

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 14, 1906.

NO. 50.

## Keen's Oxford Blue



After all is said and done, and you have tried every other kind of Laundry Blue, your customers will thank you for returning to the always right kind—KEEN'S OXFORD BLUE.

Don't change from this and your customers won't change from you.

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

## The Syrup Standard of Canada



### "CROWN" TABLE



### BRAND SYRUP

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

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

When that is said it means that there can be nothing better for you to sell your customers—if you will insist upon getting "Crown" brand you will do yourself and your customers a good act. Every jobber sells it.

### EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Works,  
CARDINAL, Ont.

53 Front St. East,  
TORONTO, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

# CROSSE & BLACKWELL'S

## XMAS PLUM PUDDINGS



IN 1, 2, 3 AND 4 lb. TINS

Agents: C. E. COLSON & SON, Montreal



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

STICK LICORICE

ACME PELLETS

M. & R. WAFERS  
LOZENGES, ETC.

and a complete line of  
Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

### National Licorice Co.

Brooklyn, N.Y.

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

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

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard  
Grades:

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

Fancy Barbados Syrup, Choice Barbados  
Grocery.

SEND FOR SAMPLES AND PRICES

### Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

# Protect Your Customers

As a soap bearing an imitation of our name and mark is being offered and sold in Canada, we annex a copy of the stamps both on the **genuine** "Shell Castile" and of the imitation.

## THE GENUINE



# COQUILLE

### Chap. 29, sec. 446, et al, Crim. Code 1902

Everyone is deemed to falsely apply to goods a trade mark or mark who without the assent of the proprietor of the trade mark applies such trade mark or trade mark so nearly resembling it as to be calculated to deceive.

Everyone is guilty of an indictable offence who with intent to defraud

- (a) Forges any trade mark; or
- (b) Falsely applies to any goods any trade mark or any mark so nearly resembling a trade mark as to be calculated to deceive.

Everyone is guilty of an indictable offence who sells, or exposes, or has in his possession for sale any goods or things to which any forged trade mark or false trade description is applied, or to which any trade mark or mark so nearly resembling a trade mark as to be calculated to deceive, is falsely applied.



## The Imitation



Any one selling the above imitation of our brand is liable to criminal prosecution under the above Act, and those who have supplied sellers of this soap not only are liable themselves but have made **every buyer** equally liable.

# Couret Freres, Marseilles



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

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

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

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

**HALIFAX, N.S.**

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

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

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

**MOOSE JAW.**

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

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

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

**MONTREAL.**

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

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

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

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

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

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

**TORONTO.**

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

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

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

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

(Continued on page 4.)

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# A POINTER

In a few days time, many Grocers will be stock-taking, and figuring up the PROFITS they have made the year just coming to a close. Will the RESULTS be quite satisfactory to all ?

It might be as well to look over your different purchases, and see whether this coming year you should not stock goods showing a better percentage of PROFIT.

*Sales are always increasing.*

*Dealers have no dead stock*

## BLUE RIBBON TEA

*Sells well*

*Yields a handsome PROFIT*

*Is extensively and successfully advertised*

*Of course you stock it*

*Is used by all your customers.*

**Wishing you the Compliments of the Season**

**The Blue Ribbon Tea Co., Limited, 12 Front St. E., Toronto**



DN & CO.  
Brokers and  
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Manufacturers' Agents—Continued.

## ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

## SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

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

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

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

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



This design a guarantee of quality.

CANADA PAPER CO. LIMITED.

"Headquarters for high grade Fibre and Manilla Papers"

Toronto.

Montreal.

Windsor Mills, P.Q.

...ESTABLISHED 1849...

## BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

### —OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

## Correspondents Wanted

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

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

ADDRESS

## THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.

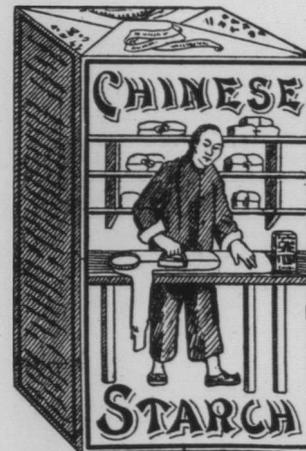
## QUEBEC PROGRESS

If you want reliable and aggressive representation to the jobbing and leading retail trade of Quebec it is to your interest to write

J. P. THOMAS,

Everything in Groceries handled.

Quebec



Better Work, More Profit

BY USING

## CHINESE STARCH

Write for Samples.

OCEAN MILLS, - MONTREAL

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

## VICTORY DINNER RELISH



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

Awarded 16 Medals.

**SPECIFY IT IN YOUR NEXT ORDER.**

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

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto  
30 Hospital St. Montreal

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PECIFY IT  
YOUR NEXT  
ORDER.

F. SUTTON,  
ONS & CO.

King's Cross

LDON, ENGLAND

ANADIAN AGENTS:

URE & LANGLEY, Ltd

4 Pearl St., Toronto  
ospital St. Montreal

TOMATO CATSUP

JAMS IN GLASS

Be sure and stock your requirements  
before cold weather, as we cannot  
guarantee against freezing in transit.

Remember the *best brands*: AYLMER,  
*SIMCOE, MONARCH, TIGER, etc.*,  
Every package guaranteed quality.

**CANADIAN CANNERS LIMITED**

# You can, if you Will!

Are you doing the best tea business in your town or village?

**You can, if you will push Red Rose Tea.**

“Good tea” is what I call it, but, it is an undoubted fact that no other tea on the market equals it in quality. If you have a doubt, try the tea yourself—

You can increase your sales and your profits by pushing Red Rose Tea

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## T. H. Estabrooks

St. John, N.B.

Toronto Branch: 3 Wellington Street East  
Geo. H. Campbell, Manager



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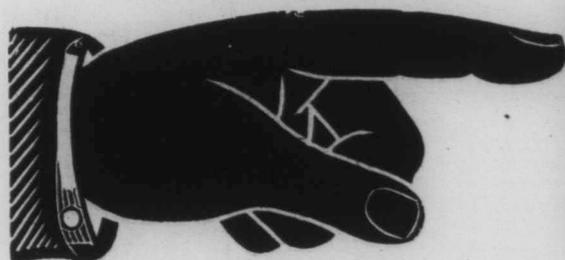
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**THAT'S IT**



There is one thing that is now generally conceded by both the trade and the public,—and it is this.

“That “SALADA” packets alone contain the maximum of quality at the minimum of cost.”

Think of what this means to you—and it should mean considerable.

Our facilities for buying and selling are perfect, and in all of our efforts we have religiously “shunned” the beaten tracks, but dug-out our own pathway, so as to be quite unordinary.

The wisdom of this course is demonstrated in the enormous sale established.

Samples (Black, Mixed or Green) and all information cheerfully furnished on enquiry.

“SALADA” - Toronto, - Montreal.

The original makers of

**“Gillett's Goods”**

started business 50 years ago in a modest way. To-day we operate the largest factory of its kind in the British Empire, and one of the largest in the world. Our goods are sold all over the world. Only good goods, upright dealing and continued improvement could have attained such growth.

**Magic Baking Powder.**

**Gillett's Cream Tartar.**

**Gillett's Perfumed Lye.**

**Royal Yeast Cakes.**

Good goods with a reputation.



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

See that you have on hand ample stocks of

**LYTLE'S  
MINCE  
MEAT**

for the Christmas week. The demand will be large.

—A reliable, dependable make that gives completest satisfaction.

Order through your jobber or direct.

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

124-128 Richmond St. W.

TORONTO, - CANADA

F. NICHOLSON

D H BAIN

CABLE ADDRESS  
NICHOLSON, WINNIPEG.

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



BANNATYNE ST. EAST  
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



*Winnipeg,* December 14, 1906.

## Open Letter to Manufacturers and Shippers

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

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

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
<b>Grand Total</b>	<b>805,000</b>

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

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

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

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# Just a Clear Week's Selling to Xmas—

You are likely to run short on some lines during the rush of Xmas trade. Send us your sorting orders on anything you require in

**FIGS  
DATES  
NUTS  
PEELS  
PRUNES  
RAISINS**

All  
orders  
shipped  
same  
day  
as  
received

You cannot recommend anything finer for breakfast than a cup of

**"GOLD MEDAL"  
COFFEE**

If you would carry a small assortment, you would be surprised how quickly it sells—  
½, 1 or 2 lb. tins, whole or ground,

Our Quotations are Right

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

# Wholesalers. Grocers.

Consignments of

**WALNUTS**

**ALMONDS**

**FILBERTS**

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

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**D. RATTRAY & SONS**

**QUEBEC**

**Montreal**

**OTTAWA**

THE CANADIAN GROCER

# PHONE US AT OUR EXPENSE

YOUR ORDER WILL HAVE IMMEDIATE SHIPMENT

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

### A “Friendly” Profit

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

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

## Windsor Salt

*The Canadian Salt Co., Limited*

*Windsor, Ont.*



## VINEGAR PERFECTION

To do one thing well ensures SUCCESS.  
To sell one perfect vinegar is to win trade.

### OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It’s a good thing when there’s satisfaction on both sides of the counter. What about a trial lot?

**WHITE, COTTELL & CO.** Warner Road, Camberwell  
LONDON, ENG .

# Selected Raisins

at the right price.

## Thomas Kinnear & Co.

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

The grocer's advice in food products is sought after by every housekeeper—The question of Tea is one more frequently asked than any other—An easy solution to troubled tea drinkers is

### USE **JAPAN TEA**

After all there is no arguing against the best works of nature—In the tea line the perfect article is

### **JAPAN TEA**

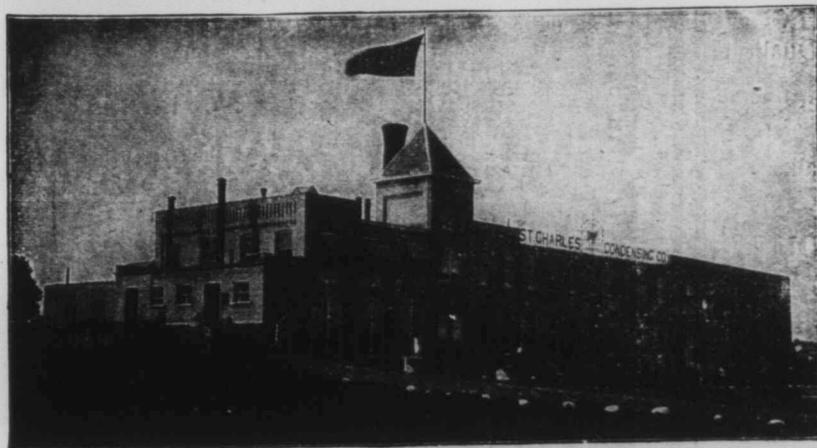
#### **AN EASY ONE.**

Added to our splendid assortment of **GOLD MEDALS.**

#### **ST. CHARLES EVAPORATED CREAM**

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

**St. Charles Condensing Co.**



INGERSOLL, CANADA—FACTORY

AT OUR  
EXPENSE

LIMITED

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ad, Camberwell  
ON, ENG .

# Canadians are Tea Connoisseurs

*Can you afford to  
disappoint your  
best customers?*

You could sell any sort of tea in some countries ; but don't try to sell any sort of tea to Canadians. Your "call again" customers actually buy

## CEYLON TEAS

At the other fellow's store. You can't blame them. You're long enough in the tea trade to know tea values. Most teas are pure; most teas are carefully and cleanly put up, **BUT**

when it comes to satisfying the taste of tea connoisseurs there's just one tea

## CEYLON TEA

Success in the grocery business means—a busy tea counter.

### VALENCIA RAISINS That Please

When placing your next order ask for these Reliable Brands.

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

**"W. Abel"** Standard Quality.  
4 Cr. Layers.  
Selected.  
Fine off-Stalk.

**They Sell at Sight**

**Rose & Laflamme**

Montreal - Toronto

### "Klaus's" Improved Swiss Milk Chocolate

A Good Seller  
at all Times

*Keep up your Stock  
for the Holiday Trade*

You will Require it.

Agents:  
**Rose & Laflamme,** Montreal  
Toronto



**Greig's  
White Swan Flaked Wheat  
is a Winner**

Made only from the finest selected Canadian wheat, it is distinguished for the **large, thin, flakey flakes** that make it so vastly different from any other wheat produced in Canada. There is **no comparison** in it with **ordinary** kinds of rolled wheat. Its **outstanding merit** places it in a class by itself, and it readily commands the trade of **particular people**. All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times. Samples and quotations at your station will be cheerfully furnished on request.

**The Robert Greig Co., Limited**  
White Swan Mills  
**TORONTO**

**GREIG'S White Swan BRAND** 

**"ANTITIS PEPPER"**

**The New Pepper** Packed in 2, 4, and 8 oz.,  
1 lb. and 7 lb. Tins.  
**KING OF ALL PEPPERS**

Guaranteed absolutely a pure blend  
of Finest Peppers  
Specially Selected  
Carefully Ground, Scientifically Prepared

Write for particulars and samples, to  
**ANTITIS PEPPER CO., 40 Botolph Lane**  
**LONDON, England**  
TRIAL ORDERS SOLICITED



**CAPSTAN BRAND  
PURE MINCE MEAT**

Package Mince Meat  
Put up in  $\frac{1}{4}$  Gross Cases

2-lb. Pails, 2 doz. in Crate  
 $\frac{1}{4}$  "  $\frac{1}{2}$  " "  
25-lb. Pails. 75-lb Tubs  
 $\frac{1}{2}$ -Barrels and Barrels.

Ask Your Wholesale Grocer for It

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

**CROWN BRAND CATSUP**

In Pints and Quarts

**GUARANTEED FINEST IN CANADA**

Write for quotations before purchasing elsewhere

**CROWN MANUFACTURING COMPANY, LIMITED**  
9 and 11 Francis Street, **TORONTO, ONT.**

# Diamond E. Blend Coffee

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

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

## S. H. EWING & SONS, MONTREAL

**Camp  
Recollections.**

Talking about beverages—have you noticed what a growing demand there is for a good coffee essence? That's because the manufacturers of

**'CAMP'  
COFFEE**

are shipping vast consignments of that excellent beverage to our country. There isn't another coffee to approach 'CAMP' for purity, strength, and flavour. Have you stocked it yet.

R. PATERSON & SONS,  
COFFEE SPECIALISTS, GLASGOW  
Agents: **ROSE & LAFLAMME**  
**MONTREAL.**

## People Want Royal Crown Witch-Hazel Toilet Soap

—they have read our advertising  
—and they've found our Soap all it is claimed to be — healing, beautifying, cleansing.

—Once they buy it they want it always.

It pays dealers to order early and largely.



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

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

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

22

**DIAMOND BRAND MAPLE SYRUP**  
The People's Choice

**TWIN BLOCK PURE MAPLE SUGAR**  
The only reliable block sugar obtainable

**MAPLE CREAM HEARTS**  
A maple confection par excellence

**NUT'Y CREAMS and FRUIT'Y CREAMS**  
Are meeting with general favor

**THE BIG 4**  
A 10c. package of merit and value

For sale by jobbers everywhere

**SUGARS, LIMITED**

**MONTREAL**

**Tartan**  
BRAND  
SIGN OF PURITY

Have you all the Fruit you want,  
if not ring us up for

**BARGAINS**

IN  
3 and 4 Crown Muscatels 12 and 16 oz. Seeded Muscatels  
Sultanas Apricots Peaches  
Dark Refined Sugar Demerara Crystal Sugar Finest Table Figs  
Raw Sugar Malaga Table Fruit New Nuts

All kinds, cheap

Phone 596—free to buyers

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

**You Owe It to Yourself**

as well as to the public, to sell Suchard's Cocoa. No other cocoa will please your customers as well, for its flavor is, without exception, the finest and most delicate.

It is pure and very finely ground, and, therefore, completely and quickly soluble. It is remarkably rich and strong, so that, when

**SUCHARD'S COCOA**

is used, a much smaller quantity of milk, as well as of cocoa, is needed to make a satisfying, full-flavored drink.

All these points, besides pleasing your customers, make Suchard's sell easier and faster. In addition, the profit to you on each pound is larger than on a pound of cheaper cocoa.

Thus you see it is an all-round good proposition for you to handle Suchard's.

WRITE FOR SAMPLE AND QUOTATIONS.

Canadian Depot:

**Frank L. Benedict & Co., Montreal.**

**Mitchell & Saunderson, Winnipeg, Man.**

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

SPECIAL NOTICE TO THE TRADE:

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

I am, yours truly,

**W. H. MERRIMAN.**

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

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

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

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

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

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

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02½, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to **W. H. MERRIMAN** telling where he saw this advertisement. Grocers in other parts of Ontario address

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

# Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

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

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

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

*Wholesale Grocers*

*Importers of Fine Fruits*

# Redpath

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

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

## A Word of Cheer

A merry Xmas and a bright and prosperous New Year to all Dealers—who are lovers of "the square deal."

Grocers who have featured our soap during the year are happy to-day.

Your New Year will not be less cheery nor prosperous if you remember two points.

Ladies insist on good soap. Good soap helps to sell other things.

Remember!

**The Guelph Soap Co.**

**GUELPH, Ont.**

# ROWAT'S

The name that applied to

**PICKLES and  
OLIVES**

means

**Quality the best  
Profit satisfactory  
Business increasing**

You can't wish for more.

All jobbers.

**WILLIAM GALBRAITH & SON**  
**WHOLESALE GROCERS**

**Valencia Raisins, Trenors "Blue Eagle"**

Finest Selected and Four Crown Layers.

Also

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

All at rock bottom prices.

Write for quotations.

**William Galbraith & Son, - - 68 McGill St., Montreal**

**STOCK FEED**

We can supply

**STEAM DRIED BEET PULP**

containing in a highly concentrated form all the sugar,  
and other beneficial ingredients, of fresh beet pulp,  
which is being so successfully fed by stockmen in the  
vicinity of all beet sugar factories.

***An Absolutely Pure Vegetable Product***

Write for sample and full particulars.

**The Wallaceburg Sugar Company, Limited**

***Wallaceburg, Ont.***

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

**SYMINGTON'S,**  
EDINBURGH  
**COFFEE ESSENCE**

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL  
WHOLESALEERS

**THOS. SYMINGTON & CO. - EDINBURGH**

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

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

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

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

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



The OZO CO., Limited  
MONTREAL

When preparing for Christmas trade do  
not overlook your spices.

# “RED FEATHER”

are the best.

