal gruel to peppermint drops.

### CHRISTMAS GIFTS OF TEA.

Colombo Will Present Samples of Its Product to United States Sailors.

Despatches from Colombo, Ceylon, this week announce that preparations are being made to receive the United States fleet, which was expected to arrive on December 14, and to stay till December 20. An interesting feature of the reception will be the presentation of a package of tea to each member of the fleet, five pounds to each officer and a pound to each man.

# PURE SOLUBLE COCOA

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

## IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS :

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.  
H. & A. B. LAMBE, Hamilton.  
C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.  
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.  
A. E. CURREN, 54, Bedford Row, Halifax.

## GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

### LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

The delicious flavors of

### Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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

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

**W. H. ESCOTT,**  
Winnipeg



**Never  
Yet  
Beaten!**

## White Moss Coconut

The kind your customers want.

The Canadian Coconut Co., Montreal

Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



**SOFT MINTS—5c.** boxes.

**ACME PELLETS—5-lb.** tins.

**M. & R. WAFERS—5c.** bags.

and a complete line of

**LOZENCES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery  
'and drug trades.

Price Lists and Illustrated Catalogue on request

#### AGENTS

Toronto	-	R. S. McIndoe	-	54 Wellington St. E.
Montreal	-	J. M. Brayley	-	55 St. Paul St.
Winnipeg	-	E. W. Ashley	-	123 Bannatyne Ave. E.
St. John	-	H. S. Daly	-	
Vancouver	-	J. F. Mowat & Co.	-	

# FRUITS, VEGETABLES AND FISH

Good Demand for Oranges and Christmas Fruits—Potatoes Are Unchanged—  
Mild Weather Rather Hard on Fish Business.

## MONTREAL.

GREEN FRUITS—All grades of oranges are in active demand at the present time, with quotations unchanged. Pineapples are selling at \$3.50 to \$3.75 per crate for both 24 and 30 size. Early black cranberries are off the market here. Winter apples are selling at \$4.50 per barrel, other lines remain the same. Trade is reported good, the Christmas demand having imparted its usual impetus to the market.

Christmas Decorations—	
Evergreen wreathing, base	1 75 2 00
Delaware holly	4 25
wreath, per doz	1 50
Almeira, extra fancy	6 50
extra choice	5 50
California navel, 96, 196, 150 size	6 00
Florida, 126, 15, 176, 200, 216, 20 size	3 25
Mexican oranges, 176, 200, 216, 150 size	2 40
Valencia 420 size	3 50
Valencias 714 size	4 25
Grape fruit	4 25
Lemons, choice, 300 size	3 00
Bananas crated	1 50 1 75
Pears, boxes	3 50
Pineapples, extra fine, 24 size	3 50 3 75
30 size	3 50 3 75
Cranberries, Nova Scotia, early blacks, lb.	8 00 9 00
Apples, Fameuse, XXX, 1 lb.	5 50
Spies, XXX	3 50 3 75
winter	4 50
Spies, XXX	5 50
Baldwins, Greenings, Russetts, XXX	4 25
Spies, XX	3 25 3 75

VEGETABLES—Sweet potatoes are quoted at a higher figure this week, the price now ruling at \$2.25. Celery is strong at \$6 per crate. Water cress is a shade weaker, now selling at 60c to 65c. Carrots have advanced to 75c a bag. Brussels sprouts are now quoted at \$1 per dozen. Other lines have not changed during the week. Business generally is only fair.

Oyster plant doz	0 60
Artichokes bag	1 60
Leeks, bunch	0 10 0 15
Parsnips, bag	0 60
Sweet Potatoes, basket	2 25
Marrows, dozen	1 00 1 50
Cauliflowers, dozen	3 00
Parsley, per doz. bunches	0 30 0 75
Sage, per doz.	0 60
Savory, per doz.	0 50
Celery, crate	6 00
Water cress, large bunches, per doz	0 60 0 65
Spinach, box	0 50
Green peppers, doz.	0 75
Beets bag	0 60
Carrots, bag	0 75
Spanish onions, large case	3 00
Lettuce, per doz.	1 85
Radishes, doz.	0 60
Horse radish, per lb.	0 15
Cabbage, lb's.	1 50
Montreal potatoes, bag	0 75 0 95
Green Mountains	0 90
New Brunswick potatoes	0 90
Onions large bag	1 25
Red onions, barrel	3 00
Turnips, bag	0 65
Pumpkins doz.	1 50
Squash, doz.	1 50
Brussels sprouts doz.	1 00

FISH—Haddock and cod are scarce and prices for these lines remain firm. Salted and pickled lines are meeting with a good sale, in fact, all lines are now in good demand. Prices remain as last quoted.

Fresh and Frozen Fish.	
Qualla salmon	0 07 0 08
B.C. salmon, frozen	0 08 0 09
Haddock, per lb.	0 04 0 05
Fresh halibut	0 08 0 09
Mackerel	0 10
Dore	0 07 0 08
Steak cod	0 15 0 05 1
Frozen Grass Pike	0 16 0 05 1
Whitefish, lb.	0 18 0 07
Lake trout	0 09

Sea trout, lb.	0 10
Flounders, lb.	0 10
American live lobsters	0 24
Bolsheds (dressed)	0 10
New Smelts	0 10
Sea herring, per 100	1 70 1 80
To a cods, bbl	2 25
Smoked—	
Haddies (exp) 15 lb. bxs. per lb.	0 66 1
Bloaters, per box, large Yarmouth	1 10
Smoked herring, per box	0 16
Kipperd herring, 1 box	1 00
Prepared—	
Skinless cod, new 100 lb. cases	5 25
Shredded cod, 1 lb. cartons, 2 doz. cartons	1 80
in box, per box	0 06
Dry cod, in bundles 112 lb. per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 0 1/2
Pure cod, in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled—	
No. 1 Labrador herring, bris.	5 50
Oysters, bulk, per gal'on	1 30
Standards, bulk	1 40
quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 70
Boiled lobsters, lb.	0 18
Live	0 15
Standards, 4 gals	6 8 1
Selects	7 00

## TORONTO.

GREEN FRUITS—The market this week is somewhat unsettled, although there are very few changes in prices. Being so near the holidays, there is a good deal of uneasiness as to expected arrivals to meet the usual demand for Christmas. The only line, however, which seems to be short is the California navel oranges, which, consequently, are very firm. One of the dealers who seemed to have a peep beyond the vision of the others, made the statement that the demand for navels will be fully supplied with stock now on the way. Apples, especially Spies, are higher, and are now selling for \$5 to \$6 per barrel. All other varieties for \$2.50 to \$4.