**JAMES TURNER & CO. LIMITED**

HAMILTON



*Libertyville Mineral Spring Water*

CURES ALL KIDNEY, LIVER AND BLADDER DISEASES.

THIS WATER HAS NO EQUAL FOR TABLE USE.

EFFERVESCENT

BOTTLED ONLY AT THE SPRING

BY

THE LIBERTYVILLE CRYSTAL SPRING CO.  
LIBERTYVILLE, ILL.

AGENTS

**L. CHAPUT FILS ET CIE.**  
246 & 8 DEBRESOLES ST.  
MONTREAL.

## DECREASE IN BACON EXPORTS

Falling Off of Nearly 38 Million Pounds in 4 Years—The Reason is Shortage in Production of Hogs.

This decline of the Canadian export bacon trade from 138 million pounds in 1903 to 100 million pounds in 1906 looks discouraging, but it is just the history of the bacon trade everywhere repeating itself. The reduction in trade represents just a falling off in the production of hogs by the Canadian and especially the Ontario farmer. When hogs are scarce and prices high, the farmers go into hogs. When, in accordance with the law of supply and demand, supplies increase and prices decline, the farmers say "there's no money in hogs," and sell out to the empty pen. The way it affects the packers is this: When his output is large he goes abroad and buys his way into the consuming markets. That is to say, that in order to establish his bacon he pays for salesmen and sells his products at a low price. In that way he buys a market for six or seven thousand boxes of bacon a week instead of three or four or five thousand boxes as the case may be. Then the farmers go out of hogs, the packers' supplies fail and the demand for his output purchased at heavy cost is lost and he is back where he was when the supplies were low.

The period of lowest prices in Can-

ada were from Dec. '03 to Dec. '04, when live hogs sold from \$4.40 to \$5.10. Next year the low price was in Jan. \$4.80 and rose in May to \$7. At the time of heavy production in the fall it was \$5.75 and \$6. This year the prices taking the first week in each month have ranged as follows:—\$6.10, \$7, \$7.25, \$7.30, \$7.40, \$7.65, \$7.90, \$6.65, \$6.65, \$6, \$6.40.

In Canada the deliveries of hogs ran down to 15,000 one week last summer. In periods of low production the killings will run from 15 to 25 thousand hogs a week and in times of liberal production from 25 to 35 thousand. Proportionately the same thing happens in Denmark and other bacon countries.

Prof. Day, speaking at the Guelph Winter Fair a year ago on the cost of producing the bacon hogs, stated, \$4.10 to \$4.52 as the result of experiments carried on at the Experimental Farm. with mixed meal at \$20 a ton, blood meal at \$55, tankage at \$33 and skim milk at 15c per cwt.

The only cure is for the farmers to stay with hog raising year in and year out. This the farmers will not do as yet, but the slow process of education it is hoped to bring them to it.

### Exports of hog products from Canada in thousands of pounds:

	1902	1903	1904	1905	1906
Bacon .....	105,845	137,961	124,092	117,041	100,497
Hams .....	2,142	4,035	3,914	2,942	3,759
Pork .....	780	1,461	4,506	2,531	1,034

### TRADE ENQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1413. Apples—Inquiry is made by a large produce firm with branches throughout north England for Canadian shippers of apples to meet a demand of 2,000 barrels per week, direct via Liverpool.

1414. Hay—A Yorkshire firm of provision merchants inquire for Canadian shippers of hay, 50 or 60 tons per week, and are open for quotations from Canadian shippers of timothy hay, c.i.f. Liverpool, and invites immediate correspondence.

1415. Turkeys and Poultry—A large Yorkshire provision firm desires to get in direct communication with Canadian shippers of turkeys and poultry for high-class trade, especially for Christmas market, and invites immediate correspondence. Best bank and commercial references furnished.

1416. Hay—A Yorkshire firm of produce merchants desires to get in communication with shippers of Canadian

timothy and other classes of hay, and invites correspondence, quotations to be c.i.f. Hull or Liverpool.

1429. Eggs, Poultry, Etc.—A firm of provision dealers at Cork is anxious to get into communication with Canadian exporters of eggs, poultry, etc., who may be seeking a market in the south of Ireland.

1431. Dried Codfish—An Italian firm in London desires addresses of Canadian shippers of dried codfish suitable for the Italian market.

### OCEAN MILLS' OYSTER SUPPER.

Saturday evening last, the annual supper of the Ocean Mills Company was held in their premises on Mount Royal Ave., Montreal. There was a enjoyable time spent by everyone present, the proprietor, Mr. Lefebvre, looking after his guests in good style.

A few of those present were: A. Gauthier, L. V. Gadbois, J. A. Gauthier, N. Prud'homme, Wilson, R. Leclaire, C. A. Bernier, Viger, P. Marchand, P. Lorrain, N. Lariviere, C. Racine, M. Mireault, J. Lamarche, C. Booth, J. E. Genereux, Ald. Duquet, Fion, Martin, Lamothe and Booth.

## TRADE OPINIONS

### BANK DISCOUNTS AND BIG BUILDINGS.

Editor Grocer:—

Sir,—Perhaps some of the 20th century bank managers would explain to readers how it is the present rate of interest is 3 per cent. on savings, while a few years ago when country was not in such a prosperous condition, depositors received a larger rate of interest 3½ per cent. and 4 per cent., but then in those days no Bankers' Association existed, there were no big, massive and handsome buildings. Rates of interest were lower and funds more plentiful. What has been done with difference in funds? Are shareholders enriched at expense of the depositors? The bank gives the depositor 3 per cent., then turns around and loan it out on security at 7 per cent. and 8 per cent. The Bankers' Association is a combine, and the Banking Act needs revising and amending for benefit of depositors.

DEPOSITOR.

Editor Canadian Grocer:—

Sir,—As previously suggested in these columns from time to time manufacturers, jobbers and wholesalers should withdraw their travelers from the road on or about Dec. 1st, and hold joint meetings of all their respective staffs and sales department heads in the factory or warehouse headquarters.

The travelers have had their chance of selling the goods, so after Dec 1st the merchants want an opportunity to place their Christmas wares before the public, as a rule a few of the travelers withdraw about above date, others remain out until the 15th of the month. Of course this subject can not be forced it is only of the good-will of different firms and manufacturers.

The travelers will benefit considerably as they will better understand the process of manufacture of lines they sell to the trade. Since we have written these suggestions to our readers, several firms have found to their advantage, to open a sales department, usually selecting one of their best travelers for the position, who understands ups and downs of road, also country from end to end.

There is one thing we regret to have our attention called to, is the large number of "mere boys" in appearance some firms have placed on road, several only make one trip, others two or three; but they do not carry weight with the average merchant, as a rule, too, they are frivolous, and flitting from town to town, to cover the territory, without regards for results.

SALESMAN.

### DELEGATION IN OTTAWA.

A delegation consisting of L. E. Geoffrion, A. L. Lockerby and Alex. Orsali, Montreal, went to Ottawa from Montreal this week to interview the Minister of Finance regarding the increased duty on package goods.

FRO

A very I was held i day of las Trade was Mayor H. man. He organizati On moti was appoi ensuing ye the chairn the organi section by pointed r gone over and recom lowing ge unanimous Pres.—J cer.

Vice-Pre Council— W. H. Dav Fraser, R. and T. J.

Board of Jas. Willia ing confec James Br ley, A. A. A. Stagg

Railway Cossitt an

Local I Strachan, Dana, Rob Manufact C. J. Shi Hardy and Mercanti Craig, G. cer, F. B.

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## FROM GROCER CORRESPONDENTS

## BROCKVILLE.

A very large and enthusiastic meeting was held in the Town Hall here, Tuesday of last week, when a local Board of Trade was organized with 156 members. Mayor H. A. Stewart acted as chairman. He explained the purpose of the organization in a very neat speech.

On motion, a nominating committee was appointed to select officers for the ensuing year. While this was being done, the chairman read a set of by-laws for the organization, which were adopted section by section. The committee appointed reported here that they had gone over the list of members carefully and recommended the election of the following gentlemen, who were elected unanimously:

Pres.—J. H. Gilmour, wholesale grocer.

Vice-Pres.—H. A. Stewart.

Council—W. C. MacLaren, H. Y. Farr, W. H. Davis, J. A. McKenzie, O. K. Fraser, R. G. Murphy, A. T. Wilgress and T. J. Storey.

Board of Arbitration—G. I. Mallory, Jas. Williams, C. H. Buell, manufacturing confectioner, H. Going, J. Curtin, James Bresnan, A. G. Dobie, John Cawley, A. A. Fisher, E. A. Buckman, F. A. Stagg and John Culbert, grocer.

Railway Com.—J. H. Briggs, F. B. Cossitt and A. Gilmour.

Local Improvements Com.—Rev. D. Strachan, W. B. Reynolds, Geo. A. Dana, Robt. Wright, W. A. Gilmour.

Manufacturers' Com.—V. R. Marshall, C. J. Shirreff, W. P. Millar, A. C. Hardy and J. A. Derbyshire.

Mercantile Com.—F. R. Curry, R. Craig, G. T. Lewis, Wm. Rhodes, grocer, F. B. Steacy.

On motion it was decided to hold the annual meeting the last Monday of September, with bi-monthly general meetings in September, November, January, March and May, and that the council of the board hold regular monthly meetings.

## CHATHAM.

Wm. Morrice, for some time employed in the grocery business of Ald. Potter, has acquired the meat business formerly conducted on Queen St. by Jas. Tew.

Harry Jacques, the Raleigh St. grocer, is a probable candidate for the Board of Education in the coming elections.

An important business deal was closed last week, whereby Trustee Harry Andrew, for many years on the staff of the Gordon store, acquired the grocery business of Geo. S. Heyward. This is one of the oldest established grocery businesses in Chatham, having been founded upwards of 30 years ago by the late Andrew Heyward, and latterly conducted by his son, Geo. S. Heyward has taken the local agency for the Queen City Oil Co.

Ald. Potter is talked of as a possible mayoralty candidate in a race with four starters. He was the most prominent figure, some time ago, in the fight for

the passing of a grocers' early-closing by-law.

The business of Abraham Zakoor, the fruit merchant, who left town rather unexpectedly a couple of weeks ago, was disposed of on Dec. 3rd., to satisfy the city's claim for taxes. Mrs. Zakoor purchased the stock at 95 cents on the dollar, and will continue the business in another stand. Ald. J. A. Thompson has rented the present stand and will probably move his business there.

Robson Brown, who for some time past has conducted a grocery on the corner of Prince and Colborne Sts., has retired from business.

Cecil G. Moore, favorably known as a clerk in Ald. Jas. A. Masse's grocery, has accepted a position with the D. S. Perrin Co., of London, as traveling salesman, and will assume his new duties on Jan. 1st. A multitude of friends here wish him every success.

Merritt & Graham have dissolved partnership, Wm. Graham continuing the meat business at the present stand.

## EDMONTON.

Winter is always the herald of brisk trade, and the anticipations of local merchants are being realized to a degree far beyond their most optimistic calculations. In connection with increased orders, it is satisfactory to note that the money is coming in equally well. One of Edmonton's best-known credit men states, that long datings are not being asked to any appreciable extent. "The curse of trade," he remarked, "is this system of extended credit. It is a sign of disease, and, like many another disorder, only requires firmness and resolution to effect a cure."

The difficulty regarding the entry of the Canadian Pacific Railway into the city has been overcome, by the company offering to construct a subway to cross Jasper Ave. Business men are delighted with the settlement, as it is believed that a greatly improved freight service will be the result.

The coming spring must see much competition in trade circles generally. The additions which some eight large Edmonton houses are making to their premises, must mean greater trade.

The Edmonton Fruit and Produce Co., are reported to be negotiating with contractors with a view to erecting a warehouse near the centre of the town. A. O. Dwyer intends to build in the east end of the town a large beef and pork-packing establishment. The plant when ready for operating will be one of the largest in western Canada, and is estimated to cost \$50,000. Mr. Dwyer has the experience of many years in the business to help him in running the concern successfully.

C. L. Bailey, of Cobourg, Ontario, proposes building and operating extensive soap works at Strathcona. The company has a paid up capital of \$30,000.

We often speak about the educational influences of picture galleries, but half

the people who visit these institutions do so in the most apathetic manner. But few people who walk along a business thoroughfare, can help but feel the elevating and educational influence of a well-dressed window. Some very nicely dressed store fronts are to be seen this week. The Campbell Warehouse Co's. window and that of Revillon Bros., show great artistic taste. Second & McDougall, The Hudson's Bay Co., and Reed & Co., are worthy of honorable mention in this connection. Some merchants are not slow to grasp the fact that one of the best-paying members of a staff is a good window dresser.

## HALIFAX.

Robert A. Croucher, another Halifax business man, has caught the Western fever, and with his family is going to Saskatoon to settle. Mr. Croucher has been successfully engaged in business in Halifax for many years, dealing in hay, oats, and feed in general, and is reported to have amassed considerable wealth. He has disposed of his business interests here to Frank Fraser, and the place which he occupied on Blower St., has been closed. Mr. Fraser will continue the business at the premises he now occupies on Power's Wharf.

J. P. Cox, who has for many years been engaged in the flour business and general millers' supplies in this city has left for Winnipeg to engage in business. During his residence in Halifax Mr. Cox took a deep interest in the welfare of the city. He was a prominent member of the Board of Trade, being on the council of that body. Previous to his departure the Board gave him a farewell luncheon at the Halifax Hotel. G. E. Faulkner, M.P.P., presided, and spoke on behalf of the Board of Trade at the loss which would be sustained by the city in Mr. Cox's departure, and how much regret there was personally over his departure.

In replying, Mr. Cox expressed his sincere regret at leaving and said he believed there was no place better than Nova Scotia. Unfortunately, however, there were so many in his line of business here that it caused him to look abroad for opportunities.

The Halifax Conservative Club presented Mr. Cox with a case of pipes and an address.

Edward H. Crease, who has been engaged in the grocery business in Halifax for upwards of forty years, died at his home in this city last week, aged 61 years. He was a native of Somerset, England, came to Halifax when a young man and opened a grocery store on Argyle St., in which he did business for 18 years. His business increased, and later on he purchased the premises on the same street, known as the Salem House, and there he conducted operations on a much larger scale. He was a man who devoted close attention to business and was well and favorably known both to the trade and the public in general. His wife died about 18 months ago. Six sons and two daughters survive. It is likely that the busi-

ness will be conducted by one of his sons, and the deceased's brother

The Nova Scotia Milling Co. have cancelled their lease of the property held by them during the past two years and have taken over the premises of A. L. Doyle & Co., grocers, on Ochterloney St., Dartmouth. They have also purchased the stock in trade of Doyle & Co., in order to secure the premises. The business will be moved to the new stand, where a wholesale flour and feed business will be carried on. The withdrawal from Dartmouth of Doyle & Co. marks the disappearance of the only cash store in the town.

Howard S. Jones, who has been assisting his father in the stock business in Prince Edward Island, has returned to his home, in Sabrevois, Quebec. Mr. Jones made his last shipment for the season on Monday of last week, having shipped in all since October 22, upwards of 10,000 lambs, besides several carloads of geese. Mr. Jones claims that it is unprofitable both for the buyers and sellers to ship lambs so late in the season, as they shrink very much in the stormy weather. Next season he does not intend to take any lambs later than the first of November.

#### ST. CATHARINES.

St. Catharines, with its 12,000 inhabitants, is the most important place in the Niagara peninsula, having for its rivals the young city of Niagara Falls, and the thriving town of Welland, both in the County of Welland. Each has a boom on just now, the first on account of its electrical power development, the second by its acquisition of large manufactories.

St. Catharines can boast of seven canneries, all of which did a thriving business during the season, and at times had two or three shifts running day and night to keep up with the demand. Vast quantities of canned goods have been shipped from this port to various portions of the world.

#### LONDON.

Edwin Lees, formerly of London, has purchased the business of Swinn Bros., of St. Thomas. Mr. Lees recently sold his grocery business here to J. & G. Bloomfield.

Harry Ranahan has received a large consignment of Cresca goods from France, and announces with pardonable pride that his store is the headquarters for these goods for London and vicinity. Mr. Ranahan's "Cresca" stock comprises figs, dates, stuffed figs, stuffed dates, salt pistacho nuts, mushrooms, peas, beans, olive oil, figs in maraquin, cherries in maraquin, sardines and truffles. It is a good line for the "Quality" store to handle, Mr. Ranahan says, and in his hands the fact that the beautiful packages may be used very effectively for display purposes, has been well demonstrated.

#### LINDSAY.

T A Fisher, who is one of our worthy city aldermen, has experienced this season an exceptionally good demand for sound potatoes. He quite recently secured a fine carload from Pontypool growers, and soon disposed of

the lot. Potatoes have been rather scarce in many localities. In Bobcaygeon, merchants have found it exceedingly difficult to meet the demand.

Mr. Nugent, of Omamee, has accepted a position in Bert. Laidley's grocer store. He is a young man having experience in the grocery business.

The Lindsay Retail Merchants' Association have not been overly active of late, but are now taking up the peddler question and are beginning with the case of a tin peddler in the town here, who has been operating without a license.

A. Hamkins, who purchased the business of M. Cole, is doing his share of the trade.

Mr. Suthoff, who conducts a general merchandise business at Cambray and Woodville, has bought out the grocery business of H. Graham, at Kirkfield.

Adams' Bros., as well as conducting a large grocery business, carry on a butcher store. They give much attention to window dressing. A particular fine display was made at the close of the deer-hunting season. It included the choicest of venison, bear, fowl and various kinds of produce.

#### KINGSTON.

An agitation is on foot amongst the leading citizens of Kingston to hand in a requisition to the council or government which ever is the proper source to have the name Kingston once and forever separated from Penitentiary.

The pen is not in Kingston, it is in a suburb called Portsmouth. Therefore the name should be Portsmouth Provincial Penitentiary—a home for evildoers—bad eggs, etc., as the case may be.

We citizens of Kingston find with disgust in papers all over Canada so and so found guilty of such and such and sent to Kingston Penitentiary, giving strangers who are not acquainted with our beautiful city the impression that there is only a penitentiary with a field around it, a Penitangishine or a St. Vincent de Paul, etc., Not so gentlemen, it is from nature's standpoint the most beautiful city in America. This is the verdict of all commercial travelers and who dare dispute the words of these wise men, God bless them, I hope there is endless fields of flowers and perpetual sunshine for them in the Happy Hunting Grounds whither we are all hustling.

The Galt correspondent complained of carelessness of wholesalers in not shipping goods promptly. This is a great annoyance and very often it is not the fault of the wholesaler, but the manufacturer, and I suppose he blames shipping facilities, and so it goes, they all stand in a circle and point at each other, and you don't know who is to blame—a round robin you know—By the way, try cancelling the order, and you will generally get your goods next morning. A worse fault and a mean one, is travelers cutting the price on an article to start an order, and have the house send on the order less the article which they regret they are just sold out of.

Albert Glover, one of our popular grocers, can now sympathize with Tom Hood, the poet:

"Lullaby, oh Lullaby,  
What in thunder makes him cry;  
Who's that falling, he or I?  
Lullaby, oh Lullaby."

The son of a grocer will be a help to his dad some day, I hope.

Kenneth H. Munro of Montreal, agent of Jacob & Company, biscuit manufacturers, Dublin, Ireland paid a visit to Kingston. His samples certainly show a line of goods unsurpassed. He got his first order from Kingston through his ad. in the Canadian Grocer. I tell you, a space in the "Grocer" for a wholesale house, is equal to a first-class traveller on the road. Retailers eagerly scan the pages of the Grocer each week, and orders pour in from all quarters. Certainly, wholesalers in throwing out tempting offers, may get, once and awhile, a dead beat, instead of a sock-eye, but such things happen all along the line, farmers have to put up with wild mustard and quack grass. Yes, the wholesale man who keeps a space, not once and awhile, but all the time, in the weekly commercial paper, is the one who reaps the benefit.

Nick O'Connor, who joined the staff of the Golden Lion Grocery, McRae & Company, when a mere lad, is now proprietor, having bought the stock. Nick is popular and will hold the trade and add to it. Nick has a sweet voice, and is much sought after at local concerts. He carries with him the good will of the noble band of grocers.

A few Kingston merchants sent in tenders for supplying the Asylums, and two were successful, The Hedley Shaw Milling Company, flour, and W. P. Peters & Brothers, potatoes, (around 1 cent a pound). The McCann Milling Company, Toronto, got the contract for rolled oats, at \$4.40 and split peas, at the same price. Tendering is a gamble. If the goods advance you lose; if they go down you make.

Last year, Gunns, Limited, had the contract for dairy butter at 20 cents, and creamery at 21 1-2 cents, and I am sure they won't object to telling how much they made. Gilbert of Kingston, had the contract for the two years previous, and made, in the first year, about \$200, and lost, in the next year, \$200 or, to put it in Algebraic form, x plus y equals 0. Of course, if you are the right side of the fence, the extras help you out. Many merchants do not tender, and I believe that in the long run, they come under the wire first. Again, very often those who tender and miss, are the ones who win. The Kingston merchant who did not get the butter contract last year, by 1-4 cent, feels that he missed, losing from five to eight hundred dollars.

The Kingston Board of Trade intends to banquet Wm. Lesslie, who released the big steamship Bavarian, aground in the St. Lawrence for the past few months. Mr. Lesslie can hardly get to his home through people shaking hands and congratulating him. Every city has

(Continued on page 26)

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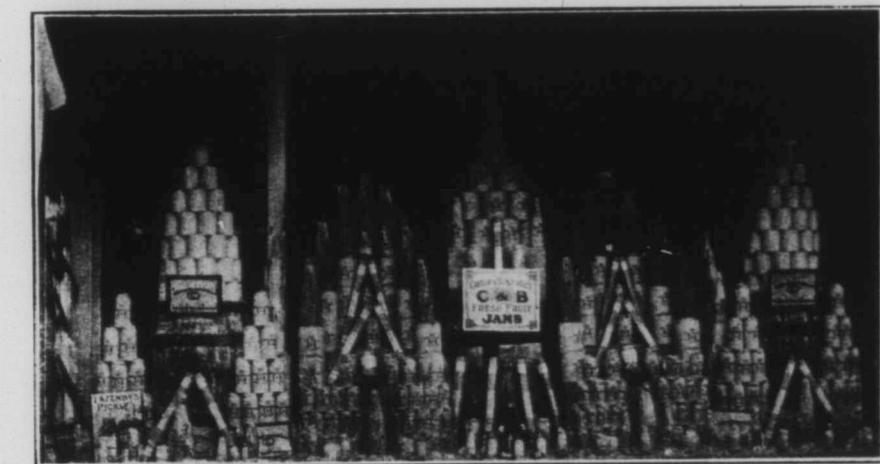
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## PRIZE-WINNING WINDOWS

Winners in the November Window Dressing Competition—Halifax, Elmira and Montreal Represented—Quite Different Plans of Trimming Worked Out.

The prize-winning displays in the Canadian Grocer's November window dressing competition are shown this week. The first prize window was dressed by C. E. Choat, of C. E. Choat & Co., Halifax, assisted by V. W. Grant, one of his clerks, while the window which obtained second place was the work of C. P. Ruppel, clerk in Ruppel & Co.'s "White Grocery," Elmira, Ont.

The two windows under entirely different conditions, show different plans of display. Each is well towards the front in its respective class, but only one could be awarded first place, one had to be placed before the other, and the judges had great difficulty in deciding which was entitled to the preference.



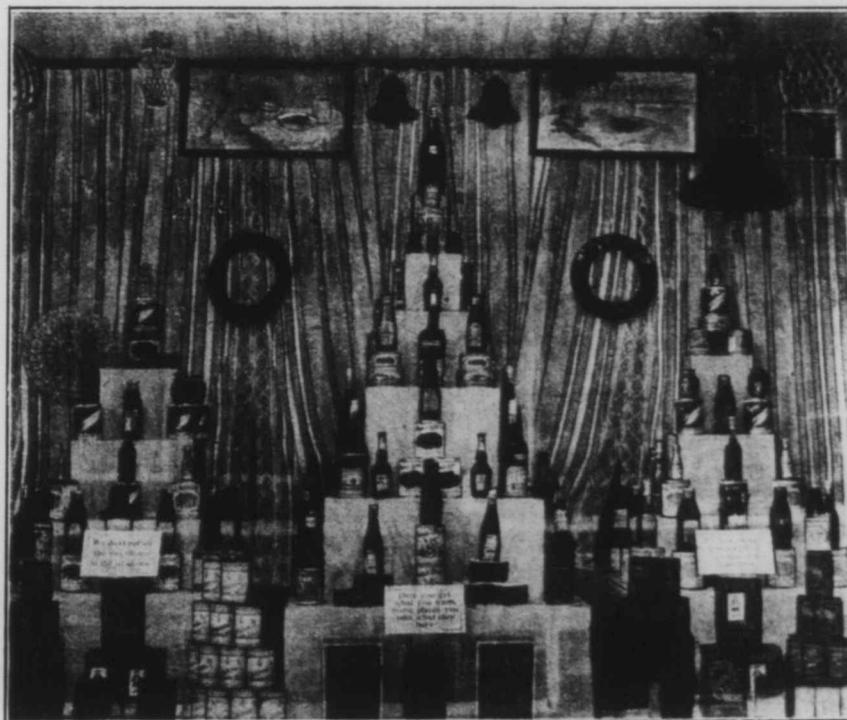
C. E. CHOAT & CO., Halifax.—First.

The first prize-window is that of a large city store, where displays are possible that might be considered beyond the reach of smaller establishments. But the second-prize window shows an arrangement which is possible anywhere, and an attractive display is made out of articles every grocer has in his store.

The Choat window is intended to carry out the idea of an "original package display," and in this it approaches perfection. Every article is in its original wrapper, even the large import casks being made conspicuous, for the purpose of showing how the goods came from London. The straw envelopes are left on the large bottles to show their original condition. The floor of the window is covered with sawdust, and a good sprinkling of sawdust is scattered over the entire contents of the window. In advertising the display, it was called "A Glimpse of London." Choat & Co. supplemented this window display with some sprightly advertising in the Halifax papers. One of their advertisements was recently reproduced in the Grocer.

Mr. Ruppel's window shows how effectively empty boxes can be utilized in the dressing of windows. The three pyramids are composed entirely of various sized boxes, neatly covered with clean paper. The articles are then arranged in the manner shown. The floor is covered with red or white paper, while a few hangers, and tissue paper bells and decorations fastened around the top help to brighten the general effect. The cards shown in this window are deserving of notice. "We don't

put all the nice things in the windows," "It's easy enough to buy right, if you come to the right store," and "Here



RUPPEL & CO., Elmira—Second.

you get what you want; some places you take what they have," are three statements which should cause the prospective customer to do some thinking,

and when the statements are backed up by an attractive display, his thoughts are likely to prove satisfactory to the storekeeper concerned.

The third prize was awarded to Morin & Brother, Montreal. The photograph of their window will be reproduced later on.

The third prize was awarded to Morin & Brother, Montreal. The photograph of their window will be reproduced later on.

### FIRE MARSHALS DON'TS.

State Fire Marshal D. S. Creamer of Ohio, gives following warning regarding merchant's Christmas displays: "In every December figures of fire losses reach this office which eloquently plead for more care in the displaying of Christmas goods. The greater number of these fires start in show windows, especially in those which are dust proof. These tightly enclosed show boxes, after the lights (even electrical) are turned on acquire a temperature higher than blood heat, so everything in them is ready to blaze on slight provocation. Don't use swinging gas brackets, ever. Don't decorate with straw, leaves or paper. Don't use cotton to imitate snow anywhere. Don't use an electric wire for a clothes line.

"Don't fail to put out the smoker—or his cigar. Don't use an arc light without a spark arrester. Don't use any light without a globe or wire screen. Don't entirely cut off ventilation from a show window. Don't put inflammable stuff against an electric lamp socket. Don't have electric bulbs in show windows hung by flexible cords. Don't have open lights for ribbons, fancy papers and light fabrics to blow into. Don't block aisles or exits with displays so to increase the danger from a fire panic.

"Don't let cotton goods or paper shades rest against electric light bulbs. They may char and when charred ig-

nitely. Don't fail, if you have a department store, to test all fire apparatus, to have extra clerks participate in a fire drill.

# 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, Newfoundland and abroad.

OFFICES

<b>CANADA—</b>	
MONTREAL	232 McGill Street Telephone Main 1255
TORONTO	10 Front Street East Telephone Main 2701
WINNIPEG	511 Union Bank Bldg Telephone 3726 F. R. Munro
VANCOUVER	Geo. S. B. Perry
ST. JOHN, N.B.	7 Market Wharf J. Hunter White
CHICAGO, ILL.	1001 Teutonic Bldg. J. Roland Kay
<b>GREAT BRITAIN—</b>	
LONDON	88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim
MANCHESTER	92 Market Street H. S. Ashburner
<b>FRANCE—</b>	
PARIS	Agence Havas, 8 Place de la Bourse
<b>SWITZERLAND—</b>	
ZURICH	Louis Wolf Orell Fussli & Co.

Subscription, Canada and United States, \$2.00  
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                  { Adscript, Canada.

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Tanquay, Alf. T., & Co., Quebec, Que.

## WESTERN CAR SHORTAGE.

It is related of a Southern Manitoba farmer that one year in the early nineties he had a magnificent crop of wheat which as it matured became the light of his eye and upon which he built many rosy colored financial hopes for the future. But one morning he rose early to find that a severe frost had almost completely ruined what had promised to be an exceptionally heavy and profitable crop. It was enough to make the best of men angry, and as he strode over his quarter section surveying the death-blow to his cherished hopes his wrath was kindled not a little. Unable to restrain himself longer he burst out with "D— the C.P.R."

Hostility in the West to the C.P.R. is an old story; it is only natural that when any one road has had for years a monopoly in a big country it should be fashionable, with or without reason, to abuse the management of that corporation. Thus it has been that whenever two or three western farmers met in the general store or in the country hotel abuse of the C.P.R. has been a

topic of conversation not less staple than the weather. With the arrival of other roads they also are being included in the abuse which rightly or wrongly is sure to be leveled at the devoted heads of railway managers.

This fall the complaint has been as to the shortage of cars to move the western crop. This shortage has been very considerable, but has not been confined to any one railroad, to any one part of Canada or to any one part of the North American continent. The whole continent has suffered, all interests, commercial, industrial and agricultural, have suffered from inadequate transportation facilities and the Western Canadian farmer is not the only one who has reason to complain. In a period of unprecedented prosperity the simple fact of the matter is that the Canadian railways have not been able to secure the necessary equipment to keep pace with the growth of the country's requirements. Orders for more cars can't be filled, lumber, steel and other raw materials are not to be had in the quantities required and the shops, working now at full capacity, can not turn out the cars and locomotives for which the railway magnates are calling. The trouble is not confined to the West, and it can scarcely be said that the railway management are at fault. Their prosperity is bound up with the prosperity of Western Canada and it is in their interests to do everything possible to put money in free circulation by the speedy handling of the western crops.

## MAYOR ASHDOWN.

In the election this week of Jas. H. Ashdown to the position of Mayor of Winnipeg by an overwhelming majority the electors of that city did honor to themselves and to one of the leading business men of the West. It is not often that the foremost business man in a city can be induced to accept civic office and under the circumstances Mr. Ashdown deserved the honor of an election by acclamation. The opposition to his candidature was ill-advised and it did not command the sympathy of the best citizens of Winnipeg. The Western Capital is undertaking municipal enterprises which will involve the expenditure of several millions of dollars and it is indeed fortunate that in the expenditure of such large sums the city is to have the advantage of the constant supervision of one of the best financiers in Canada. The paper offers congratulations to Mayor Ashdown and the City of Winnipeg.

## GROCERS AND ORGANIZATION.

Here is a summary of what a good Grocers' Association can do, given by a secretary of an association in New York State after nine years experience. The grocery trade is much the same on both sides of the line and the grocers of Canada should be very much better organized. Read what the man of experience says:—

"First.—We have practically eliminated the 'dead beat.' He has been corralled in our town. Not that we do not lose any accounts whatever, but we have reduced account losing to a minimum.

"How does 1-10th of 1 per cent. loss on a business of \$30,000 strike you? One of our grocers reported that his losses last year was 1-20th of 1 per cent.

"Second.—We have established a system of credits, which gives valuable information pertaining to the probable paying ability of every new customer. This is another thing every 'good' retail grocers' association may do for the grocer.

"Third.—The bringing competitors in trade together, not simply in the association organization, but in actual friendly fellowship—the kind of fellowship that really does something to help each other along in business. Can you imagine a grocer helping his competitor? Can you think of grocers coming together and giving business information to one another that will save them dollars and cents in their business? That is what a 'good' grocers' association will do.

"Fourth.—Bringing grocers face to face with the fact that all their material interests are in common; when one suffers, all suffer; when one grocer's business is disturbed, all are disturbed; all are prosperous, or not prosperous together. A 'good' grocers' association will cause its members to recognize this fact.

"Fifth.—A 'good' grocers' association will drive out the trade ticket and the premium schemes.

"Sixth.—A 'good' grocers' association will stop price cutting, and put a reasonable profit on every article.

"Seventh.—A 'good' grocers' association will regulate the kind of goods its members sell. It will agree to specify some kinds of goods, as soaps and cereals, the members do not want to put in stock, and will save them hundreds of dollars in unnecessary stock.

"Eighth.—A 'good' association will see to it that their interests are protected by having passed city ordinances, restricting the huckster, the peddler, and the enforcement of ordinances and laws for their mutual profit.

"Ninth.—A 'good' grocers' association will help the grocer by using its influence to elect members of Assembly and State Senators, who will pass or amend State laws in his interests, like the garnishee law, or the woman's liability bill.

"Tenth.—A 'good' grocers' association will help the grocer in national legislation through the National Grocers' Association, and will bring him in touch with every other grocer in the United States."

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## HOW THE SOAP COMBINE DIED

Took the British Public, Grocers Association and the Press Less Than Two Months to Make an End of it—The Advance in Canada.

The sudden demise of the English Soap Trust was a surprise to even its members. They met in Liverpool Friday, November 23, and at the conclusion of the meeting the following statement was handed out:

"The working arrangement entered into between the leading soap makers of the United Kingdom has been received with such great disfavor by the trade and the public as to make it unworkable, and as it is clearly the first consideration to endeavor to satisfy the trade and the public it has been decided to terminate the working arrangement.

"From to-day, November 23, each firm will, therefore, continue to conduct its own business, as was done prior to the negotiations being entered upon, and entirely separate from each other. The working arrangement between the leading soap makers is now, therefore, absolutely and finally dissolved."

When the representatives of the various firms in the Soap Trust went to the meeting at Liverpool yesterday they had no inkling of the startling events which were to follow. A discussion was initiated as to the feeling that had been raised against the Trust, and in the midst of this discussion the resolution quoted above was put and carried.

### Didn't Take Long.

It took just a month and a half plus a few days, to smash the trust. There were rumors of the move in August, but it was only on October 5, that a definite statement of the formation of the Trust was made in the London Daily Mail. The Grocers' Associations all over the country got busy, and took what action they could in resolving to handle only, or at any rate give preference to soaps of individual makers.

The press of England entered upon a campaign and not only attacked the Trust, but published the names of independent makers, and under large head lines advised the public which soaps to buy.

Cartoons were a powerful factor in the fight. Herewith is reproduced one from the Daily Mirror of London.

The music halls took up the song, and here is a sample verse:

Our grocers and oilmen are all losing hope,  
They're cutting their profits and squeezing their soap;  
They've put on the "Lever" and turned on the screw,  
But the "Daily Mail" says this won't wash—I'll fight you.

(Chorus.)

Now in Skyland, Skyland, their ways would not do,  
For in my land in Skyland, the Trust—  
It would jolly soon "bust,"  
For we find our own "Sunlight" in Skyland.

### In Canada.

The soap situation in Canada is worth keeping an eye on. The grocer who would be equipped should know the weights of the various soaps he sells, and make an examination from time to time.

The makers of Surprise, the St. Croix Soap Company, St. Stephen, N.B., have issued the following statement in regard to the recent advance:

"High cost of Soap-making materials: Tallow, Cocoanut Oil, Cotton Seed Oil, Rosin, and many other articles, is

### PRODUCE FIRM ASSIGNS.

At the request of Charles Mignault, the produce firm of Lajeunesse & Duclos, Montreal, has assigned. Liabilities amount to \$19,000 and assets to \$1,500. Following are the principal claims: Charles Mignault, \$2,588; St. Hyacinthe Bank, \$2,400; E. N. Deschatelets, \$3,524; Pearn Butler Co., Limited, \$854, and the Imperial Bank (secured), \$9,297.81. Mr. Charles Mignault, the petitioner, was appointed provisional liquidator.