Grapes, Almeria, keg	6 00 7 00
Apples, Spies	5 00 6 00
Kings	3 50 3 50
Greenings	2 25 3 00
Oranges, Jamaica, bbl.	4 00 4 50
Mexican boxes, new	2 25 2 50
Florida boxes, new	2 25 2 50
Valencias	3 75 4 75
California navel	3 25 3 75
Lemons, Messina	3 00 3 25
California, box	4 00 4 25
Bananas, Jamaica, firsts	1 50 1 85
Jamaica eights	1 10 1 25
Cranberries, Cape Cod, bbl.	15 00
Ontario, cases	5 00
Nova Scotia, bbl.	8 00
Citrons, doz.	0 75
Grape Fruit, Florida, box	3 50 4 00
Pineapples, Florida, crate	3 50 4 00

VEGETABLES—Owing to favorable weather, potatoes are still arriving and are accumulating, and prices are unchanged. Several cars of Canadian-grown cabbage are being unloaded and sold at \$25 a ton, or \$1.50 a barrel. Last year cabbage was imported from the States and was bought there at \$7 to \$8 a ton, but this year they are from \$35 to \$40 in New York.

Beets, Canadian, bag	1 45 0 50
Potatoes, Ontario, per bag	0 70 0 75
sweet barrel	3 50 4 00
hampers	1 75
Onions, Spanish, per 50 lb. crate	1 15
Canadian, dried, bag	0 80 0 90
Carrots, new per bag	0 35 0 45
Cabbage, per ton	25 00
barrel	1 50 1 75

Wishing You  
All a  
Merry Christmas  
and  
Happy and  
Prosperous  
New Year

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 CHURCH ST. - TORONTO

Christmas  
Greetings  
To All

but more particularly  
to the buyers of

**GOLDEN FLOWER  
ST. NICHOLAS  
HOME GUARD  
CHASE & CO.'S  
BRANDS**

**J. J. McCabe**  
Agent  
32 Church Street, Toronto

Squash, basket doz	0 50	0 75
Cauliflower doz	0 75	1 25
Celery native, doz	0 75	0 40
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

FISH—The fish men are not pleased with this mild weather. Practically all the stock now handled is frozen, which is held in refrigerators, and sells best when delivered in hard, dry, frozen condition. There is very little change in prices.

Perch, large, per lb.	0 06	0 07
Herring, medium, per lb.	0 06	0 06
Whitefish	0 10	0 11
God	0 08	0 09
Halibut	0 09	0 10
Haddock, frozen	0 07	
Sea salmon, Silverside	0 10	0 12
Pike	0 05	0 07
Pickeral, yellow	0 08	0 09
Soft shell crabs, doz	4 00	
Herring, Digby, smoked, bundle 5 boxes	0 85	
" Kippered, 12-lb. box	1 30	
" Labrador, keg	3 00	
Mackerel, each	0 18	0 20
Smelts, per pound N. 1	0 09	0 10
" extra	0 11	0 12
Oysters, Long Island	1 60	
" medium selects	1 75	
" extra	1 85	
" shell, per 100	1 50	
Ciscoes, basket	0 50	1 00
Finnan Haddie, smoked, 15-lb. package	0 08	
Boneless cod, quail on toast	0 06	
" imperial	0 05	
" steak	0 06	
Shredded cod, doz	0 90	
Acadia cod, cr's	2 40	
" tablets, box	1 60	
Bloaters	1 25	
Qualla	0 09	
Catfish, dressed	0 10	

**NEW BUILDINGS FOR VICTORIA FIRMS.**

Wilson Bros., Wholesale Grocers, and B. Wilson Company, Cold Storage, Erecting Fine New Premises.

Buildings having a floor space of 81,000 feet have been commenced on Herald Street, Victoria, B.C., for the B. Wilson Company, cold storage, and Wilson Bros., wholesale grocers. The buildings are close to the new E. & N. Railway terminals and a switch line will be run into the basements.

The buildings planned for Wilson Bros. comprises six storeys and basement, the whole of which will be occupied by the firm for their business. Two elevators, one freight and one for passengers, will be installed.

The B. Wilson Company cold storage warehouse will cost \$40,000, with refrigerating machinery, which, it is estimated, will cost \$30,000. The premises will be used entirely for the cold storage business. The refrigerating and ice-making plant will make 20 tons of ice and refrigerate 65,000 cubic feet of cold storage at temperatures ranging from 10 below zero to 34 above. The ice storage room will be located alongside of the ice tank, and ice will be delivered to wagons by means of a pneumatic ice-lowering device. There is also an ice shoot so arranged for the quick icing of railroad cars so that perishable freight such as fruit, fish, etc., can be economically handled. The system adopted for refrigerating the cold rooms will be direct evaporation, using anhydrous ammonia as the refrigerating agent, through coils of 2-inch pipe, the temperature being controlled from the engine room, any desired temperature can be maintained. The freezer contains 1,800 feet of 1 1/2-inch pipe and can freeze five tons of fish every twelve hours. When in operation the plant will be the most modern on the Pacific coast.

**The Last Word FOR CHRISTMAS**

Prompt shipments of a full line of

**ORANGES, BANANAS, PINEAPPLES  
GRAPE FRUIT, HOLLY, NUTS, FIGS  
CRANBERRIES,  
CELERY and other Early Vegetables**

**WHITE & CO., Limited**

**TORONTO  
Phone Main 6565**

**A MERRY CHRISTMAS.**

We drink to your prosperity, with Lemonade made from the Best Lemons—MESSINAS—and the BEST Messinas.

Ask the wholesale for these Brands:

**"BICYCLE" "MAPLE LEAF" "STELLA" "ADELINA"**  
**Canadian Agent, - - - W. B. Stringer**

**Our Christmas Orders**

are now about all filled.

We would be pleased to have your sorting up orders for **Oranges, Lemons, Bananas, Grapes, Cranberries, Nuts, etc.** Same will have our prompt attention.

**Wishing all the Compliments of the Season.**

**HUGH WALKER & SON  
GUELPH, ONT.**

Let us have your shipments of **POULTRY** not later than Tuesday 22nd.

Also let us have your order for Oranges, etc., early as possible.