### LIKES THE GROCER.

G. H. Richardson, 109 Pearl St., Hamilton, paid the Grocer office a visit last week. "I am a great admirer of your paper," he said "and must say it pleases me better every week. I made up my mind that when next in Toronto, I would



THE TAMER OF THE BRITISH LION

(From the Daily Mirror, London.)

The Soap Trust made full arrangements to control the British Lion as well as the soap trade, but up-to-date the affair has not come off.

the reason of the advance of 30 cents in price of "Surprise" Soap.

"We determined that we would not change the size of the cake or bar, nor the well-known quality of "Surprise." These remain exactly as they have been.

"In making the change we have kept the advance down to the smallest possible margin, so that the trade will have at least a fair profit on "Surprise," which means after all a good percentage on such a standard article."

call at your office and personally express my appreciation of the paper you are turning out for the grocery trade.—You are doing a good work."

"Melagama," the delicious tea blended by the old firm of Minto Bros., was well to the front at the recent Central Canada Exhibition at Ottawa. The firm were awarded a diploma for their exhibit here. Their tea is a blend of high-grade Himalayans and Ceylons.

FROM GROCER CORRESPONDENTS.

(Continued from page 22.)

its hero, and Kingston is proud of its sons—and daughters too.

Mr. Plewes, who formerly ran a flour and feed store in St. Catharines, is traveling for the Hedley Shaw Milling Company. He is bound to be popular with the business men. He is "Perfection."

The disgraceful old antideluvian toll gates are fast disappearing, and the sooner the better. Kingston has been cursed with them. You couldn't get into Kingston, or out of it, with a horse and rig without being held up. If you refused to pay, the old man with the weather-beaten face, would drop a 3 x 4-inch scantling, hinged to the side of the toll gate, down in front of you. An old wooden bridge across the mouth of the Catarqui River has a little house on it, and when you wish to drive across the river, the lessee—named Bowman—shoots out like an arrow and demands five cents for a single horse, or ten cents for a team. After you satisfy him, he retires, and you go on in safety—unless your horse breaks through. Of this, however, there is not much danger, as you are compelled to walk or be prosecuted. The stock-holders are anxious to keep the tolls, but public sentiment is against them, and will win. A strong opponent of toll roads used to go two miles around to escape paying 4 cents toll.

If you want to learn a little about travellers and their victims, the retailers, take a five days' trip with a knight of the grip and you will always have a soft spot for the poor devils (please excuse; I seldom use strong language, but I speak kindly). If some of the stick-in-the-office wholesale merchants would turn out of their comfortable chairs once or twice a year and go with John James, or Your Traveler, it would be a revelation to them, especially the way back country, where you get pork and cabbage three times a day for a change, and the mosquitos come at you with a war whoop, and drill holes in your cheek—of course, the traveller's cheek can stand it, but this is on the side. Then you are tired after 40 miles drive. You go to bed, and feel comfortable for a few minutes. Then something tickles and bites in seven or eight—(ate)—places, till you jump out of bed and strike a headlight or a telephone match to investigate what is wrong. They look like flax seed, but my, how they jump. Yes, I would strongly urge every owner and manager of a wholesale house to accompany one of his travellers twice a year, and he will learn something. There is the bright side, you know; fresh air, sunshine, beautiful scenery, pleasant faces, and wealth on every hand. That's why travellers get fat and healthy. Nothing like roughing it, if you want good health.

A Kingston merchant tendering for butter supply of Asylums, put dairy 22 and creamery 23½ cents for last year's

supply. He got word back saying: "I have the honor of returning your cheque or bond as you were not the lowest tenderer." The Lambton Creamery of Petrolia, got the contract for both at 23 1-2 cents. Wonderful how some men can stand up and lie. But all's for the best; be sanguine and cheerful.

GODERICH ET AL.

Trade is reported decidedly quiet by grocers and travelers in this section, in spite of the fact that we are having perfect sleighing unusually early. The stores are now showing "Christmas" windows and decorations, and newspaper advertising takes on an appropriate tone; most of them have added to their staff of clerks.

Geo. Stewart, who formerly conducted a grocery business in Clinton, is now "homesteading" in the west, fifty miles from a railroad; his family are staying in Hartney.

Mr. Walkom and Mr. Crawford, the Dungannon merchants, have each added an additional clerk to help handle the anticipated Christmas business.

A number of hotels in this part of the county are changing hands. The Commercial, at Blith, has been sold to J. A. McCaughey, of Clinton, who will take possession on the 17th. The Albion, at Gorrie, has been sold to Geo. Howes, of Mt. Forest, and the former proprietor, Geo. Town, is going west. Report now has it that the Huron House, Goderich, is to be sold, and that the present proprietor, N. J. Morrissey, is to remove to Toronto. The Grip Hotel, Seaforth, has been sold to J. Fitzpatrick, of London.

J. T. Goldthorpe, the Saltford grocer, has purchased another parcel of land in Goderich, and will now build a residence for himself on Gloucester Terrace.

The business block in which P. T. Dean's grocery is situated, was recently sold by auction to D. Brown. The new landlord is going to re-model and extend the grocery store.

A. E. Eggleton, traveler for Ford & Featherstone, Hamilton, was in town a few days ago selling Cary safes to hold the wealth of the merchants of our burg.

The district has been pretty thoroughly worked by poultry buyers lately, and the natives will have to pay decidedly good prices for their Christmas fowl, not to speak of the poor traveler who hopes to get ahead of the city dealer by carrying home a big turkey bought at the country price. A shipment of turkeys, geese and ducks worth over \$1,700 was made from Goderich last week by G. M. Elliott, and J. R. McNabb spent \$1,500 the week before in Dungannon, for enough birds to fill four wagons. Canelon, of Clinton, and other buyers, are of course also in the field. The market this year, it is understood, is "out west."

INGERSOLL.

The advent of winter has given trade a very satisfactory impetus. The Christmas shopping is well under way, and in sugar, raisins and currants, and the other articles that form a part of the holiday delicacies, a thriving business is being done. Country people are beginning to market their produce with greater regularity and in larger quantities, a fact that always means more business for the grocer. Ingersoll grocers know the value of preparing early for a holiday rush. This year they have prepared

for a greater volume of business than in any previous year.

Thomas Seldon, the local poultry exporter, is authority for the statement that turkeys are plentiful this season, and that the quality is considerably above the average. Mr. Seldon stated that he has exported a third more this year than last season. The absence of the turkeys from the markets gave rise to the supposition that they were scarce. Mr. Seldon predicts comparatively cheap turkeys at Christmas time. He explained that the only turkeys purchased thus far were gathered up by the exporters. There was practically no demand from the United States for our turkeys for Thanksgiving, and as the exporting season is about at a close, the remainder of the turkeys will be rushed into the Canadian market for the Christmas season. The farmers have not endeavored to market their turkeys, and, when they do, they will, in many instances, offer their entire flocks. The exporters have been paying eleven cents per pound alive.

IMPORTANT REAL ESTATE DEAL.

It was learned to-day that the large brick block on north-east corner of Church and Fronts Sts., Toronto, has been purchased by White & Co., Limited, fruit and produce people, who will convert it into one large warehouse for their exclusive use. The property was lately owned by John J. Fee and the price paid is said to establish new values in that neighborhood. White & Co.'s extensive and increasing business has made it imperative to secure larger premises, and the new warehouse, it is said, will be the finest and best equipped in Canada. It is their intention to establish eventually a cold storage plant of their own in the building. They have re-leased their present warehouse at 64 Front St., which adjoins the other building and this will give them cold storage accommodation. They will submit a portion to John J. Fee.

FOR THE CHRISTMAS TRADE.

White & Co. are exhibiting some special lines of fancy fruits and vegetables for the Christmas trade, including Florida pines, red bananas, mushrooms, cucumbers, tangerines, California celery, Jersey sweet potatoes, Boston head lettuce and many other lines for the festive season.

WHOLESALE GROCER MARRIED.

Hugh Blain, of the Eby Blain Co., was married on Thursday last at Hamilton. The bride was Olive Stanley Miller, widow of the late W. H. McClure, of Hamilton. The wedding took place at the home of the bride's son-in-law and Rev. Canon Wade officiated.

TRADE NOTES.

Laporte, Martin & Co., Ltd., Montreal, have been appointed sole selling agents for Canada for the Pasteurized Fluid Beef "Vita."

Medland Bros. have been appointed selling agents in Toronto for the Wallaceburg Sugar Co. They are showing some very fine samples.

# Markets and Market Notes

## QUEBEC MARKETS.

### POINTERS.—

- Fish—Revised.
- Evaporated apples—Advanced.
- Rice—Decline.
- Teas—Interesting.

Montreal, December 13, 1906.

With the coming of the middle of December, is witnessed the first days of the annual December dullness, the aftermath of a busy Christmas season. Orders are still being delivered to local points, and city trade is fairly active, but the real rush which characterizes the holiday season is nearly over. Collections are reported good. Canned goods are quiet, there being little activity in this line. In sugar, trade transacted is of a hand-to-mouth character.

Teas are interesting. Ceylon greens are apparently on the eve of an advance. Business in teas has been particularly good so far this month, to the surprise of tea merchants. Dried fruits are scarce, but arrivals of new nuts are of daily occurrence. The first new shelled walnuts arrived early in the week. Evaporated apples are higher again this week. Beans are scarce, and prices are firmly held. Good trade is being done in maple products. There is something in the air in rolled oats circles—just what, remains to be seen. The general opinion is that there will be an advance, but this has to take place before any one can say it is a fact.

**CANNED GOODS.**—Very little is going on in the canned goods market. Stocks are gradually being completed through the arrival of last deliveries, and the excitement which has existed for such a long time is simmering down.

**SUGAR.**—Sugar is unchanged at the recent advance in prices. Refineries report good demand, but the jobbers say they are doing only a hand-to-mouth business. Demand does not seem to be very strong at present. Grocers throughout the country are stocked for the holiday trade.

Granulated, bbls.	\$4 40
" 1-bbls.	4 55
" bags.	4 35
Paris lump, barrels	5 05
" half-barrels	5 05
" boxes, 100 lbs.	4 35
" boxes, 50 lbs.	5 05
Extra ground, bbls.	4 80
" 50-lb. boxes	4 90
" 25-lb. boxes	5 00
Powdered, bbls.	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 95

**SYRUPS AND MOLASSES.**—It is yet too early for real interest to be displayed in syrups and molasses, although but the former article is moving out much better this week than for some time past.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30

Porto Rico	0 40
Corn syrups, bbls.	0 02
" 1-bbls.	0 03
" 1-bbls.	0 03
" 32-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz.	2 40
" 10-lb. " 1 doz.	2 35
" 20-lb. " 1 doz.	2 25

**TEAS.**—Business in teas during this week month has been much better than was anticipated by tea merchants. December is a dull month under ordinary circumstances, but this year several good transactions have been made by different tea houses. Cable advices from Colombo say that Ceylon greens are likely to advance, and this seems to be the general opinion locally. In fact, it is said that Ceylon blacks are also likely to be higher in a short space of time. It is rather safe to say, judging from present indications that Ceylon greens will soon be from 1-2 to 1 cent higher. The scarcity of Ceylon teas has created a good market for Japans. These teas are very scarce as many know to their sorrow, not being able to obtain any stock. Low grades are absolutely out of the market in anything larger than very small quantities from the jobber to the grocer, but even so very few jobbers have the amount they would like to have. Some inquiry for black teas from London is reported.

Japans—Fine	0 25	0 30
Medium	0 20	0 23
Good common	0 18	
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchong	0 15	0 20
Indian—Pekoe Souchong	0 12	0 13
Ceylon greens—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13	0 14
China greens—Pineany gunpowder, low grade	0 11	0 15
" pea leaf	0 19	0 22
" pinhead	0 31	0 35

**COFFEE.**—Business is fair to good at unchanged prices. Reports received from primary markets are to the effect that mochas are likely to be higher before they decline, but to date, local quotations have not been affected.

Jamaica	0 10	0 11
Java	0 18	0 30
Mocha	0 19	0 22
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

**FOREIGN DRIED FRUITS.**—Very little new in the way of new features has developed in this market. Raisins and currants are scarce and prices are well maintained. Prunes are firm at prices quoted. Christmas trade is now pretty well over, and the annual December dullness is setting in. Dealers report having had an excellent season in nuts, despite the high prices which ruled. New shelled walnuts are now on the market, quoted from 23 1-2 to 24 cents. New Grenobles and marbots as well as filberts, continue to move out freely.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08 0 09
Selected, per lb.	0 09 0 10
Layers	0 09 0 10
Dates—	
Dates, Holloweys, per lb.	0 05 0 06
Californian Evaporated Fruits—	
Apricots, per lb.	0 23

Peaches	16
Pears	0 17
Malaga Raisins—	
London layers	2 25
" Connoisseur Clusters	2 50
" boxes	0 80
Royal Buckingham Clusters, boxes	1 10
" boxes	3 50
Excelsior Window Clusters, boxes	4 50
" boxes	1 30

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

Prunes—	Per lb.
40-50s	0 08 0 09
50-60s	0 08 0 08 1/2
60-70s	0 07 0 08
70-80s	0 07 0 07 1/2
80-90s	0 06 0 06 1/2
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 06 1/2
" 50-60s	0 07 1/2
Oregon prunes (French style), 60-70s	0 07 1/2
" 90-100s	0 06
" 100-120s	0 06

Currants—	
Filiatras, uncleaned, barrels	0 07 0 08
Fine Filiatras, per lb., in cases	0 08
" cleaned	0 08 0 09
" in 1-lb. cartons	0 09
Finest Vostizzas	0 08 0 09
Amalias	0 07 0 07 1/2
Sultana Raisins—	
Sultana raisins, per lb.	0 12 0 15
1-lb. carton	0 16

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

**PEELS.**—Prices are still quoted as hereunder.

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

**SPICES.**—Spices are in fairly good demand for the season of the year, but business on the whole is rather quiet.

Peppers, black	0 15 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24 1/2
Ginger, Cochin.	0 17 0 17 1/2
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

**EVAPORATED APPLES.**—Interest in this market is great, owing to the somewhat peculiar situation which exists. It would now seem certain that this fall's market would follow upon the heels of that of last year. Prices have been climbing steadily and there is every indication of still higher figures ruling. To-day as much as 10 cents is asked for good stock, although sales have been made at less than this figure—as low as 9 cents. Stocks held locally are very small, and are not likely to be replenished to such an extent as to bring prices down materially. Grocers desiring to carry this line should buy before prices advance to a position which prohibits buying.

**RICE AND TAPIOCA.**—As a result of the new tariff, rice has declined twenty cents. The new prices are here quoted. It is expected that there will be more buying now that the changes have come into effect.

In tapioca there is very little business passing, and the situation is featureless.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 08

BEANS.—Owing to difficulties in obtaining transportation, the bean market is very firm. Spot stocks are light, and anything held brings a good, stiff price. Dealers are asking \$1.40 at present.

Choice prime beans..... 1 40

MAPLE PRODUCTS. — Although it is getting late for the holiday trade, there is still considerable activity in maple goods. Prices are unchanged at figures quoted. Some fairly good orders were shipped this week, but most of these had been booked during November.

Maple syrup, bulk, per lb..... 0 07½ 0 09  
Pure Townships sugar, per lb..... 0 10  
Pure Beauce County, per lb..... 0 11

RAW FRUITS.—Prices do not show any change this week.

Bear, black..... 4 00 12 00  
Raccoon..... 0 50 1 50  
Fisher, dark..... 5 00 7 00  
Otter, dark and fine..... 15 00 25 00  
Marten, dark..... 3 00 5 00  
Mink, dark..... 2 25 5 00  
Fox, red..... 1 75 3 00  
Lynx..... 4 50 7 00  
Weasels..... 0 10 0 50  
Skunk..... 6 00 1 50

ONTARIO MARKETS.

POINTERS.—

Sugar—Steady.  
Beans—Lower.  
Peels—Scarce and higher.  
All canned goods firm.

Toronto, December 13, 1906.

The transfer of groceries from wholesaler to retailer continues in sufficient volume to enable the jobbers to say business is brisk, but the holiday dullness is within call, and trade is not nearly as active as it was a week or so ago. Sugar is steady again and there is no indication of a rise or fall at this writing. Canned goods are very firm; fruits are pretty well cleaned up. Dried fruits and nuts are strong. It is said there will be a decided scarcity of candied peels and walnuts. The bottom has dropped out of the bean market. Collections are reported satisfactory. This winter weather has set things going all over the country, and an exceedingly heavy Christmas trade is expected.

CANNED GOODS.—The market is firm for all lines. Fruits are pretty well cleaned up, and there is a feeling that there will be higher prices for vegetables before the next pack arrives. Prices, however, are unchanged.

SUGAR. — The market for raws is steady and without further change in refined. New York refiners have 500,000 bags engaged for early shipment, and are independent for the time being. There are 18 centrals grinding in Cuba, compared with none last year, and 17 two years ago. "The prevailing conditions of the sugar trade," Willett & Gray say, "are much better than they were at this time last year." Willett & Gray say of the visible supply: "Total stock of Europe and America, 1,785,971 tons, against 1,966,739 tons last year at the same uneven dates. The decrease of stock is 180,768 tons, against

a decrease of 203,700 tons last week. Total stocks and afloats together show a visible supply of 1,890,971 tons, against 2,006,739 tons last year, or a decrease of 115,768 tons."

Paris lumps, in 50-lb. boxes..... 5 13  
" " " " in 100-lb. "..... 5 03  
St. Lawrence granulated, barrels..... 4 48  
Redpath's granulated..... 4 48  
Acadia granulated..... 4 43  
Berlin granulated..... 4 38  
Ploenix..... 4 48  
Bright coffee..... 4 28  
Bright yellow..... 4 33  
No. 3 yellow..... 4 18  
No. 2 "..... 4 18  
No. 1 "..... 4 08  
Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES.—Prices are unchanged.

Molasses—  
New Orleans, medium..... 0 30 0 35  
" " " " " bbls..... 0 30 0 35  
Barbadoes, extra fancy..... 0 40 0 50  
Porto Rico..... 0 45 0 60  
West Indian..... 0 30 0 35  
Maple syrup—  
Imperial qts..... 0 87½  
1-gal. cans..... 0 95  
5-gal. cans, per gal..... 1 00  
Barrels, per gal..... 0 75  
5-gal. Imp. brand, per can..... 4 50  
1-gal. " " per case..... 5 10  
1-gal. " " "..... 5 60  
qts. " " "..... 6 00

TEA.—There is a very strong market for all teas. The advance on good liquoring teas of the lower grades in Ceylon is 3 cents a pound within the last three months. The lowest point was in July and prices then were 4 cents below present levels. Flavoring teas of the better class are almost en-

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec. 13, 1906.

BUTTER—Good local demand, but no material change in situation.

CHEESE—Continued quiet in market.

EGGS—No change has occurred.

PROVISIONS—Prices unchanged. Business fairly good. Abattoir dressed hogs quoted \$9.25 to \$9.50 per 100 lbs.

tirely wanting and cables from abroad consistently report inability to execute orders for full quantity asked. The Calcutta market has been cabled 1-2 cent dearer from the sale of last week, Wednesday, with light supplies and strong demand.

COFFEE.—The market is steady. Willett & Gray, New York, are still very bullish, and declare that prices must advance.

DRIED FRUITS.—The Valencia market in Spain is dearer by about two shillings since last week. The report is that good sound fruit is very scarce, and that the few growers holding them are more disposed to hold on till spring.

A firm market and light stocks of currants are reported from Greece.

The California dried fruit market is in chaos. Seeded raisins are quoted f.o.b. at the coast nearly as high as the retailer is buying them here. That price is practically prohibitive as far as this market is concerned, but the largest shippers are refusing any new business. Prunes are now at about normal prices, which is considerable above the open-

ing. Large sizes are hard to get. They are declared to be now the cheapest fruit available, and heavy business in them is expected after the New Year.

Peels are getting scarcer on spot, and prices are advancing. Some fear an actual shortage.

Whittall & Company Smyrna, report to P. L. Mason & Company, Toronto, that total stocks of Sultana raisins on November 22, amounted to 2,500 tons, and not much of that would be left by the end of the year. No decline of prices could be expected.

Prunes Santa Clara—  
Per lb. Per lb.  
90-100s, 50-lb boxes 0 05 0 05½ 60-70s, 50-lb boxes 0 07 0 07½  
80-90s " " 0 05½ 0 06 50-60s " " 0 09 0 09½  
70-80s " " 0 06½ 0 07 40-50s 25-lb " " 0 09 0 09½  
30-40s " " 0 10 0 10½

Note—25 lb. boxes 1c. higher than 50 lb.  
Candied and Drained Peels—  
Lemon..... 0 11 0 11½ Citron..... 0 21 0 22  
Orange..... 0 11 0 12

Figs—  
Elemes, per lb..... 0 18 0 15  
Tapieta, "..... 0 03½ 0 04

Currants—  
Fine Filiatras..... 0 07½ 0 7½ Vostizzas..... 0 08½ 0 10  
Patras..... 0 08 0 08½  
Uncleaned, 1c. less.

Raisins—  
Sultana..... 0 10 0 12  
" Fancy..... 0 14  
" Extra fancy..... 0 18  
Valencias, selected..... 0 09 0 09½  
Seeded, 1-lb packets, fancy..... 0 10½ 0 11½  
" 16 oz packets, choice..... 0 10 0 11  
" 12 oz. "..... 0 08 0 09

Dates—  
Hallowees..... 0 05 Fards choicest.....  
Sairs..... 0 04½ " choice.....  
Domestic evaporated apples..... 0 17½ 0 08

NUTS.—The market is firm for all kinds. Walnuts are higher, and filberts also.

Almonds, Tarragona, per lb..... 0 15  
" Formigetta..... 0 13½ 0 14  
" shelled Valencias..... 0 30 0 32  
Walnuts, Grenoble, "..... 0 12½ 0 13½  
" Bordeaux, "..... 0 10½ 0 11  
" shelled..... 0 27 0 28  
Filberts, per lb..... 0 10½  
Pecans, per lb..... 0 17  
Brazil, per lb..... 0 18  
(The following quotations on peanuts are for sack lots, green. For roasted add 5c.)  
Selected Spanish..... 0 08½  
A 1's, banners and suns..... 0 08  
Japanese Jumbo's..... 0 08½  
Virginia "..... 0 10

SPICES.—Quotations are unchanged.

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

RICE AND TAPIOCA. — Rice has been reduced 10 cents a hundred by the mills in Montreal, but the jobbers here got their stocks in before the close of navigation and the tariff reduction of 1-2 cent has not affected prices here yet.

Rice, stand. B..... 0 03½ 0 03½  
Rangoon..... 0 03½ 0 03½  
Patna..... 0 05 0 05½  
Japan..... 0 06 0 07½  
Java..... 0 06 0 07  
Sago..... 0 07  
Carolina rice..... 0 07½ 0 10  
Tapioca, medium pearl..... 0 07  
" double goat..... 0 07½

BEANS. — The export demand is smaller than usual, and this coupled with a good crop has resulted in a very weak market.

Beans, hand picked, per bush..... 1 50  
" prime, No. 1..... 1 40 1 45  
" Lima, per lb..... 0 06½ 0 07

SEEDS.—Trade is quiet. The only change is an advance of 25 cents in fancy red clover.



xxx Granulated .....	\$4.50
Austrian Granulated .....	4.40
Bright Yellow .....	4.30
No. 1 Yellow .....	4.00
Unbranded .....	3.85

**PRODUCE**—The receipts of produce during the past week have been unusually heavy. Vessels from Prince Edward Island points have arrived here with cargoes of potatoes aggregating 30,000 bushels. Fifty cents per bushel is the price quoted at the wharves. At these figures the sales are not very brisk. Householders who usually laid in large stocks for use during the winter are not following out that custom this year, and outside of the big commission houses, but few of the retail men have laid in stocks. Many of them say that they will not fill their cellars this year, for with the high price and the unavoidable rot later on there would be no money in handling them in the spring. The market for potatoes in the West Indies is not quite so strong, as imports from Holland are competing with shipments from Nova Scotia, with the result that the price is lower now than was quoted the shippers before the arrival of the Orinoco's cargo from Halifax.

**APPLES**—There is a good supply of apples on the market, but first-class stock is scarce. The shipments are not very heavy now, as the frosty weather has made the movement of fruit rather risky. Jobbers are quoting \$4 per barrel for the finest Nova Scotia kings, and about \$3.50 for other winter varieties. Bishop Pippins, a favorite variety for local use, are very scarce, and northern spies are not very plentiful. Locally there is a fairly good demand for firm fruit.

#### NEW BRUNSWICK MARKETS.

St. John, N.B., Dec. 10, 1906.

The new custom tariff was a disturbing feature of these first winter days. In looking it over, it is the general opinion, that as a whole, the duties are higher. The changes are very numerous, though not usually great. There is, of course, an entire change in the British preference application. The Chinaman should be happy, as the duty on rice is considerably lower. Not so with the small boy, as on peanuts it has been raised a cent, equal to fifty per cent. The trade are at a loss for a reason, considering that last year the average price of peanuts imported was about 2¾ cents f.o.b. Norfolk, it seems absurd there should be a duty of three cents. The duty on packages has always been extremely unpopular, while in some cases this has been done away with, in very many it has been added. It is difficult to find a reason why packages for goods paying on ad valorem duty should pay and not where the contents pay a specific duty. In fact it is difficult to defend the package duty, particularly where the package is necessary to carry the goods, and in some cases has no further value.

Dealers are still very busy, markets are firm, particularly dried fruits, which show quite an advance. Cream of tartar is firmer. Outside of the duty, rice, particularly Patna, is higher.

**OIL**—In burning oil, as is expected at this season, sales are heavy. This is the big consuming month. Lubricating oils just a fair sale. Paint oils are quiet, the outlook is for rather higher values.

**SALT**—There is but fair sale at this season. Little, if any, Liverpool coarse salt is being received. This always means rather higher prices, as goods must be sold ex-warehouse.

**CANNED GOODS**—The trade feel prices are too low in vegetables, particularly tomatoes. In fruits, peaches, strawberries and raspberries, are light stocks. Gallon apples firmly held and have good demand. Meats firmer. The new tariff affects these. This is the quiet season. Oysters are scarce and higher. Salmon firm. Lobsters continue extreme. In domestic, fish, sardines held firm, kippers and haddies unchanged.

**GREEN FRUIT**—This is one of, I might almost say, the few lines in which duties are reduced. Several fruits have always been free, now oranges and lemons have been added to the list. Jamaica oranges largely supply the market. Price low. First Valencias here, full prices asked. Lower prices will rule with next shipment. Lemons are lower. Grapes firm. Cranberries quite high.

**DRIED FRUIT**—In raisins high prices continue, supply not large, particularly in bulk goods. Prunes are

not a large stock, prices are higher. Several cars, particularly of Carton prunes, have been late arriving. Currants have been very scarce and high. The situation shows some improvement. Dates, figs, and peels are high. While the change in duty will slightly lower prices in figs it means rather higher prices in dates. Nuts, generally higher, though walnuts are quite low. The advance in the duty on peanuts is very unpopular. Beside the extra cent duty prices are very high. Evaporated apples higher and very firm. Onions remain quite low.

**SUGAR**—The change in the tariff referring to sugar is generally commended. The protection has been considered too high. Market is firm at the advance of last week.

**MOLASSES**—To the surprise of many fancy Barbadoes continues its hold on the market. Stock light and prices firm at the higher figures. Choice Barbadoes and Porto Rico unchanged.

**FISH**—With the colder weather there is improved business in fresh fish, chiefly cod and haddock. Stock is scarce and prices high. In finnan haddies prices held firm. Other fish seem easier. Season of sale is late. This applies to dry cod and pollock and smoked and pickled herring.

**FLOUR, FEED AND MEAL**—In flour, prices unchanged, sales but fair at this season. Feed is high. Oatmeal, while firm, is unchanged. Cornmeal is also firmly held. Oats keep high. Beans are unchanged except yellow eyes, which show quite an advance. Barley and peas are very dull.

## INSPECTION OF CANNED GOODS

Government Measure Introduced in Parliament has the Approval of the Packers—All Cans to be Dated—Cost \$60,000 a Year.

Hon. Sydney Fisher, Minister of Agriculture, presented to Parliament at Ottawa, on Tuesday, a resolution "that it is expedient to pass an act to provide for the further supervision and inspection of canned food products, meats and fish, and for the appointment of inspectors for the enforcement of the act."

The trade of Canada will approve this measure as a move not alone in the interest of the public and the trade, but one that will tend to protect and foster the canning and packing industry which has grown to be one of the great natural industries of Canada.

The revelation of the Chicago packers' wickedness induced the Canadian Government to make a thorough inspection of the packing industry here. The proposed legislation is the result, and it has the hearty approval of the canning and packing interests.

Inquiries from abroad regarding the nature of the laws in Canada respecting the inspection of food products, Hon. Mr. Fisher explained, demonstrated the necessity in the interests of the trade and of the Dominion that a proper and effective inspection be required. The canners themselves also realized the ne-

cessity and had acquiesced in the proposition to enact the proposed legislation. The bill which he proposed to found on the resolution before the House provided for the inspection of all canned meats, fruit and vegetables and fish, and applied also to meats not canned, such as bacon, hams, poultry and sides or quarters of large animals. Canned meats are treated a little differently, the provisions in respect to this article of food being a little more complete and a little more drastic than are those which apply to fruits, vegetables and fish. The phraseology of the bill is designed to cover canned goods when enclosed in bottles. Suggestions he had received had led to the conclusion that the interests of the trade and the country required that there should be most complete Government supervision and inspection of the factories where meat was canned. It was provided that Government inspectors should inspect the animal in the first place before it is slaughtered and the meat after slaughtering and before it is put in the can, and, further, that the Government have authority to inspect the meat at any or

(Continued on page 38.)

# GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

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# "VITA"

## The best Fluid Beef on the market

Have you ever tried to get hold of something in the way of a Fluid Beef which would meet every requirement of the housewife in search of the real article ?

If you have, you know how difficult it is to obtain a real Fluid Beef which will give satisfaction.

But you need have no trouble in this direction in the future.

We have just secured sales control for Canada of the famous Pasteurized Fluid Beef

# VITA

This is something new—it is the genuine article—nothing like it on the market. Can be used with hot or cold water. The real thing to make a rich, nutritious, appetizing drink for cold weather. Supports and builds up the system.

**Vita Sells on Sight -- Place a Trial Order.**

## LAST MINUTE ORDERS

It's getting on toward Christmas and you're well advised to be prepared for the holiday rush. Is there anything you want in

**Canned Goods, Teas, Raisins, Currants, Prunes,  
Wines, Liquors or Nuts ?**

If so, we can supply you up to the last minute.

REMEMBER VICTORIA BRAND JAPAN TEA. IT'S A GREAT SELLER.

# Laporte, Martin & Cie., Ltee.

Wholesale Grocers and Importers, - - MONTREAL

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**CONDENSED OR "WANT" ADVERTISEMENTS**

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

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

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

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

**REPRESENTATIVES WANTED**

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

**HUSTLING TRAVELLER WANTED**—To cover all large towns and cities with a specialty; must be reliable and experienced traveller; salary and commission. Mayell & Co., Toronto.

**EXPERIENCED TRAVELLER**—For western Ontario; good connection with grocery and general store trade; will pay big salary to first-class man. Mayell & Co., Toronto.

**AGENCIES WANTED**

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

**FOR SALE.**

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

**SITUATIONS WANTED**

**TO** manufacturers, wholesale grocers and others—experienced traveller seeks position. Box 128 CANADIAN GROCER, Toronto.

**Expert Bookkeeping**

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

**PERCY P. DAVENPORT**

622 McIntyre Block, - - WINNIPEG, MAN.

**Square your accounts**

**BRITISH AND CANADIAN BACON.**

P. B. Ball, Canadian Commercial Agent, at Birmingham, concluding an article on bacon says: "Probably the only remark I can make in connection with this, is the extremely high price of Canadian bacon here. Certain brands of Canadian bacon are bringing 2s. per cwt. more in the British market than British bacon."

This was at the end of October. The "British" bacon was Irish. At that time for some reason, there was an unusual output of bacon from Ireland, sufficient to cause a glut and the prices went down below Canadian. If a dealer had a good trade in Canadian he would not disturb it for a single cheap lot of Irish, and would continue to pay the usual price for Canadian.

Mr. Ball's comment would lead one to

**MONTHLY COMPETITION.**

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

suppose that Canadian was selling for more than bacon cured in England. This home product brings about 10 shillings per cwt. more than Canadian, and five or six shillings more than Danish. There being no transportation to speak of, this British bacon is placed on the retailer's counter almost as soon as it is cured, and in the very pink of condition and no borax is used. Canadian packers will not admit that either the English sow product or packing methods are better than theirs.

Mr. Ball's statement was incomplete, and commercial agents should enquire more carefully into unusual trade conditions before committing their reports to the press.

**More Profit To You**



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

'Twill only cost a two cent stamp to get particulars Write now.

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

Before buying

**SALT**

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.

Improved  
**Trojan Strapping**



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

**J. N. WARMINTON**

45 Scott St., Toronto, Ont.

207 St. James St., Montreal.

# Our English Brawn

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

**Undoubtedly Wins Trade and Holds it**

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

Let us Express you a Sample Case.

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

# FOR CHRISTMAS TRADE

**ORDER NOW**

Hams	Breakfast Bacon
Backs	Lard
Cheese	Butter
Mince Meat	Cooked Hams
Potted Tongue	Potted Hocks
Brawn	Sausages
	Meat Pies

**F. W. FEARMAN CO.,**  
HAMILTON LIMITED

## Something Very Good For Xmas

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



**"CORONA"**

Selected Hams,  
Bacon, Windsors,  
Sausages, etc.

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

**The Montreal Packing Co.**  
LIMITED  
MONTREAL, P.Q.  
WE HAVE NO RETAIL STORES.

## The Successful Grocer



has friends for his customers  
because he made his custom-  
ers his friends. He supplied  
them with the goods we guar-  
antee.

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

Take out a policy assuring  
business success by sending  
us a test order to-day.



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

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

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN.

The cheese market remains unchanged since our last report, there are a few scattered orders coming in, but on the whole, the market is exceedingly quiet, which is, however, not unnatural at this time of the year, when navigation of the St. Lawrence route has just come to a close.

Further, the holiday trade in Great Britain has been supplied, and importers are all taking stocks on the first of January, so that they really do not care to buy goods to arrive before January 1st, and these are ample reasons why our market should be quiet at the present time.

As previously argued, the production of milk has been short this season, and with the present cold condition of the weather, this production is reduced to a point where it is difficult to get sufficient for daily use, it is therefore only natural, that the production of cheese and butter is also reduced materially, and the daily and weekly receipts are only nominal in quantities now.

Receipts in Montreal were, last week, 7,253 boxes of cheese and 4,945 packages of butter, against 7,531 boxes of cheese and 7,878 packages of butter for the same week of last year, or a total since May 1st of 2,342,222 boxes of cheese and 588,989 packages of butter, as compared with 2,298,324 boxes of cheese and 755,225 packages of butter for the corresponding period of last year.

Exports are not regularly recorded after the close of navigation, and it is therefore not possible to give the weekly shipment now, but the receipts show an increase of 43,898 boxes of cheese and a decrease of 166,236 packages of butter, since May 1st, which means an enormous shrinkage in the production of milk, and it bears out our previous arguments that, while the farmers have been getting very high prices, all through the season, for their milk, they may, after all, not have received as much money for their season's production as last year, as they had so much less milk to deliver.

We have before gone fully into the question of stocks or the "visible supplies," and we have really nothing to add, the stocks of cheese are, this year, heavier in British centres and considerably lighter on this side of the Atlantic, stocks, held here now, are costing fairly high, and holders have sufficient confidence in the future not to press sales at a loss to themselves. It is well known, that the markets in the United States are higher than ours in Canada, and that there will be practically nothing to go forward from the United States, our own stocks are fully 200,000 boxes short of last year, and, as soon as the present large stocks in British markets are commencing to show a

steady reduction, which is bound to come, as the consumption keeps on, there will be new orders coming in and holders will not feel inclined to part with their goods at a loss, this means advancing prices for the future.

While we find a decrease in the receipts of butter in Montreal of 166,236 packages, our exports show a much larger decrease, and besides this, thousands of packages of our butter have been brought back from Great Britain, our market being higher than British markets. Owing to weather conditions, our Winter make of butter may be reduced in quantity, but prices are exceptionally high this year, and there is every inducement to make as much butter as it is possible to make, and we incline to the opinion, that we will have enough butter for our home consumption.