**THE DAWSON COMMISSION CO., TORONTO**

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

# FISH FISH FISH

In the Rush of Xmas Trade do not overlook that this is Advent and the time to push the Fish Trade

## BEACON BRAND OYSTERS

(Sold only in sealed tins, with ice packed around the outside)

Standard	.	.	\$1.60 per gal.	.	.	(3-gal. tins)
"	.	.	1.65 "	.	.	(2-gal. tins)
Selects	.	.	1.95 "	.	.	(3-gal. tins)
"	.	.	2.00 "	.	.	(2-gal. tins)

Solid Meat—Imperial Measure

# The F. T. James Co., Limited

Fish and Oyster Distributors

Church and Colborne Streets,

TORONTO

ESTABLISHED HALF A CENTURY

**Country Storekeepers!**  
Here is something to interest you

## Solid Meat Oysters

\$1.30 per Gallon

Try us with your Christmas order

## O'Connor's Fish Market

St. Antoine Market

(Between the 2 Depots)

**MONTREAL.**

## Frozen Lake Fish

for prompt shipment

**GET OUR PRICES**

THE CANADIAN FISH & TRANS. CO. LIMITED

*Wholesale Fresh, Salt and Frozen Fish*

**BLIND RIVER, Ontario**

## General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

## Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

# FISH and OYSTERS

Now at your call

**LARGE FROZEN SEA HERRING**  
NEW PACK BRIGHT LARGE FISH

Also anything you require in

**PIKE**

**PICKEREL**

**SALMON**

**HALIBUT**

**HADDOCK**

**WHITEFISH**

**SMELTS**

**COD**

**HADDIES**

**BLOATERS**

**SKINLESS COD**

**BONELESS COD**

**SEALSHIPT OYSTERS Standards and Selects**

in sealed carriers containing 4 Imperial gallons.

**SOLID MEATS**

**NO WATER ADDED**

**NO ICE USED**

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

**LARGE ASSORTMENT**

**QUALITY GUARANTEED**

**LOW PRICES**

**4 LONG DISTANCE TELEPHONES.**

**LEONARD BROS.,**

20, 22, 24 and 26 YOUVILLE SQUARE,  
**MONTREAL**

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

British Columbia Agents: DREXEL & CO., VANCOUVER and VICTORIA.

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



Repeated orders tell the quality of the

Famous  
"Brunswick Brand"  
Sardines



**Connors Bros., Limited**

Black's Harbor, N.B.

Montreal Agents: Leonard Bros.

Handled "Sealshipts" 2 Weeks  
90% of the Oyster Trade Theirs

"You made a mistake when you told us we would have 75% of the oyster trade in our town if we put in "Sealshipt" Oysters," write Stiles Brothers, Mt. Pleasant, Iowa, "your estimate was too low. We already have fully 90% of the oyster trade and we have only handled them two weeks. We've sold 25 gallons this week which we think is very good as this is not good oyster weather—it is too warm."

**"Sealshipt" Oysters**

pay you a good profit and are the most satisfactory line to handle. They come in airtight cans—solid meats—with ice around the can but not touching the oysters. This keeps them fresh, firm, natural sized. The piquant "half shell" flavor is retained.

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

Write for an agency and make more money on your oyster business.

**National Oyster Carrier Co.**

South Norwalk

Connecticut

AGENTS



Leonard Bros. Montreal.  
Samuel Egan, Toronto.  
R. M. Cline, Hamilton.  
Steele Fruit Co., London.  
W. J. Guest Fish Co. Ltd., Winnipeg.  
Winnipeg Fish Co., Winnipeg.

**SOME DON'TS FOR THE CLERK.**

Don't fail to get address of customer when possible. Don't fail to memorize the ads. of your store. Don't let your interest lag. Don't hide from a poorly dressed customer. Don't converse with other clerks while serving trade. Don't forget that if you want promotion you must merit it. Don't forget that the more you know the more you are worth. Don't get angry if the other fellow gets a raise—just hustle. Don't fail to be honest with your employer and customers. Don't be a "knocker." Don't growl when asked to do a little extra work. Don't forget that a lot of small sales are as good as big ones. Don't think by watching the clock that the store will close any sooner. Don't fail to impress customers so they will ask for you next time. Don't lose patience with a hard customer. Don't forget to introduce some other article to customers besides that which they bought. Don't fail to try and make as many extra sales as possible.—St. Paul Trade.

**THE TREATMENT OF EMPLOYEES.**

Your employes are not going to give you their best for your worst; their admiration and devotion and loyalty in return for your suspicion and meanness. If you scold and nag them, and look down upon them, you cannot expect them to admire you, to look up to you and love you. If you sow thistles and thorns among them, do not expect

a harvest of roses and the sweet perfume of admiration and love in return.

Yet I know business men who never express appreciation of an employe's work, no matter how faithful or painstaking he may be. They say that if they show any appreciation it will not be long before the employes will think that they are as good as their employers; will get "swelled heads," and will become dissatisfied and discontented.

**HOW'S BUSINESS?**

"Business is poor," said the beggar.  
Said the undertaker, "It's dead!"  
"Falling off," said the riding school teacher.  
The druggist, "Oh, vial," he said.  
"It's all write with me," said the author;  
"Picking up," said the man on the dump,  
"My business is sound," quoth the bandsman;  
Said the athlete, "I'm kept on the jump."

The bottler declared it was "corking!"  
The parson, "It's good," answered he.  
"I make both end meat," said the butcher;  
The tailor replied, "It suits me."  
—Philadelphia Inquirer.

**PERSONAL NOTES.**

Jas. B. Campbell, of the American Can Co., Montreal, is in Ontario this week, calling on the trade in Toronto and Hamilton.

W. H. Halford, of S. T. Nishimura & Co., Montreal, sailed from St. John on the Empress of Ireland on Friday, Dec. 11, for Liverpool, for the beginning of an extended holiday trip. Mr. Halford has been paying pretty strict attention to business for some years, this being the first holiday in twelve. He is taking two months in Great Britain and Europe as a well-deserved rest.

**Highest price paid for  
DRIED APPLES**

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

SEASON 1908-9  
**Dried Apples**  
Shipments Solicited  
Settlements Prompt  
**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE, Manager



**RETAILERS**

BUY

**MEPHISTO AND PURITY BRANDS CANNED LOBSTER**

All sized tins. Stock fully guaranteed. Ten years on the market. At all jobbers in Canada.

PACKED BY

**FRED MAGEE**

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



**PURITY BRAND**



*Becoming indispensable to every grocery catering to critical people*

**"King Oscar" Brand Norwegian Sardines**

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

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

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



# Holly Wreaths for Xmas

We Have It

## A Profit Winner for You!

Beautiful green wreaths of Holly with fine red berries.

Every family uses them for decorating. The grocer is the man they ask for it. Be ready to supply your customers. Do not let your competitor beat you. Fine profit. Great seller next two weeks. Send a trial order, and you will give us a repeat for New Year's.

Prompt shipment. Satisfaction guaranteed.

Price: \$1.50 Per Dozen

Order before we are sold out.

Wire us.

Also Can Supply You

with Xmas Wants in all Fruits and Nuts.

All Kinds Oranges

New Messina Lemons

Almonds and Pecans

Fancy Almeria Grapes

New Walnuts

New Golden Dates

and

**FINEST BANANAS THE YEAR ROUND.**

**ALWAYS OUR LEADER.**

Prices Right.

Satisfaction.

Our Style Pleases.

**DON'T FORGET THE HOLLY**

# Joseph Brown & Sons, - Montreal



## THE GROCER'S ENCYCLOPEDIA

Interesting Information Concerning Nutmegs—Grown in East and West Indies, Spice Islands and Brazil—Canada's Supply From Penang and the Banda Islands.

### NUTMEGS.

The nutmeg is the aromatic kernel of the fruit of several species of myristica of the natural order of myristicaceae, which contains about forty species, all tropical fruits or shrubs, and natives of America, Asia and Madagascar. Nutmegs are now cultivated commercially in the East Indies, West Indies, Spice Islands and Brazil. They are used chiefly as a spice, but medically are a stimulant and carminative. They possess narcotic properties and in large doses produce stupefaction and delirium. This phase of their use is of small interest to the grocer, however. What he desires to know is that nutmegs by expression yield a peculiar yellow fat, called oil of mace, and by distillation is obtained an almost colorless essential oil which has very fully the flavor of the nutmeg.

The species which furnishes the greater part of the nutmegs of commerce is *Moschota*, but the long nutmeg from the Banda Islands is now frequent in western markets.

The common nutmeg tree is about 25 feet in height, with oblong leaves. The fruit is of the size and appearance of a roundish pear, and is golden yellow in color when ripe. The fleshy part of the fruit is rather hard, and is of a peculiar consistency, resembling candied fruit. It is often preserved and eaten as a sweetmeat. Within the nut, enveloped in the curious yellow-red aril, is the mace, under which is a thin shining brown shell, slightly grooved by the pressure of the mace, and within which is the kernel or nutmeg.

Up to 1796 the Dutch, being the possessors of the Banda Islands, jealously prevented the nutmeg from being carried in a living state to any other place, but, during the contest and retention of the islands by the British, care was taken to spread the culture of this valuable spice, and plants were sent to Penang, India and other places where they are now successfully cultivated, and excellent nutmegs are produced in Jamaica, Trinidad, Brazil and other places already mentioned.

The nutmeg is very liable to the destructive attacks of a beetle, and it is a common practice to protect the nuts with a coating of lime before shipping them for export. The Dutch or Batavian nutmegs are nearly always limed, but those of Penang are not and are consequently of greater value. Great Britain is furnished by her own settlements with the greater portion of this spice, but some lots of Batavian nutmegs also come into the market. The quantity imported each year is about 300,000 pounds weight, worth about \$350,000, while the United States imports the spice to the value of about \$600,000 annually. In Canada during the last seven months about \$82,000 pounds of nutmegs and mace were imported.

Other species of the myristica also yield nutmegs, which, though sometimes

used, are of inferior quality. Among these are the clove nutmegs of Madagascar, the calabash nutmeg and others.

The nutmegs imported into Canada come principally from Penang and the Banda Islands, being superior in every way to the West Indies product. It is the fashion to have them limed in the United States, but in Canada they are never sold this way. A Toronto firm a few months ago had to resell one hundred cases in New York simply because the nuts were limed, and the importers knew there would be no demand for them here.

There is a growing market for nutmegs each year and around Christmas time the sales are much larger than at any other season. Wholesale grocers sell large quantities of ground nutmegs, but the product is usually sold in the form of the nut and the busy housewife grinds it up as she requires. It is said that while nutmegs were limed at first to ward off destructive insects, the liming was also found an excellent means of covering up any defect in the nut itself.

Once, in a certain state—Connecticut—a brilliant Yankee conceived the idea that it would be a brilliant and profitable venture to grind up broom-handles to such a fine degree that they would resemble ground nutmegs, and then put the powdered product on the market. The fraud was discovered and to this day Connecticut is nicknamed the "Wooden Nutmeg State."

Doyle & Jackson, wholesale teas, 586 St. Paul Street, Montreal, suspended payment last Thursday.

G. Wallace Weese, Hamilton, representing the Horton-Cate Mfg. Co., Detroit, was in Montreal this week in the interests of Royal salad dressing. Mr. Weese reports good business all along the line.

ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR

**GREAT WEST**  
CUT PLUG  
SMOKING and CHEWING  
TOBACCO  
SALES INCREASING DAILY

**MCDUGALL**

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

**CLAY PIPES**

Imported Cigars from Philippine Islands

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

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

**JOS. COTE**

IMPORTER AND WHOLESALE  
TOBACCO DEALER

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

Tel. Up 2076 Tel. East 5964

**YOUNG'S PATENT PIPE**  
in Seven Shapes

**W. J. GRANT**

Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

# BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



## NO ONE REMEMBERS YOUR FAILURES

The World Doesn't Condemn a Man for Failures so Long as He keeps on Trying—Confidence Gained by Falling Down and Getting up.

By Herbert Kaufman, in the Chicago Sunday Tribune.

So long as you won't acknowledge it, you haven't failed. Suppose one thing has gone wrong—make something else go right. This is such a busy world that we haven't time to recall unimportant things, and if you don't keep reminding us, we'll forget all about the incident. But if you walk around with the badge of despair in your face and reference to the past in your talk, how can we help remembering?

Your greatest trouble is your egotism. You over-estimate your status in the scheme of life. You imagine that your misfortunes are just as fresh in every one else's thoughts, but if you want the truth, we don't know that you're living except when you force us to realize that you're alive.

The world doesn't condemn you when you fail trying, so long as you don't fail crying. It does hate a quitter. You can still get everything you set out for if you set out with determination, but if you haven't enough confidence in yourself to feel that success is merely postponed, you surely can't hope that we will rate you higher than you estimate yourself.

Acrobats not only practice how to leap, but also how to fall. They've

learned that they must miss the mark every now and then, and so they train themselves to miss without getting hurt. You, too, must expect to miss once in a while, and have enough manhood not to let it hurt you.

### Getting Confidence by Hard Knocks.

The greatest achievements are almost invariably prefaced by temporary adversities. Men acquire a confidence by falling down and then getting up again.

Few of us have sufficient judgment to know at the outset of our careers the work for which we are best fitted. When we are misplaced the sooner we are displaced the better. We can't learn where we belong until we discover where we don't belong.

The supply of opportunity won't peter out—like the atmosphere, it is always with us, and ready for use twenty-four hours of every day.

There are more inventions unthought than perfected—more industries unplanned than established—more ideas undeveloped than matured.

We go to the ball game and watch Hagan fan out steadily for eight innings, but when the score is tied in the ninth

and Hagan swats the ball into the middle of next week, do you suppose any one cares a hang what he did in the middle of the game? Each day means a fresh innings for you with a chance for a home run, but you can't make a hit unless you swing for it.

The worst part of cowardice is laziness. The man who constantly pities himself keeps his brain cells so crowded with useless regrets that he can't find room for creative ideas. The energy it takes to cry over split milk will fill new pitchers.

### Everything Worth While is Hard.

Nothing really worth while is arrived at without some heartache and some backbreak. There are few miners who didn't wear blisters on their feet and endure all but starvation before they struck pay dirt.