The market is very firm at present, and prices are rather inclined to a further advance, but careful dealers are meeting their customers and, where they can make a profit now, they prefer not to hold their goods in hope of making a larger profit later on, this makes a "trader's market" and, as long as there

is no actual shortage in supplies, prices will not be advanced very rapidly.

New dairy rolls are coming forward in small quantities at present, they are bringing unusually good prices, but, as their quantity increases, there will be a halt to a further advance, however, after all, the butter market, like any other market will be regulated by supply and demand. At present the demand is good, and the supply is none too large, but the extreme high prices, which some operators predict for the future, may not be realized and dealers, meeting the markets and their customers, may come out best in the end.

### PROVISION SITUATION.

The provision situation cannot be said to be much changed from last week. Packers are paying the same for hogs. Deliveries are pretty free. The packers claim there is nothing in the situation to warrant present prices. The English market is not encouraging and the domestic demand while good for the time of year, is much less than it was. At this season of the year packers usually accumulate stocks for the heavy spring and summer trade, but present prices, it is alleged, are too high to justify putting away large stocks.

## PROVISION AND DAIRY MARKETS.

### MONTREAL MARKETS.

PROVISIONS.—Pork is easier this week, prices being down one dollar. There is a good inquiry for lard at prices which rule unchanged. Pure lard is in none too good supply, while the compound article is selling freely. Hams are quoted lower this week. Demand is quiet, and the lower figures were anticipated. It is expected that there will be an improvement in hams and bacon for the holiday trade.

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

CHEESE.—The cheese market is rather quiet, although there is a fair trade passing. Prices are without change.

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

BUTTER.—The make of creamery butter is falling off and large rolls are scarce. Prices have not advanced, but the market is very firm.

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

EGGS.—Better sales have been made during this week than for some time. Larger lots have been billed to single buyers than for several weeks. Cold storage eggs are being used up in a satisfactory manner, and the situation on the whole is satisfactory to egg dealers, while the ruling prices suit the grocer as well as can be expected at this season.

Fall selects, doz	0 23 0 26
Storage " " "	0 22 0 24
Storage, No. 1, doz	21

POULTRY.—With Christmas drawing nearer, and colder weather being the rule, the poultry business is thriving. The quality of receipts, which are becoming heavier, is much better than it has been for the past couple of weeks. Trade generally is brisk.

Turkey, per lb	0 13 0 15
Chickens and fowls, per lb	0 08 0 11
Geese, per lb	0 09 0 10
Ducks	0 11 0 12

HONEY.—Honey continues scarce and high, but the market is featureless.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 09 0 10

### TORONTO MARKETS.

PROVISIONS.—There are a number of changes in the quotations this week, mostly to a lower level. Demand for

**BUTTER, CHEESE, EGGS**

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

**SALT SALT**

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

**TORONTO SALT WORKS**

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
TORONTO.

**B ROOMS  
RUSHES  
ASKETS**

**WOODEN ARE WILLOW ARE**

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

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

hog products is good for the time of year.

Long clear bacon, per lb.	0 11	0 11 1/2
Smoked breakfast bacon, per lb.	0 15	0 15 1/2
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15	0 15
Medium hams, per lb.	0 13	0 13
Large hams, per lb.	0 11 1/2	0 11 1/2
Shoulder hams, per lb.	0 16	0 16
Backs, plain, per lb.	0 16 1/2	0 17
pea meal.	0 16 1/2	0 17
Heavy mess pork, per bbl.	20 00	20 00
Short cut, per bbl.	22 00	23 00
Lard, tierces, per lb.	0 12	0 12
tubs	0 12 1/2	0 12 1/2
pails	0 12 1/2	0 12 1/2
compounds, per lb.	0 09	0 09
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	6 50	7 50
front quarters	5 00	6 00
choice carcasses	6 00	7 25
common	4 00	5 00
Mutton	0 07	0 08
Lamb	0 10	0 11
Hogs, street lots	8 50	8 65
Veal	0 09	0 10

BUTTER.—The situation is not much changed. Supplies of dairy are perhaps a little freer, and rolls are slightly easier.

Creamery prints	0 26	0 28
solids, fresh	0 26	0 28
Dairy prints, choice	0 22	0 25
rolls, choice	0 22	0 23
tubs, choice	0 22	0 22
Baker's butter	0 19	0 20

EGGS.—The market continues firm with a slight advance for fresh eggs.

Eggs (strictly new laid)	0 35	0 40
fresh	0 24	0 24
picked	0 21	0 22
splits	0 18	0 18

CHEESE.—Prices are unchanged.

Cheese, large	0 13 1/2	0 14
twins	0 13 1/2	0 14

HONEY.—Prices are unchanged.

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

FOWL.—The market is not yet satisfactory. Demand is not quite equal to supplies. Last week turkeys were almost a glut and very low prices were realized.

Live Weight.		
Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 08
Dressed weight.		
Old fowl	0 05	0 07
Ducks	0 09	0 10
Young chickens	0 09	0 10
Geese	0 18	0 09
Young turkey	0 12	0 13
Old turkey	0 11	0 11

**WINNIPEG MARKETS.**

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

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

**CHEESE—**

Manitoba, large	0 14 1/2
small	0 14 1/2
Ontario	0 15

**LARD—**

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

**CURED MEATS—**

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

**DRY SALT MEATS.**

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

**BARREL PORK.**

Heavy mess pork, boneless, per bbl	24 00
per 1/2 bbl	12 00
Standard mess pork, per bbl	24 50

**PICKLED GOODS (COOKED).**

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 60	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.			0 04
hocks			0 06

EGGS.—Storage eggs are selling to the trade at 25 cents per dozen.

**ST. JOHN, N.B.**

PROVISIONS.—Barrel pork is higher, because of the duty on the package. These duties on packages are very unpopular, and considered unreasonable. If goods are to be imported they must come in packages. Beef is still scarce. Pure lard is slightly easier. Fair quantity of Canadian offered. Market is bare of refined compound. In fresh meats fair sale. Price of beef unchanged. Mutton and lamb firmly held. Veal little seen. Pork rather higher.

Mess pork, per bbl.	\$22 00	\$23 50
Clear pork, "	22 01	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 05	0 06 1/2
Western beef, "	0 07 1/2	0 08 1/2
Mutton, "	0 05 1/2	0 06 1/2
Veal, "	0 07	0 08
Lamb, "	0 09 1/2	0 10
Pork, "	0 08 1/2	0 09
Hams, "	0 14	0 16
Rolls, "	0 12 1/2	0 14
Lard, pure, tubs, "	0 13	0 13 1/2
pails, "	0 13 1/2	0 14
Refined lard, tubs	0 10	0 10 1/2
pails	0 10 1/2	0 11 1/2

BUTTER.—While prices are high there is a fair quantity of local butter offered. Quality must be good to bring best figures.

Creamery butter	0 25	0 28
Best dairy butter	0 24	0 26
Good dairy tubs	0 22	0 24

EGGS.—Prices are rather higher, and firmly held. Domestic eggs do not supply the market.

Eggs, strictly fresh	0 35	0 40
fresh	0 23	0 24

CHEESE.—While stocks are not large, prices are rather easier.

Cheese, per lb.	0 14 1/2	0 15
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**WIN and HOLD  
Your Trade With**

**Clark's  
Canned  
Meats.**

**Perfect in  
Preparation.**

0 32  
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(COOKED).  
4 50 2 30 1 20  
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## Oh, Joyous Yuletide !

Supply your customers with Armour's Mince Meat this Yuletide season and they will remember you with their custom next year.

### Armour's Made in Canada Brands

#### Savoy

Condensed Mince Meat in 12-oz. cartons, packed in cases of three dozen. A ten cent favorite.

#### Imperial

Wet Mince Meat in 10, 25 and 50-lb. fancy wood pails. Pure, Rich, Wholesome.

"THE BRANDS THAT ARE IN DEMAND"

Give your jobber a trial order.

Canadian Factory, 77 Front St. E., Toronto  
**ARMOUR LIMITED**

## EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

This space \$15.00 per year.

**JAMES MARSHALL**  
ABERDEEN, SCOTLAND.  
invites consignments of Canadian Pro-  
duce, gives personal attention to hand-  
ling of same, and guarantees prompt re-  
turns. Reference - Clydesdale Bank,  
Aberdeen. Codes - A. B. C. 4th and 5th Eds

**HENRY COLBECK**  
NEWCASTLE-UPON-TYNE.  
invites consignments of green and dried  
fruits. Newcastle is the centre of one of the  
largest mining and industrial districts in the  
United Kingdom, with a population of up-  
wards of 2,000,000 within a 20-mile radius.

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

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

**DAVID SCOTT & CO.**  
Est. 1878. 10 North John St. LIVERPOOL  
ENGLAND. Splendid connections and  
references. Try us with a shipment of

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

This space \$15.00 per year.

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

A GOOD LINE FOR  
HOLIDAY TRADE



**Reindeer**  
(with Milk and Sugar)  
**Coffee**



Ready to Use

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

**STOCK UP**

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

THE

## Manitoba Canning Co. Ltd.

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

CALL or SEND for samples to

**NICHOLSON & BAIN,**  
**WINNIPEG,**

and compare our goods with other  
brands.

TRY our new **Corned Beef** pre-  
served by a **Vacuum** process. It is  
a delicacy.

**INSPECTION OF CANNED GOODS.**

(Continued from page 30.)

all of the processes up to the time of selling, and even, in case of suspicion, to open specimen cans. All cans are to be marked with the Government inspector's stamp, without which no canned meat can be sold for export or inter-provincial trade. To guard against condemned and diseased meat being sold for home consumption, the provision is made that meat condemned by the inspector shall not be sold for food.

Owing to the large number of fruit and vegetable canneries scattered all over the Dominion he had not thought it practicable to provide for a similar close supervision, inspection and marking of cans. Provision was made for a general supervision and inspection of the canning establishments, and power was taken to have the inspectors close such establishments if they are not carried on under proper sanitary and cleanly conditions or if they are using articles not in a proper state for human consumption. Each can must be properly labelled and bear the name of the packer and the date of packing. Heavy penalties are imposed for improper labelling or marking of cans which would allow misrepresentation, and would confuse the authorities in tracing the party responsible therefor. In regard to the fish canneries, Mr. Fisher said it was a question whether it was advisable or necessary to have the same strict supervision and inspection as for meat-packing establishments, and he asked the assistance of the House in arriving at a conclusion on the subject. He thought there should be as frequent inspection as possible, in order to insure that the fish is in good condition when put up, and that there should be stringent provisions against a false description of their contents being given on the labels. This, he thought, would be sufficient to accomplish the result aimed at.

The administration of the new law will, it is estimated, cost \$60,000 a year.

Mr. Marshall, M.P., of Aylmer, one of the large canners, heartily approved the measure.

It is provided that all canned meats shall be dated.

**VINEGAR CHANGE.**

E. Saville Webb, formerly of Purnell, Webb & Co., vinegar manufacturers, Bristol, has recently bought out Hutchings & Co., manufacturers of malt and spiced vinegar in Bristol. This concern was established in 1818. Mr. Webb made a tour of Canada a number of years ago in the interests of his old firm and is well known to a number of the trade in this country and he writes The Grocer that as soon as his business is firmly established he will in all likelihood visit Canada again and arrange for agents to handle his goods.

**WANTED**

Choice boiling Peas in two-bushel bags also, good malting Barley. Send samples with prices delivered Montreal.

STEVENS & MILLER,  
126 Board of Trade, Montreal.  
Mill Feed always wanted.

**NAP. G. KIROUAC & CO., QUEBEC**

Receivers and Shippers of Oats.

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

**A BIG ADVERTISING CAMPAIGN**

has brought the "Battle Creek Idea" before consumers. Our goods are the original health foods.

We Manufacture

**Life Chips  
Granose Biscuits  
Granose Flakes  
Granola  
Caramel Cereal Coffee**

Are you stocked?

The Battle Creek Health Food Company,  
Limited  
Canadian Factory and Office, LONDON, ONT.

**Are You Content?**

with the flour you are handling?

If not, get a shipment of

**Anchor Brand  
Flours**

and see how pleased your trade will be

For prices and information write to

**LEITCH BROS.  
FLOUR MILLS**

Oak Lake, Man., Canada

Cultivate your Biscuit trade by ordering

**McLAUGHLAN'S**

**Cream Soda Biscuits**

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

**IT'S A MISTAKE**

to order stock carelessly. Careful grocers order our

**PEARL AND POT BARLEY**

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

**CORONET POT BARLEY**

98 } lb. sacks.  
49 }

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

**SALT { FULL STOCKS } SALT  
BEST BRANDS }**

**Verret, Stewart & Co., Ltd., Montreal**

QUEBEC CITY

**ALF. T. TANGUAY & CO.**

Commission Merchants and General Agents

FLOUR, GRAIN and PRODUCE

SPECIALTIES:

Corn, Beans and Dressed Hogs  
Correspondence Solicited.

**QUEBEC**

## Are You Giving our **BIG THREE** a Square Deal?

The difference between Success and Failure may depend on your answer.

**NO GROCER** in Canada **CAN** afford to **IGNORE PUBLIC OPINION.**

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

**"Beaver Oats"** your customers want, because they have proven its superiority. And then there's the **BIG** premium (766).

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

CAN YOU SATISFY THE DEMAND?

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

### WHEN YOU WANT A SUPREME TEST

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

Judged by these tests

### PURITY FLOUR

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

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



Mills at  
**WINNIPEG, GODERICH and BRANDON**

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense

### It Isn't Common Sense

for a grocer to risk the reputation of his otherwise first-class store by handling a poor flour simply because it's ground in a mill near home. Why shouldn't you be as particular about your flour as about your canned goods?

We absolutely guarantee

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

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

Order direct or from our nearest agent.

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

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



There are a number of  
Swiss Milk Chocolates on  
Sale in Canada

The leader through merit  
only, is

**Cailler's**  
GENUINE  
**SWISS MILK  
CHOCOLATE**

(Pronounced Ka-lay)

Made from the richest Swiss  
Cream, hygienically perfect, it  
has a distinct character of its  
own. Handle only the best  
and say you want "Cailler's"

Sole Agent for Canada

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

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

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

are absolutely pure goods

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

Do You  
Ever Look

with worried eyes at your shelves of

**Wall Papers**

and wonder why they sell so slowly? There's  
one good reason. You may be sure they are  
not the "Staunton" make.

Taught by a half century of practical ex-  
perience we know how to give that novelty and  
beauty in design and coloring which make  
"Staunton" Wall Papers

**THE LEADING LINE**

Grasp that fact, and you'll never need to worry  
again about forcing sales.

**STAUNTON'S SPECIALTIES SELL THEMSELVES**

Send a postal if you wish our traveller to  
call next month--or if you would like sample  
books to stock up from.

(Borders at Flat Prices.)

**Stauntons**

Wall Paper Manufacturers Limited

**TORONTO, ONT.**

The food with a reputation for QUALITY is

## CANADA FLAKES



There is such a delicious crispness combined with  
that distinctly Canadian flavor, maple.

• And the food is so carefully made. "From golden  
grain to package form no human hand touches Canada  
Flakes."

And then the beautiful china in connection with the  
unique advertising scheme makes selling such food so  
easy for the grocer.



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

**THE WALTER M. LOWNEY CO. of Canada, Limited**  
165 William St., - - - MONTREAL, CAN.

## WEBB'S CHOCOLATES

High-class goods for  
High-class grocers.

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

**The HARRY WEBB CO., Limited**

31-35 Buchanan St., Toronto

## "Health" COCOA



Trade Mark

— IS —  
**Absolutely Pure**

It is the right article to stock, being

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

SOLE MANUFACTURERS:

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

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

**GREEN & CO., 25 Front St. East, TORONTO**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Every Canadian Housekeeper  
who has used

## MOTT'S "Diamond" and "Elite" CHOCOLATE

admits that there are no brands,  
foreign or domestic, that are  
purer, richer and better than  
ours—

Buy once, you'll buy  
always—

ORDER THROUGH YOUR JOBBER

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

SELLING AGENTS:

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

# EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

THE MOST NUTRITIOUS

# COCOA

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



IT'S A MONEY MAKER every time, but you will never know it if you never try it. Catalog tells all.  
KINGERY MFG. CO.  
106 E. Pearl St., Cincinnati

A LINE THAT WILL PLEASE YOUR CUSTOMERS



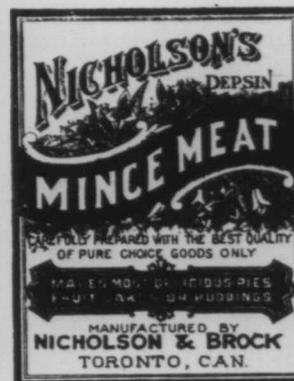
LAMONT, CORLISS & CO., Sole Importers  
27 COMMON ST., MONTREAL

## Quality Costs Money

So Nicholson's Mince Meat is worth money. The ingredients are all pure; the Mince Meat is all neatly and securely put up.

THE SALES ARE BRIGHT, OF COURSE

Phone us re N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veriquick Tapioca, Brock's Bird Seed.



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

## Cadbury's Cocoa Butter

is something every confectioner requires at this time of year. There is nothing like it for candy-making.

### Ask for the Genuine

and accept no substitute. We have a supply on spot, but it will not last long, so

ORDER EARLY.

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

### THAT TINNY TASTE

in some Jams

DRIVES CUSTOMERS AWAY

Not so with

### WAGSTAFFE'S JAMS

because the tin pails are gold-lined, which prevents the jam coming in contact with the tin. : : : : This "between the two" is your safeguard for sales, your customers' safeguard for health. : : : : Don't sell tinny tasting jam—sell

### WAGSTAFFE'S

pure, rich, beautiful color jam.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

Wagstaffe, Limited  
HAMILTON, ONT.

The Genuine  
**HOLBROOK'S**  
WORCESTERSHIRE  
SAUCE

Acknowledged  
Sauce of

the Premier  
the World



**Holbrooks Limited**

Canadian Branch:

28 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

**A HIGH PRICE FOR GRASS.**

"Talk about women in business," remarked a well known wholesaler to the Grocer the other day, "let me give you an instance of the business acumen of one of their sex. A syndicate that I know of was negotiating to buy a farm which was supposed to be rich in mining properties owned by a widow. She agreed to sell upon one condition and that was that she be allowed to hold six acres. Now the syndicate wanted the whole of the property but could not get her to relinquish the said six acres.