The game of life can't be played by quailers. Its rules haven't changed since nature laid out her scheme of creation, with the underlying law of survival only for the fit.

A prize fight isn't a pretty thing, but it's a man's lesson. No matter how many knockdowns a pugilist gets, he hasn't lost so long as he isn't knocked out. If you want to see how your fellows judge you, watch them hiss the man who throws up the sponge while he had a chance. We all fail, even those of us whose careers have seemed to be unbroken successes, but we kept the secret tight locked in our own bosoms and managed to laugh to the world until we had it laughing with us instead of at us.

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

IF NOT—WHY NOT ?

# “Tuckett's Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

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

HAMILTON, CANADA

## THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

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

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

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

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

# "ENTERPRISE"

Grocers testify that when they install the

## "ENTERPRISE"

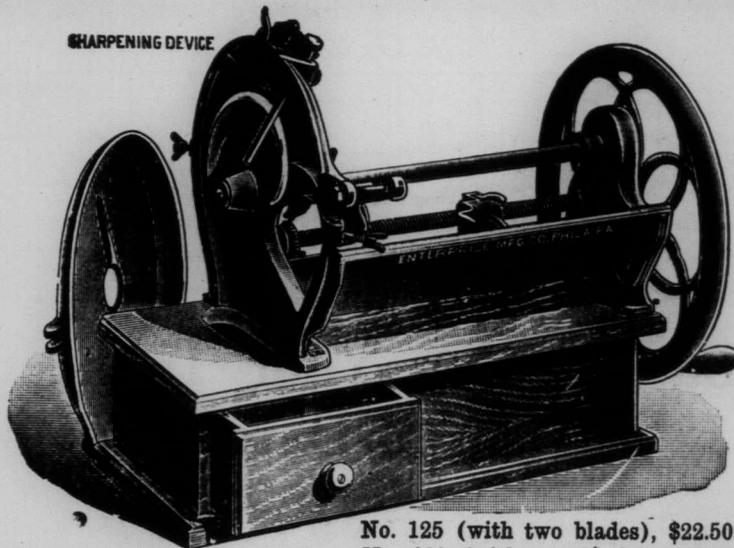
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.

SHARPENING DEVICE



No. 125 (with two blades), \$22.50.  
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japaned, at \$8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.

Philadelphia, U.S.A.

New York 21 Murray Street San Francisco 438 Market Street

# BUILDS BUSINESS



## The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders**  
**Easiest Runners**

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

**WOODRUFF & EDWARDS CO.**

MAKERS

ELGIN, ILLINOIS, U.S.A.



## We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

## SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL  
Canada

## Classified Advertising

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

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 00

### PERIODICALS.

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

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

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

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

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

### MISCELLANEOUS.

**AN EXTRA 1 PER CENT. PROFIT.**—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

**ADDING TYPEWRITERS** write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

**HIGH CLASS COLOR WORK**—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

### DUPLICATING DEVICES.

**IF INTERESTED** in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Poy Street, Room 118, Toronto, Canada.

### MISCELLANEOUS.

**BETTER, CHEAPER, SAFER LIGHTING.**—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

### BOOKS FOR THE GROCER.

**ART AND SCIENCE OF WINDOW DRESSING**, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is especially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

**COFFEE**, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

**SALES PLANS**—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

**TEA BLENDING** as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

**TEA**, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

**PROPRIETARY MANUFACTURERS** desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

### WANTED.

**TRAVELLERS**—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, **CANADIAN GROCER**. [1]

**WANTED** in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

### FOR SALE.

**FOR SALE**—Grocery, flour and feed. About \$1800; annual turnover \$11,000. Best manufacturing town east of Toronto. Box 236, **CANADIAN GROCER**, Toronto. [91]

**GENERAL** Store and Boarding House, opposite C.P.R. depot. Stock worth about \$1500; yearly sales \$6000 to \$7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coultter, Man. [51]

### SITUATIONS WANTED.

**GROCERY** clerk, open for engagement, 10 years' experience. Would invest \$500 in a going concern. Address Box 241, **CANADIAN GROCER**, Toronto.

### SAFES.

**NEW AND SECOND HAND SAFES** of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. **THE CANADIAN FAIRBANKS CO., LTD.**, Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

### AGENCIES WANTED.

**CANNED FISH**—A firm of general merchants and produce brokers in the eastern counties (England) desires to act as agents for a Canadian firm canning lobster and other kinds of fish. Box 248, **THE CANADIAN GROCER**, Toronto.

**APPLES**—A firm largely interested in the direct importation of Canadian apples in the north of England wishes to be referred to Canadian growers. Box 247, **THE CANADIAN GROCER**, Toronto.

**CLOTHES PEGS**—A firm of merchants and general importers are in the market to purchase supplies of clothes pegs and invite samples and prices for shipment into Manchester. Box 246, **THE CANADIAN GROCER**, Toronto.

**SOUP CUBES**—A London firm would like to do business in Canada in concentrated soup cubes. Box 253, **THE CANADIAN GROCER**, Toronto.

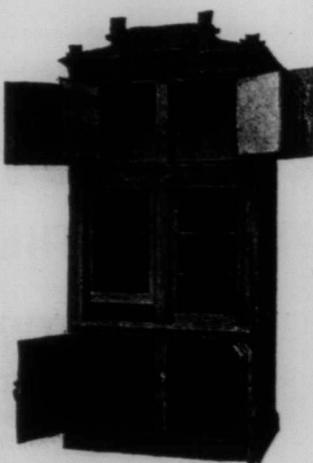
**WOOD PAILS**—An English firm of manufacturers is in the market to purchase supplies of wood pails suitable for holding from seven to twenty eight pounds of sweetmeats. Box 243, **THE CANADIAN GROCER**, Toronto.

**PRODUCE AGENCIES**—A produce broker and importer in the north of England, already representing Canadian interests, is open to consider other direct agencies for various lines of produce. Box 244, **THE CANADIAN GROCER**, Toronto.

**SUGAR**—A London firm producing caramel, invert sugar and other brewing materials, wishes to be placed in communication with Canadian importers. Box 252, **THE CANADIAN GROCER**, Toronto.

**AGENTS**—A Staffordshire firm of earthenware manufacturers wishes to get into communication with some reliable houses in Montreal and Toronto willing to act as indent agents or commission agents. Box 256, **THE CANADIAN GROCER**, Toronto.

**BISCUITS AND BROWN BREAD**—A Castrias (St. Lucia) dealer in provisions and foodstuffs wishes to make importations of biscuits and brown bread in barrels from Canada, and invites correspondence with Canadian dealers in these articles. Box 245, **THE CANADIAN GROCER**, Toronto.



### Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market. Western representatives, Ryan Bros., Winnipeg. Eastern representatives, Wolf, Sayer & Heller, Montreal. Write for Catalogue.

**John Hillock & Co., Ltd.**, 154 George St., Toronto

**HOTEL DIRECTORY.**

**WINDSOR HOTEL, HAMILTON, BERMUDA**

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop

**TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.**

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

**HALIFAX HOTEL**

HALIFAX, N. S.

**WINTER RESORT—QUEEN'S PARK HOTEL**

PORT OF SPAIN, TRINIDAD, B. W. I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

**THE GRAND UNION**

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

**VICTORIA LODGE**

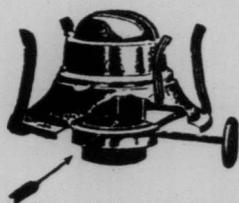
Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA  
Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.  
Open Now. Closes on May 1.

**Jenkins & Hardy** Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15 1/2 Toronto St., Toronto. 465 Temple Building, Montreal.

TALKING POINTS FOR DEALERS

ON

**BANNER, CANADA, ONTARIO and HIGONE LAMP BURNERS**



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

—BUY—

**Star Brand**

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

**WESTERN ASSURANCE COMPANY.** Incorporated 1851

**FIRE AND MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over \$3,570,000  
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,  
W. R. BROCK, Vice President  
W. B. MEIKLE, General Manager  
C. C. FOSTER, Secretary

**British America Assurance Company**

A. D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL \$1,400,000.00  
ASSETS 2,162,753.85  
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

**THE METROPOLITAN**

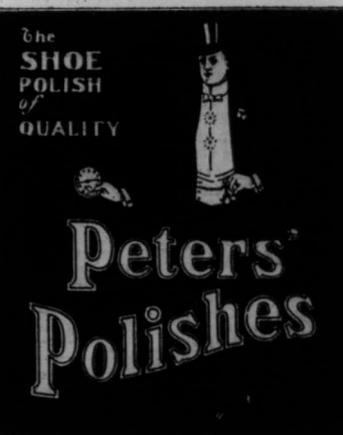
Capital Paid Up \$1,000,000.00 **BANK** Reserve Fund and Undivided Profits \$1,241,532.26

Every Department of Banking conducted with satisfaction and absolute security.

Accounts of Individuals, Firms and Corporations solicited.

**SAVINGS DEPARTMENT**

\$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.



**PETERS' POLISH**

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

**M. Peters,**  
617 Queen St., West  
Toronto

# 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.

**Baking Powder.**  
W. H. GILLARD & CO.

Diamond	1-lb. tins, 2 doz. in case	\$2 00
	1-lb. tins, 3 " "	1 25
	1-lb. tins, 4 " "	0 75
<b>IMPERIAL BAKING POWDER.</b>		
Cases	Sizes	Per doz.
4-doz.	10c.	\$0 85
1-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
1-doz.	12-oz.	3 40
1-doz.	2-lb.	10 50
1-doz.	5-lb.	19 75

**MAGIC BAKING POWDER**

Cases	Sizes	Per doz.
5 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	3 " "	0 75
4 " "	2 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	12 " "	1 65
4 " "	12 " "	1 70
4 " "	2-lb.	4 10
4 " "	5-lb.	7 90
1 " "	5-oz.	Per case
1 " "	12 " "	\$4 65

**ROYAL BAKING POWDER.**

Cases	Sizes	Per Doz.
Royal-Dime	.....	\$0 95
1-lb.	.....	1 40
6-oz.	.....	1 95
12-oz.	.....	2 55
1-lb.	.....	4 90
3-lb.	.....	13 60
5-lb.	.....	23 35

**CLEVELAND'S BAKING POWDER.**

Cases	Sizes	Per Doz.
Cleveland's-Dime	.....	\$0 93
1-lb.	.....	1 33
6-oz.	.....	1 90
12-oz.	.....	2 45
1-lb.	.....	4 55
3-lb.	.....	13 30
5-lb.	.....	21 65

**T. KINNEAR & CO.**

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

**THE ROBERT GREIG CO., LTD.**

White Swan Baking Powder	1-lb. tins, 3-doz. in case, per doz.	2 70
	1-lb. " " " "	1 2
	1-lb. " " " "	0 8

**Blus.**

Keen's Oxford, per lb.	\$0 17
In 10-box lots of case	0 16
Gillett's Mammoth, 1 gross box	2 00

**Brooms**

Nelson's	Per doz.
Fancy	\$3 65
Good Luck	35 25
" "	30 25
" "	25 25
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

**Cereals**

H-O. COMPANY, ROCHESTER, N.Y.	Per case.	Per case.
Force, 36s.	\$1 50	Gusto, 36s. \$2 53
Korn-Kinks, 3's, 1.45	H-O. oatmeal, 24, 3 10	
Presto, 36s. 3.40	Buckwheat, 36s. 3.50	
Pancake, 36s. 3.50	Corn Starch, 36s. 2.50	
Tapioca, 36s. 2.85	Farina, 24s. 1.70	
Hominy, 36s. 2.50		

**THE ROBERT GREIG CO., LIMITED**

White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.	
White Swan Self-rising Pancake Flour, per doz., \$1.20.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

**Chocolates and Cocoas.**

Cocoa—THE COWAN CO., LIMITED	Per lb.
Perfection 1-lb. tins per doz.	\$4 40
Perfection, 1-lb., per doz.	3 40
" " 10c. size	0 90
" " 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 95
Soluble, bulk, per lb.	0 18
" "	0 15
London Pearl per lb.	0 22
Special quotations for Cocoa in bbls., kegs, etc.	
Unsweetened Chocolate—Per lb.	
Plain Rock, 1-lb. cakes,	0 40
" 1-lb.	0 40

**Sweet Chocolate—**

Queen's Dessert, 4-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$0 40	
Vanilla, 1-lb., 12-lb. boxes per lb.	\$0 35
Parisian 2s, lb. \$0 30	
Royal Navy, 1/2, 1/4, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" " " " " "	0 25
" " " " " "	0 28

**ICINGS FOR CAKE—**

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 3-lb. boxes, lb.	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

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

In 1/2, 1/4 and 1-lb. tins, 12-lb. boxes, per lb.	0 26
Smaller quantities	0 27

**SENSDORF'S COCOA**

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case	\$ 2.40
" " " " " "	2.40
" " " " " "	4.75
" " " " " "	9.00

**JOHN F. MOTT & CO.'S.**

R. S. Meindos, Agent, Toronto.	
Arthur M. Loucks, Ottawa.	
J. A. Taylor, Montreal.	
Jos. E. Huxley, Winnipeg.	
R. J. Bedington & Co., Calgary, Alta.	
Standard Brokerage Co., Vancouver, B.C.	