After negotiations had been carried on for some time one of the members of the syndicate asked her why she wanted the six acres.

"Why," said she, "I have a cow which supplies me with milk and that is why I want the six acres."

The member of the syndicate upon learning this said, "Well my dear woman, we will buy your hundred acres and supply you with milk free for the rest of your days."

"This closed the bargain. The price they were offering to pay for the land was \$1000 an acre, yet this woman was so short sighted that she wanted to hold back \$6,000 worth of land in order to get a supply of grass for her cow.

**MONTREAL GROCERS.**

On Thursday evening, the monthly meeting of the Montreal Retail Grocers' Association was held in their quarters, on St. Catherine St., under the presidency of A. Laniel.

Considerable routine business was transacted, and on the motion of A. Sarazin, the secretary, a vote of sympathy was passed, condoling A. Laniel and H. Laniel on the death of Mr. Laniel, father of the former and brother of the latter. An expression of sympathy was passed also offering the condolences of the members to A. Dore, whose child died recently. M. Repentigny recalled the trip of a dozen members of the association to Quebec last winter, made in the interests of the association at the time of the license discussion. Seconded by Mr. Labonte, he proposed that each member who made the trip should be reimbursed for expenses to the extent of \$10. President Laniel, while not objecting, requested that the motion be carried over to the next meeting when more members were present, before it should be voted upon, and this was done. The question of taxation came in for considerable discussion before the meeting closed.

**A QUEER TEAM.**

"I have seen many amusing systems of transportation," said a wholesaler, "but that which I saw in Austria when I was over there was, I think, the most amusing. It was a cart of merchandise to which was hitched a cow, a pig and a dog, and a woman was giving a helping hand. I might say it is not the first time that I have seen a pig used for drawing carts in some of the European countries."

F. H. Ferguson, Fort Erie, has returned from a fortnight's business trip to New York.

**The A, B, C  
of it**



are made from flour of highest grade, cream that is rich, butter that is good and fresh.

**Perfection Cream Sodas**

are appetizing, palatable, digestible. Good for old or young, invalid, convalescent, strong man.

Packed at oven's mouth in moisture-proof, air-tight packages

**THE Mooney  
Biscuit & Candy  
Company,  
LIMITED,  
Stratford, - Canada.**

**WHEN ASKED FOR**



"some gelatine," your safest course is to supply

**COX'S**

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

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

by the pound make legitim



The to be br be in th it will l comply as pure where r Th Industr for purv it is ma analyze medium cular fa

The

WHOLESALE

Foley

# ALMOST KILLED IT!



## The Maple Sugar Industry Has Almost Been Killed

by the manufacturers in the large cities who make the mixed and adulterated maple syrup and sugar. They take one pound of the **pure maple sugar** and by mixing it with four or five pounds of white granulated sugar or with glucose, make the imitation article; thereby increasing the amount of so-called maple syrup on the market and killing the legitimate demand by selling for less than the pure article can be sold.

The Land of the Maple Leaf is proud of its beautiful forests of maple trees that, in March and April, yield the sweet sap which, when boiled down, makes the most delicious sweet in the entire world.

## Millions of Beautiful Maple Trees Have Been Cut Down

simply because the farmers had no market for pure maple syrup and sugar.

About one-half of Canada's crop of **pure farmers' make maple sugar** is exported to the United States as there is no market for it in Canada. If there were no adulterated maple syrup and sugar sold in Canada there would not be enough produced to supply the demand, and more maple trees would be tapped. The product can be increased ten-fold if the Adulteration Act is enforced. The land of the Maple Leaf ought to protect its maple trees. Every true-hearted Canadian ought to protect the tree which gives us our national emblem. You can protect the maple tree by refusing to handle adulterated maple syrup and sugar.



The Inland Revenue Department in enforcing the Adulteration act, have allowed adulterated maple syrup and sugar to be branded as "Maple Flavor Syrup" or as "compound" or "mixture," with the understanding that these words shall be in the same sized letters as the words "Maple Syrup" or "Maple Sugar." Always read the labels on all packages, as it will help you to detect the adulterated article. Unscrupulous manufacturers try to avoid marking their products to comply with the law, and, even when marked correctly, they sell and advertise their mixtures to the grocer and consumer as pure. Maple syrup and sugar is a farm product, and all packages should be sealed and put up near the maple trees, where made, while fresh; thereby retaining that new, delicious taste so peculiar to new maple syrup.

The Maple Tree Producers Association, Waterloo, P.Q., was organized to encourage and develop the Pure Maple Industry of Canada, and deals only in the pure genuine article. Producers, and those interested in building up a market for pure maple syrup and sugar, are shareholders. Every farmer who makes maple syrup for us signs a guarantee "that it is made only from the sap of the maple tree," and we give the same guarantee to those we sell. In addition we analyze every lot we receive and every lot we sell to be absolutely certain of its purity. Pure maple syrup can be light, medium or dark in color. Our "Pride of Canada" Maple Syrup is the lightest and choicest grade, and is made by particular farmers who have all the modern apparatus for making, and by being careful, make a fancy article.

## The "Pride of Canada Maple Syrup" is and Always Will be the Pure Genuine Article

Sold in sealed tins and new glass bottles. Sealed and guaranteed by the

## MAPLE TREE PRODUCERS ASSOCIATION

WATERLOO, P.Q., CANADA

WHOLESALE AGENTS IN WESTERN CANADA:

Foley, Lock & Larson, Winnipeg, Man. Codville, Smith Co., Calgary, Alta. A. Macdonald Co., Edmonton, Alta. W. H. Malkin Co., Vancouver, B.C.





# ICE CASTLE KIPPERED HERRING

(Plain and in Tomato Sauce)

ONLY A FEW 1906 PACK LEFT.

Quality—the finest

Every Can guaranteed.

If you can't buy from your jobber, write us direct, giving his address

## J. W. WINDSOR, Montreal

Packers of the largest assortment of Canned Goods and Jams in Canada.

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

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

Shippers Also of

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

### SHIP TO US

We pay highest market prices for

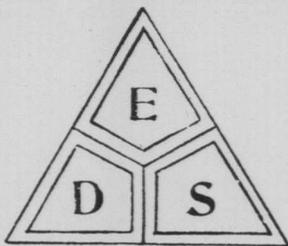
### DRIED APPLES

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

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

Packers and Exporters

7 and 9 Market Street,  
 HAMILTON



## Taking Chances

Most grocers don't; but some do because they do not carry a good stock of "E. D. S." Brand Jams and Jellies. And the grocer is the last man on earth who can afford to take chances.

Mothers are mighty particular about buying jams and jellies. Can you blame them? They insist on the "E.D.S." Brand Jams and Jellies—because they're pure and guaranteed.



Order from any of the below-mentioned:

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

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

### W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

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



# ATLANTIC FISH COMPANIES NOVA SCOTIA LIMITED



PACKERS OF PURE FISH PRODUCTS

## "HALIFAX" - - - "ACADIA" "ATLANTIC" - "BLUE NOSE"

BRANDS OF

### Prepared Boneless Codfish



EVERYTHING IN ATLANTIC SEA FOODS

SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC



## ATLANTIC FISH COMPANIES, Limited

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

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

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

Branch Offices  
Halifax, N.S.  
Montreal  
Winnipeg

## SHREDDED COD

*gives the Grocer a good profit*

### Do You Handle it?

Try a few boxes of H. F. Co. Shredded Codfish. It is pure Cod and absolutely boneless. Directions for use on each package.  
Packed in attractive boxes of two dozen half-pound cartons

PUT UP BY

# HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.

# OYSTERS

## FOR CHRISTMAS TRADE

Place your Oyster orders with us early for your Christmas trade in order to save any dissapointment. State the days you wish us to ship and we will do the rest. :: :: :: :: :: ::

WRITE US FOR PRICES ON FISH AND OYSTERS

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

Catchers and Wholesale Distributors of Fish and Oysters  
76 Colborne Street - Toronto

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon



Secure Supplies

While Obtainable

**J. H. Todd & Sons**

Victoria, B.C.

PACKERS

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

DELICIOUS KIPPERED HERRING

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

Ask your Wholesale Grocer for the

**"BRUNSWICK BRAND"**

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

**Connors Bros., Limited**

Black's Harbour, N. B.

# ADVENT

The Advent season is now in full swing, and your customers will want Fish and Oysters.  
We have the largest stock and best assortment in Canada.

FRESH	FROZEN	SALTED	SMOKED	PREPARED
Haddock	Sea Herring	Labrador	Haddies	Green Cod
Cod	Grass Pike	Herring	Bloaters	Skinless Cod
Flounders	Pickarel	Salmon	Kippers	Boneless Cod
Salmon	Halibut	Trout	Dried	Boneless Fish
Trout	Smelts	Mackerel	Herring	Dry Cod in Bundles

AND ALL OTHER KINDS OF FISH IN SEASON.

**BULK OYSTERS:** *Standards and Selects by the gallon.*

Price Lists Mailed on Request. All Enquiries Answered Promptly.

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



## LISTEN

to what a few of many Canadian Grocers have to say about  
"Skipper" Sardines.

### THE BRITISH HOUSEKEEPER'S FAVORITE BRAND

**"EXCELLENT FROM EVERY POINT OF VIEW"**

With reference to your "Skipper" Sardines, they are excellent from every point of view, the flavor being fine, and the Sardines easily digested,—a fact of great importance to most people. I shall take every opportunity of recommending them to our customers, these being an article of great demand in our store.

David Bell,  
Cor. Yonge and St. Mary Sts., Toronto

**"FIND THEM VERY SATISFACTORY"**

We have been handling "Skipper" Sardines for some time and find them very satisfactory.  
M. Moyer & Son,  
406-408 Spadina Ave., Toronto.

**"THE BEST I EVER HANDLED"**

We have been selling "Skipper" Sardines for the past year and can honestly say that they are without exception the best Sardines we have ever handled. We have yet to find a customer dissatisfied. The general verdict is "simply delicious." Please quote me for another 5 cases delivered. G. S. Heyward, Chatham, Ont.

**"SOLD SARDINES FOR 24 YEARS"**

I have sold Sardines for 24 years, and if I could not obtain "Skipper" Brand would be at a loss to recommend a substitute. I have found them even better than your representative claimed.  
Jno. J. Burton,  
570-572, 624 Yonge St., Toronto

From the foregoing it is easy to understand why the public keep asking **"GENTLY, BUT FIRMLY"** for Skipper Sardines. They are Sardine Satisfaction.

We want you to drop us a postal card for a free tin of Skipper Sardines. It will only cost a cent to do this, and **"They'll Suit You to a 'T.'"**

Sole Canadian  
Agents

**The WEE MacGREGOR CO.**  
TORONTO, ONT.

33 St. Nicholas St., MONTREAL; 89 Banks St., OTTAWA; 169 King St. E., HAMILTON

## Attach Importance To What Is Important

Cigar selection is an important matter—Important to you, because on the wisdom of your selection depends the earning power of your stock—Important to your friends, because on the wisdom of your recommendation depends the number of times they'll be seen at your store.

Smokers require value consistency, taste evenness in cigars. Pebble and Pharaoh take full marks on these points.

And these very cigars are included in a "500" assortment that I am now offering to the grocery trade on the "three months" basis.

*Mail a Postcard calling for particulars*

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

CANADA

## The Smoker

is the most tolerant fellow on earth, *but* do not imagine that you can fool him long.

There were dealers who thought they could and—*they* are no longer in the tobacco trade.

*You* know first quality tobacco.

You know that **T. & B.** has *no* nip, *does* satisfy and *is* the premier pipe tobacco manufactured on this continent.

Better make your customers *your* friends.

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

HAMILTON, CANADA

PURE FO

What G. R.

Geo. R. Exchange, fine of \$10 of Special Choquet, f terated m maple syru

His Lord related the had sold a this was Small had bought the it was gua for Mr. S cannot pro and althou faith I hav offence."

Mr. Sm courts, on was illegal standard fi syrup.

In convi can sincere Act as lai strictly lit can not bu health an people; but belief that Ottawa, in the contre ment of C their weak ate enforce in needless dian indust are helples and allow rough sho Land."

Mr. Sma particular,

"We are, base of ch English jar markets. the black-e our official fair way to products, t

Mr. Sma could talk dom, bein youth.

Canada sugar, up Exchange portion of was export cago and S scientificall then sold i world, ir branded Ur the establi panies, a c the base of advantage per pound good start. supplying markets, a our brands the displac the French,

**PURE FOOD LAW—MAPLE SYRUP.**

**What G. R. Small Says in Regard to His Case.**

Geo. R. Small, of the Canadian Maple Exchange, has been condemned to pay a fine of \$10 and \$37.50 costs, in the Court of Special Sessions, Montreal, by Judge Choquet, for having sold a can of adulterated maple syrup labeled "selected maple syrup."

His Lordship in sentencing Mr. Small, related the case. In March, Mr. Small had sold a can of syrup. After analysis this was found to contain water. Mr. Small had stated in court that he bought the syrup from a farmer and that it was guaranteed pure. "Unfortunately for Mr. Small," said His Honor, "he cannot produce the farmer as a witness, and although I believe he acted in good faith I have to find him guilty of this offence."

Mr. Small has appealed to higher courts, on the ground that the procedure was illegal, in that there has been no standard fixed in Canada for pure maple syrup.

In conversation Mr. Small said: "I can sincerely approve of the Pure Food Act as laid down in 1890, which is strictly literarily enforced, and I feel it can not but work good results to the health and morals of the Canadian people; but I am equally sincere in the belief that the present administration at Ottawa, instead of enforcing the act in the controlling and healthful development of Canadian industries, have by their weak interpretation and inconsiderate enforcement of Act, been successful in needlessly knitting many natural Canadian industries to the extent that they are helpless, and have but to stand by and allow foreign products to walk in rough shod and take the Promised Land."

Mr. Small referred to one instance in particular, jams.

"We are," said Mr. Small, "at the base of cheap and better supply, yet English jams have the preference on our markets. This is in great part due to the black-eye unjudiciously inflicted by our officials at Ottawa. They are in a fair way to putting our purely Canadian products, the maple, in like position."

Mr. Small said that on this subject he could talk with more certainty and freedom, being a student of it from his youth.

Canada produced the bulk of maple sugar, up till the year Canada Maple Exchange was established. The greater portion of which, hundreds of car loads, was exported in its crude state to Chicago and St. Paul, where it was refined scientifically and tastefully packed, and then sold in nearly every market of the world, including Canada. This was branded United States products, but on the establishing of the Canadian companies, a change was effected. Being at the base of supply, and further having advantage over American canners of 4c. per pound duty, the Canadians had a good start. We have been successful in supplying nearly the entire Canadian markets, and in a great number of cases our brands have been given preference to the displacement of American brands on the French, English, German and United

States markets. The action of the government in the present case is to me unaccountable, as it is not a matter merely affecting damage to personal interest, but is a question of the widest national importance and concern, and I believe should have been thoroughly investigated, adjusted and settled as Judge Choquet twice suggested out of court. As to the integrity of my brand being maintained at the next sitting of the Court of Appeal, I have no doubt, but this will not in any way repair the damage done to the maple industry, effected by what I feel was a careless interpretation and wreckless enforcement of the Pure Food Act."

**A USEFUL MAP.**

Lucas, Steele & Bristol, of Hamilton, have issued the 10th edition of their freight time table and railway map of Ontario. The table shows time of departure of freight from Hamilton and when it is due to arrive at destination, while the map is most comprehensive. The information thus provided should prove useful to all retailers, to whom it is sent with the firm's compliments.

**BUSINESS BOOKLETS.**

A useful booklet is that just issued by Holbrooks, Limited. Sixteen pages are employed in giving to the public recipes for the making of various soups by means of Holbrook's sauce. The recipes are those of the prize winners in the competition conducted in Toronto last year by the firm.

Another booklet which has reached us is one issued by the Halifax Cold Storage Co. Seventeen half-tones, 6x8 inches, with explanatory text, give the reader a splendid idea of the business carried on by the firm in the curing and storing of fish. Two smaller pamphlets enclosed, contain recipes for cooking and serving fish and oysters.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all the Wholesale trade

**CLAY  
PIPES**

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

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

**JOS. COTE,**

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

**QUEBEC**

*The largest wholesale tob-  
acconist store in Canada.*

**Leaf Tobacco a Specialty.**

PHONE 1272

**All First-Class Grocers**

**Handle**

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

**BUSINESS MEN IN  
MUNICIPAL LIFE**

No. 4

We have pleasure in presenting to our readers in this issue, a sketch of Mr. George Clavet, Mayor of Port Arthur, Ontario.

Mr. Clavet is a native of the Province of Quebec, and located in Port Arthur about thirty-three years ago. Forseeing the future that was in store for this now growing city, he shortly after his arrival established himself in the grocery business, which he successfully carried on in his original building for almost twenty-five years.

About eight years ago a consolidation of three Port Arthur business houses took place, under the name of The Marks-Clavet-Dobie Co., Limited, which embraced the grocery business of Mr. Clavet and W. C. Dobie & Co., and the grocery and hardware business of Thomas Marks & Co.

Port Arthur at this time, was just on the eve of prosperity and the business of The Marks-Clavet-Dobie Co. has grown in keeping with the development that has taken place at the important Canadian city at the head of the Great Lakes.

The block and warehouses, which now house the mammoth stock of this, the largest mercantile house in New Ontario, are considered among the handsomest and most complete to be found on this continent, and advertise Port Arthur from coast to coast.

Some years ago, Mr. Clavet entered municipal politics, and after serving several years in the council, became the mayor of the town, which position he has filled for three terms.

During his regime, the most prosperous in the town's history, many matters affecting the town's welfare have been successfully brought to an issue.

The water and sewage systems have been installed during his occupancy of the mayor's chair, and the energy that he displayed in carrying out these extensive and important works, to some extent reflect the ability that he always displays in matters of business.

It would, indeed, be difficult to write a history of Port Arthur without in-

cluding the name of the present mayor, whose great ability and energy is evidenced in many ways, in both the business and municipal worlds of his adopted city.

Probably the purchase of the Strathcona property, bought with a view of placing the town in a position to offer intending manufacturers cheap sites with water frontage, demonstrates more clearly than any other action of Mayor Clavet's, his keen business insight, and the town is now getting a practical illustration, in being able to offer desirable sites to manufacturers, as two important industries are about to be lo-



GEORGE CLAVET, Mayor of Port Arthur.

ated on this property, which otherwise might have gone to some other point, owing to being unable to procure desirable sites.