**MOTT'S BREAKFAST COCOA, 10c. size 90 per dz.**

breakfast cocoa, 1/2	0 38
" " " " " "	0 38
" No. 1 chocolate, 1/2	0 32
" Navy " " " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

**WALTER BAKER & CO., LIMITED.**

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 5-lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 5-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5/8, per box	3 00

**THE ABOVE QUOTATIONS ARE F.O.B. MONTREAL**

**Cocoanut.**

CANADIAN COCOANUT CO., MONTREAL.	
Packages—	
5c., 10c. 30 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
1 lb. "	0 27
1 lb. "	0 28
1 and 1/2 lb. packages assorted	0 27 1/2
1/2 and 1 lb. packages assorted in 5 lb. boxes	0 28
1 lb. "	0 29
1 lb. " in 5, 10, 15 lb. cases	0 30
Bulk—	
In 15 15 lb. pails and 10, 25 and 50 lb. boxes	Per lb.
White Moss, fine strip, 5 lb. 0 17	0 17

Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroon	0 17	0 15
Desiccated	0 16	0
White Moss in 5 and 10 lb. square tins, 21c.		

**CONDENSED MILK.**

BORDEN'S CONDENSED MILK CO.	
Wm. H. Dunn, Agent, Montreal & Toronto.	
"Eagle" brand (4 doz.)	\$3 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 10 1 05
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45



**TRURO CONDENSED MILK CO., LIMITED.**

"Jersey" brand evaporated cream per case (4 doz.)	\$4 85
Reindeer brand per case (4 doz.)	5 75



**COFFEES.**

ERY, BLAIN CO. LIMITED.	
Standard Coffees.	
Roasted whole or ground. Packed in damp proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 30
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17 1/2
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2-lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
THOS. J. LIPTON retail wholesale	
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

**JAMES TURNER & CO.**

Mocha	\$0 32
Damasous	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
PATTERSON'S "CAMP" COFFEE ESSENCE	
Agents, Rose & Ladramme, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " " "	5 50
Imp. " " " "	9 00



**THE ROBERT GREIG CO., LTD.**

White Swan Blend.	
1-lb. decorated tins, 30c. lb	
Mo-Ja, 1-lb. tins	
28c. lb.	
Mo-Ja, 1-lb. tins	
28c. lb.	
Mo-Ja, 2-lb. tins	
28c. lb.	

**THOMAS WOOD & CO.**

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

**Imperial Cheese**

Large size jars, per doz.	\$3 25
Medium size jars, " "	4 50
Small size jars, " "	2 40
Individual size jars, per doz.	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00
Roquefort—	
Large size, doz.	2 40
Small size, " "	1 40

**MACLAREN'S IMPERIAL CHEESE CO., LTD.**

Imperial Peanut Butter "Bobs," the Perfect Confectionery.	
Large size, cases, 25 cartons	\$3.50 each
small " " " "	3 60
Assorted, cases, 26 small, 12 large	3.55

**Confections**

THE COWAN CO., LTD.	
Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 2-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

**COUPON BOOKS—Allison's.**

For sale in Canada by The Ely Blain Co. Ltd Toronto, C. O. Beauchemie & Fils, Montreal \$4, \$3, \$5, \$10, \$15 and \$20.	
All same price one size or assorted.	
UN-NUMBERED	
Under 100 books	each 04
100 books and over	each 03 1/2
500 books to 1,000 books	03
For numbering cover and each coupon, extra per book 1/2 cent.	

**Cleaner.**

Per doz.	
4-oz. cans	\$0 90
5-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

**Extract of Beef.**

LAFORTE, MARTIN & GLE, LTD.	
"Vita" Pasteurized Extract of Beef, Per case.	
Bottles 1-oz., case of 2 doz.	\$3 20
" " " " " "	3 00
" " " " " "	4 50
" " " " " "	4 75
" " " " " "	9 00

**Infants' Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " " " "	1 25
" " " " " "	1 25
" " " " " "	1 25

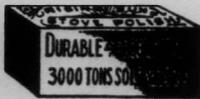
**Flavoring Extracts.**

SHIRRIFF'S	
1 oz. (all flavors) doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	5 50
8 " " " "	10 00
12 " " " "	18 00

**Flavoring Extracts.**

Cafe des Epicures—1-lb. fancy glass jars, per doz.	\$3.50
Cafe l'Aromatic—1-lb. amber glass jars, per doz.	\$4
Presentation, with 3 tumblers, \$10 per doz.	

**RISING  
SUN  
STOVE POLISH  
IN CAKES**

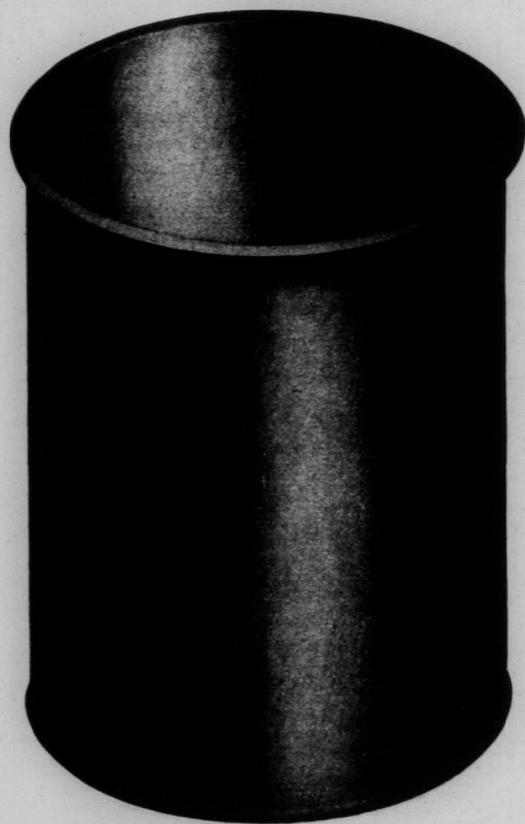


**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

**NINE ACCIDENTS** from inflammable stove polishes reported by daily papers during November. Two of them proved fatal after untold agonies suffered by the victims, and one resulted in horrible disfigurement of a housekeeper.

You can't afford to sell dangerous stove polish. Push **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins. They are absolutely safe in the hands of the user, and afford you a good margin of profit.

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



## Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

**Sanitary Can Co., Ltd.,  
NIAGARA FALLS, ONT.**

Max Ame Patents

ONE BAG OF

## MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for \$3.00, cash.

SOLE IMPORTER

**ANDREW WATSON**

91 Youville Square - - MONTREAL



## CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat  
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,  
1/2 doz. in crate.

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

Capacity one ton per hour.  
Sold by all wholesale dealers.

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

# ONE GLANCE

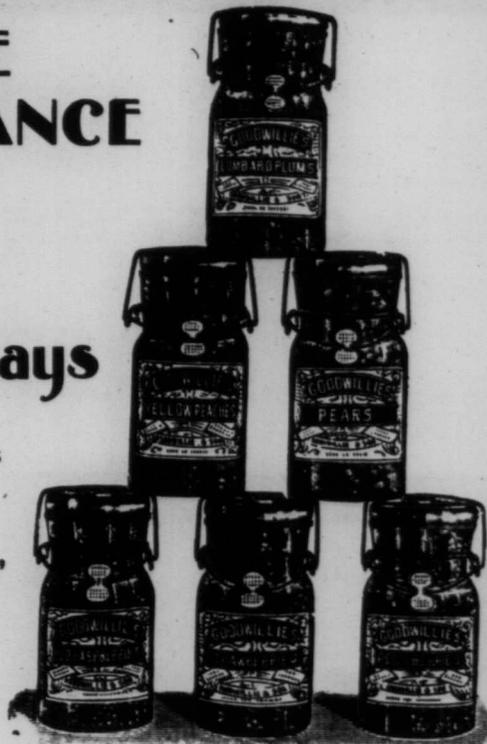
AT THESE BOTTLES OF DELICIOUS FRUITS

## Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER



ROSE & LAFLAMME, LIMITED  
MONTREAL and TORONTO

# Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

## José Segalerva

Malaga, Spain

Agents:—  
**ROSE & LAFLAMME** Limited  
Montreal and Toronto

### Jams and Jellies.

**BATON'S WHOLE FRUIT STRAWBERRY JAM**  
Agents, Rose & Laflamme, Montreal and Toronto.  
1-lb. glass jar, screw top, 4 doz., per doz. \$ 20  
THOMAS J. LIPTON  
Prices on application.

**T. UPTON & CO.**  
Compound Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
1-lb. tins, 2 doz. in case, per lb. 07½  
5 and 7-lb. tin pails, 5 and 9 pails in crate, per lb. 07  
7 and 14-lb. wood pails, per lb. 07  
10-lb. wood pails, per lb. 06½  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
1-lb. tins, 2 doz. in case per lb. 07½  
7 and 14-lb. wood pails, 6 pails in crate, per lb. 07  
10-lb. wood pails, per lb. 06½  
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 80

### Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co., Limited.  
**Soap**  
THE GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases, 5 25  
Five cases, or over, 5 15



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

### THE ROBERT GRIG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



### Lard.

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

Tierces... \$0 09  
1-bbls. 0 09  
Tubs, 60 lbs. 0 09  
20-lb. Pails, 3 00  
20-lb. tins, 1 90  
Cases 2-lb., 0 10  
" 5-lb., 0 10  
" 10-lb., 0 10



### Lardies

NATIONAL LIQORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40  
Fancy boxes (25 or 50 sticks), per box 1 25  
" Ringed" 5-lb. boxes, per lb. 0 40  
" Acme" pellets, 5-lb. cans, per can 3 00  
" (fancy boxes \$2) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans, per can 3 00  
Licorice lozenges, 5-lb. glass jars, 1 75  
" 20 5-lb. cans, 1 50  
"Purity" licorice 10 sticks, 1 45  
" 100 sticks, 0 75  
Dulce large cent sticks, 100 in box, 0 75

### Lye (Concentrated)

GILLET'S PERFUMED. Per case  
1 case of 1 dozen, \$3 60  
3 cases of 4 dozen, 3 80  
5 cases or more, 3 40

### Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass jars and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz. \$1 00  
Home-made, in 1-lb. glass jars, 1 40  
In 5 and 7-lb. tins and 7-lb. pails per lb. 0 07  
Golden shred marmalade, 2 doz. case per doz. 1 75

### SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz., 1 55  
2-lb. " " " 2 80  
4-lb. tins, " " 4 45  
7-lb. " " " 7 35  
"Spredded"—  
1-lb. glass, doz., 1 90  
2-lb. " " " 3 10  
7-lb. tins, " " 5 35



THOMAS J. LIPTON  
Prices on application

### Mince Meat

Wetley's condensed, per gross net, \$12 00  
" per case of 3 doz. net, 3 00



ST. CHARLES CONDENSING CO.

PRICES:  
St. Charles Cream, family size, per case \$4.70  
Ditto, hotel, 4.90  
Silver Cow Milk, 5.00  
Purity Milk, 4.70  
Good Luck, 4.30

### Mustard

COLMAN'S OR KEENS  
D.S.F. 1-lb. tins, per doz. \$1 40  
" 1-lb. tins, " 3 50  
Durham 4-lb. jar, per jar 0 75  
" 1-lb. jar, " 0 25  
F.D. 1-lb. tins, per doz. 0 85  
" 1-lb. tins, " 1 45

### Olive Oil

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva qtr. 12's, \$ 5 75  
" p s 21's, 4 50  
" 1-pia. 21's, 4 25

### Sauces

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

### Soda

COW 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, \$1.00

MAGIC BRAND Per case  
No. 1, cases of 1-lb. packages, \$ 2 75  
No. 2, " 120 1-lb. " 2 75  
No. 3, " 30 1-lb. " 2 75  
No. 5 Magic soda—cases 103—10-oz. pkgs.  
1 case, 2 85  
5 cases, 2 75





**"GLOBE" with Percolator.**  
 This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.  
 We make seven sizes of this, also The Champion Tea Pot. Send for price list.

**R. CAMPBELL'S SONS**  
 HAMILTON POTTERY  
 HAMILTON, ONTARIO



We can add little to all that has been said about the absolute purity and superiority of

**"Cow" Brand Baking Soda**

When the consumers confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is **THE BEST**, and it is always in packages *only*.

**CHURCH & DWIGHT**  
 Manufacturers  
 MONTREAL

**UNDER SUNNY SOUTHERN SKIES**

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

**PICKFORD & BLACK**  
 HALIFAX

**Oakey's** The original and only genuine Preparation for Cleaning Cutlery, etc. and is Canadian

**'WELLINGTON' KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
 Wellington Mills, London, England  
 Agents:  
**JOHN FORMAN, - 844 Craig Street MONTREAL.**

**THE PEOPLE OF JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON "GLENER"**

might bring inquiries. Better write for rates to  
**I. G. STEWART, Halifax.**

**Queen City Water White Oil**

**GIVES PERFECT LIGHT**

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

**FOR SALE EVERYWHERE**

For best values in

**CURRENTS.**

Get quotations on fruit exported by  
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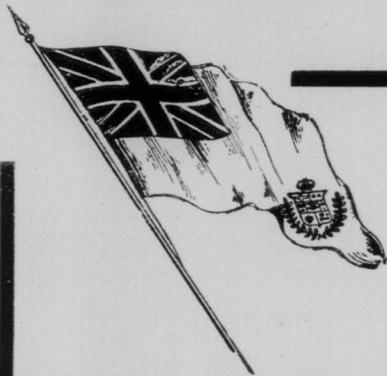
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