Mayor Clavet is such an active man, and has so many interests, that it is difficult to write a short sketch of his successful business and municipal career without feeling that in condensing the sketch that many worthy achievements are necessarily omitted.

Port Arthur is to be congratulated in having such an able business man at the head of its municipal affairs.

**EGGS IN ENGLAND.**

Canadian Commercial Agent, J. B. Jackson, Leeds, writes:

Eggs are from 2s. to 3s. a great hundred (10 dozen) dearer than they were at the corresponding period of last year. The best foreign eggs are larger than the same kind of eggs produced in this country. The recently issued returns show that the imports for the first nine months of this year were 1,631,418,120 single eggs, costing £1,855,720. English eggs as a rule are cheaper, than foreign eggs of the same quality, the latter being larger and more carefully graded.

A very large part of the Canadian eggs shipped into north England go to Sheffield, which is one of the best egg markets in Great Britain; in fact, there are many more eggs sold in Sheffield annually than in any town in Great Britain (outside of London).

This has long been taken advantage of by English egg shippers, and it is said that there is no home firm of any repute which is not represented in Sheffield. The popular demand in Sheffield is for small sized eggs, either glycerined or direct from cold storage. Sheffield's working classes form such a large proportion of the population, it makes it an excellent market for small sized eggs of good quality at cheap prices.

**LONG DISTANCE RECORD.**

A notable instance of the ability of the Canadian Grocer to produce results, has just come to hand. The Codville-Georgeson Co., Limited, of Winnipeg, manufacturers of Gold Standard Goods, have received an enquiry for their famous Gold Standard Java and Mocha, "The Chaffless Coffee," from a grocer in South Bend, Ind. This enquiry was one of the results from ads appearing in the Canadian Grocer, and Messrs. Codville-Georgeson have just reason to feel proud of the record their Gold Standard Goods are making.

**FACTORY ENLARGING.**

Paulin Chambers & Co., Winnipeg, intend enlarging their biscuit and confectionery plant next spring. An addition 55 x 120 feet will be built to the same height as their present building. The capacity will be tripled.

A. P. Tippet, Montreal, was in Toronto last week and favored the Grocer with a call.

**For Christmas**

At this time of year a live grocer can coin money if he has a good stock of our cigars. Many of his customers are looking for a Christmas present for a gentleman friend.

Why not suggest a box of

**HOGEN-MOGEN OR ROYAL SPORT CIGARS?**

What would be a more suitable gift? Both brands are the best on the market and are sure to please a critical smoker. It is not too late for us to supply you, if you **SEND YOUR ORDER TO-DAY**

**The SHERBROOKE CIGAR CO.**

SHERBROOKE, QUE.

## We Have Worked Out Your Problem.



When you go home at five o'clock, there is no reason why you should have your after-dinner smoke spoiled with a lot of worries over little details of your business.

There is no need for you to jot down memoranda on the back of an envelope for to-morrow.

If your books were arranged on a proper system, they would shoulder all these petty details for you—to-morrow morning they would show you everything you want to know just at the moment you want to know it.

Business Systems leave petty routine to your books.

Business Systems do the work but leave you time to think and plan and act.

Business Systems leave nothing to chance and allow no possibility of anything being forgotten.

Business Systems enable one clerk to do the work of two and to do it more accurately.

We would like to go into this matter with you either in your office or in ours at your convenience.

A request to know more about Business Systems, will not obligate you.

**BUSINESS SYSTEMS LIMITED**  
85 SPADINA AVE.  
TORONTO, CANADA



## GOOD WAGGONS ADVERTISE YOU

We make good waggons.  
That is our specialty.  
First-class materials used.  
Work decidedly artistic.  
Prices Particularly Right.

We can ship direct to you now. Write!

**H. G. Abbott & Co. London, Ont.**

## COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders Wear Longest

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

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

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

**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:  
Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

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



## How Many Slow Debts Have You?

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

## THE MONTHLY ACCOUNT SYSTEM

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

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

Toronto Office :  
18 Toronto Street

Montreal Office :  
74 Alliance Building

Winnipeg Office :  
11 Nanton Bldg., Main St.

## Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: \$10.00, \$12.50 and \$15.00

Send for Catalogue

**The Ontario Office Specialties Co.,**  
126 Adelaide E., TORONTO

## FOR YOUR NEXT SALE

We give you much for little money. As an inducement for you to use our signs, we will send you, express prepaid, for \$10.00 the following signs:

- One Cotton Sign, 3-in. x 20-in., lettered in handsome colors.
- Six Show Cards, 22-in. x 38-in.
- Six " " 14-in. x 22-in.
- Two hundred assorted price tickets.

This lot would cost you \$15.00 at our regular prices. We will write up copy, giving you up-to-date matter, without extra charge.

Our folder, WHY SIGNS PAY, is free for the asking.

**The Martel-Stewart Co., Limited**  
Montreal, Canada

DO YOU PREFER AN

## Automatic Pendulum Computing Scale



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

### No. 103 DAYTON

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

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

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

**\$57.00**

The "Dayton"

Send a postal to

**THE COMPUTING SCALE CO.**  
OF CANADA, LIMITED  
164 King Street West, TORONTO

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## TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

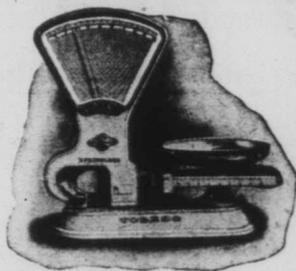
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



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

## TRADE WITH ENGLAND

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

**"Commercial Intelligence"**

(The address is 163 Fleet St., London, England)

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

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

## The Carter-Crume Way

IS different and better. It saves time and worry and builds a bank account.

The grocer without our

## Duplex and Tri-Plic Counter Check Books

is handicapped and incidentally woos trouble. Make things as pleasant and as profitable as possible by writing us to-day.

**The Carter-Crume Company, Limited**

Toronto and Montreal

## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

## A WELL-EQUIPPED STORE



A Western Grocery

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

## "WALKER BIN" FIXTURES

PROVIDE AN IDEAL EQUIPMENT FOR THE GROCERY.

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

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

Representative:

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

## WE WANT YOUR WINDOW

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

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



## 20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

## IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

**C. O. BEAUCHEMIN & FILS, MONTREAL.**

**WM. T. SLOANE, WINNIPEG, MAN.**

## ALLISON COUPON CO.,

Manufacturers  
Indianapolis, Indiana.

**The Arctic Refrigerator**, made for a line of business. We have just what the grocer needs. The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONT.

# A Package that Sells Itself

It Is—

# Zest

## The Great 10-cent Leader

Every package contains a coupon good for high grade, Glenwood silverware. This is the best silverware ever offered as a premium. Looks like the most expensive sterling silver and is guaranteed to wear 5 years.

We give our entire Zest advertising appropriation to the consumer.

Your customers will like the taste and flavor of Zest—its extra goodness will bring them back for more, but the beautiful silverware makes it doubly sure that they will buy it again and again.

Push Zest and you won't have to scheme to move dead stocks. You have a splendid profit to begin with. The premium starts Zest moving and keeps it moving.

Order from your jobber to-day.

## The Quaker Oats Company

Peterborough, Ont.

Quot  
The  
responsib  
Grocer, at

Ba  
Cook's Friend—  
Size 1, in 2 and  
" 10, in 4 doz.  
" 2, in 8 "  
" 12, in 6 "  
" 5, in 4 "  
Found tins, 2 d  
15-oz. tins, "  
5-lb. " "

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

IMPRE  
Cases.  
4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-doz. ....

Ocean Baking P  
" "  
Borax, 1/2  
Cornstarch  
Freight p



ROYAL  
Sizes.  
Royal—Dime ...  
" 1 lb. ....  
" 2 oz. ....  
" 1 lb. ....  
" 2 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When  
cent. discour

CLEVELAN  
Size  
Cleveland's—Din  
" 1 lb. ....  
" 2 oz. ....  
" 1 lb. ....  
" 2 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When  
cent. discour

T. KI  
Crown Brand—  
1 lb. tins, 2 doz. 1  
1 lb. " 2 " "  
1 lb. " 4 " "

Keen's Oxford, p  
In 10-box lots  
Reckitt's Square  
Reckitt's Square  
Gillett's Mammol  
Nixey's "Cervus,  
"  
" according to

# QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 13, 1906.

## Baking Powder.

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

W. H. GILLARD & CO.

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

## IMPERIAL BAKING POWDER.

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

## OCEAN MILLS.

Ocean Baking Powder,	Per doz.
1-lb., 4 doz.....	\$0 45
" 1-lb., 5 doz.....	0 90
" 1-lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pkts. in a case..	0 78
Freight paid 5 p.c. 10 days.	

## MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
3 ".....	12 ".....	1 45
3 ".....	16 ".....	1 05
3 ".....	2-lb.	4 10
3 ".....	3-lb.	7 30
1 ".....	6-oz.	1 70
1 ".....	12 ".....	3 50
1 ".....	16 ".....	\$4 55

## ROYAL BAKING POWDER.

Royal—Dime	Per Doz.
1-lb.....	\$0 95
" 6-oz.....	1 40
" 3-oz.....	1 95
" 1-lb.....	2 55
" 12-oz.....	3 85
" 1-lb.....	4 90
" 3-lb.....	13 60
" 5-lb.....	22 35

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

## CLEVELAND'S BAKING POWDER.

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

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

## T. KINNEAR & CO.

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

## Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 08
" according to size.....	0 08

## Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1-gro. boxes, 10.20	
per gross.	

## JAMES' DOME BLACK LEAD.

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

## Cereals.

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



PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36.10s.....\$2 85

Canada Flakes "Household" 24/25s 5 00

5-case lots 4 93

Freight prepaid on 5-case lots assorted.

## Chocolates and Cocos.

### THE OOWAN CO., LIMITED.

Cocoa—	Per doz.
Perfection, 1-lb., per doz.....	\$2 40
" 1-lb., ".....	1 20
" 10c. size ".....	0 90
5-lb. tins per lb.....	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb.....	0 20
No. 2, 5 and 10-lb. tins, ".....	0 18

Special quotations for cocoa in bbls., kegs, etc.

## Chocolate—

Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 25
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" Flat cakes, per lb.....	0 30

## Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz.....	0 90
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Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.....	1 75
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## Confections—

Per doz.	
Cream bars, 60 in box, per box.....	1 80
6 in box, per doz. boxes.....	2 25

Chocolate ginger, per lb.....	0 30
" 1/2 lbs., per doz.....	2 25
Crystalized " 1/2 lbs., per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

## Chocolate—

FRY'S	per lb.
Caracas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

## Cocoa—

Per doz.	
Concentrated, 1/2's, 1 doz. in box.....	2 40
" 1-lb. ".....	4 50
Homoeopathic, 1/2's, 14-lb. boxes.....	2 25
" 1/2's, 12 lb. boxes.....	

## EPPS'S.

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

## BENDSOP'S COCOA

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

## JOHN P. MOTT & CO.'S.

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



Per	
Elite, 1/2's.....	\$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " " ".....	0 35
" No. 1 chocolate, 1/2's.....	0 30
" Navy " 1/2's.....	0 27
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's and 6's.....	0 23
" Confectionery chocolate, 1/2's to 3/4's.....	0 31
" Sweet chocolate liquors, 20c. to 3/4's.....	0 34

## WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 37
Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 43
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.....	0 27
Caracas sweet chocolate, 1-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 41
Cracked cocoa, 1-lb. pkgs., 5-lb. bags.....	0 34
Caracas tablets, 100 bundles, tied 5s, per box.....	3 00
The above quotations are f.o.b. Montreal.	

## WALTER M. LOWNEY CO.

Per lb.	
Canadian Branch, 165-171 William st. Montreal	
Breakfast cocoa—	
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins.....	36c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	36c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.....	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	26c.

Premium chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	30c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	30c.

Milk chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	28c.
100 2-cent pieces in box, each.....	\$1 25

Vanilla sweet chocolate—	
100 2-cent. pieces in box.....	\$1 25
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	25c.

## Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.....	22c.
6-lb. " 12 " ".....	22c.

## Gold Medal chocolate powder—

5-lb. tins, 10 tins in case.....	36c.
10-lb. tins, 10 tins in case.....	35c.

## XXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins in case.....	25c.

## TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " (10).....	2 42

## Condensed Milk.

### BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	Cases.	Doz.
"Eagle" brand (4 doz.).....	\$5 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream.....	4 75	1 20
" " hotel size.....	4 90	2 45



### TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 55
"Reindeer" brand per case (4 doz.).....	5 60



## Coffees.

### JAMES TURNER & CO.

Per lb.	
Mocha.....	\$0 22
Damascus.....	0 28
Calro.....	0 30
Sirdar.....	0 17
Old Dutch Rio.....	0 13

### E. D. MARCEAU, Montreal.

Per lb.	
"Old Crow" Java.....	\$0 25
" Mocha.....	0 27
" Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42c.
" III, 80-lb. boxes.....	27c.
" IV, 80-lb. boxes.....	26c.

## Cheese.

Imperial—Large size jars.....	per doz. \$3 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	15 00
Medium size.....	17 00
Small size.....	13 00
Roquefort—Large size.....	1 40
Small size.....	2 40



Years Ago  
 love polish at our  
 and the plant  
 covers four acres.  
 Stove Polish  
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UNSWEETENED

# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



## BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending, and selection of the bean, combined with the use of the best, and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.

Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

### Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.		
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

### Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3	cents each
5 00 books	5	"
10 00 "	5	"
15 00 "	5	"
20 00 "	7	"
25 00 "	8	"
30 00 "	12	"



### Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

### Infants' Food.

R. binson's patent barley	1-lb. tins	\$1 25	
"	1-lb. tins	3 25	
"	groats	1-lb. tins	1 85
"	1-lb. tins	2 25	

### Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 8 pails in crate	per lb. 0 07
30-lb. wood pails	0 06½

Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09

### Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 09½
1-bbls.	0 79½
Tubs, 60 lbs.	0 09½
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90
Wood net, tin gross weight.	

### Licorices.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
Apricot " 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	

### Lye (Concentrated)

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

### Mince Meat.

Wetthey's condensed, per gross net	\$12 00
per case of doz. net	3 00

### Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 4-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARGHAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$ 0 35
1-lb. tins	" 0 35
1-lb. tins	" 0 35
4-lb. jars	per jar 1 30
1-lb. jars	0 35

Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	" 0 25
1-lb. tins	" 0 25
4-lb. jars	per jar 0 70
1-lb. jars	0 25

### Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$ 1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case,	
per doz.	1 75

### Sauces.

Worcestershire, Holbrook's, small,	
per doz.	\$2 15
Worcestershire, Holbrook's, large,	
per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

### Soda.

DOV BRAND.

Case of 1-lb. contain- ing 60 packages pe box, \$3 00.	
Case of 1-lb. (con- taining 120 pkgs. per box, \$3 00.	
Case of 1-lb. and 1-lb. (containing 30 pkgs.) per box, \$3 00.	
Case of 5c. pkgs. containing 96 pkgs. per box, \$3 00.	



MAGIC BRAND

Per case.	
No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (30 1-lb. " )	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

### Soap and Washing Powders.

GUELPH SOAP CO.

Welcome Soap (cake)	1 case. 5 case.
Royal City Soap (bar)	\$4 00 - \$3 75
Peerless Soap (bar)	2 40 2 25
Standard Soap (cake)	2 25 2 15
Crystal Soap Chips, per lb.	4½c.

A. F. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 80
Oricle soap	" 15 80
Gloriola soap	" 15 80
Straw hat polish	" 18 80

**RECKITT'S BLUE and ZEBRA PASTE** Always give your Customers Satisfaction.

# STEP BY STEP

The most remarkable advances in the world's history have been made within the past 25 years. Instance the Telephone, the X-Ray, Surgery, Mechanics, Steel, the Food Question, and the equally important one, "What shall we drink?"

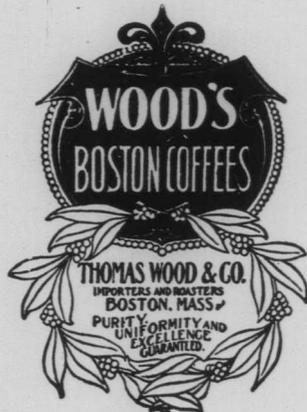
With this new age began the development of

## Wood's Coffees

and step by step the advance has been made toward perfection, until they now stand "chief among ten thousand."

Our little booklet gives some of the details of this advance. Send for it and read it.

**CANADIAN FACTORY and SALESROOM:**  
**No. 428 St. Paul Street - - MONTREAL,**



**Starch.**

EDWARDSBURG STARCH CO., LIMITED.

<b>Laundry Starches—</b>	per lb.
No. 1 White or blue, 4-lb. carton.	\$ 0 06 1/2
No. 1 " " 3-lb. "	0 06 1/2
Canada laundry	0 06 1/2
Silver gloss, 6-lb. draw lid boxes.	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, bbls. and kegs	0 06 1/2
Canada White Gloss, 1-lb. pkgs.	0 06 1/2
Benson's enamel	per box 1 25 to 2 50

<b>Culinary Starch—</b>	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06 1/2

<b>Rice Starch—</b>	
Edwardsburg No. 1 white, 1-lb. car.	0 10
AMERICAN PURE FOOD COMPANY.	
Japanese Starch.	Case
1 case, 5 doz.	\$5 00
5 " " "	4 85
Lot 5 cases, freight paid.	

<b>CORN STARCH "ROYALTY."</b>	
12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

<b>BRANTFORD STARCH WORKS, LIMITED</b>	
Ontario and Quebec.	

<b>Laundry Starches—</b>	
Canada Laundry, boxes of 40-lb.	\$0 05 1/2
Acme Gloss Starch	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry	
3-lb. Canisters, cases of 48 lb.	0 06 1/2
Barrils, 300 lb.	0 06 1/2
Kegs, 100 lb.	0 06 1/2

<b>Lily White Gloss—</b>	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case	0 07 1/2
6-lb. enameled tin canisters, 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2

<b>Brantford Gloss—</b>	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2

<b>Canadian Electric Starch—</b>	
Boxes of 40 fancy pkgs., per case	2 50

<b>Celluloid Starch—</b>	
Boxes of 45 cartons, per case	2 50

<b>Culinary Starches—</b>	
Challenge Prepared Corn	
1-lb. packages, boxes 40 lb.	0 05 1/2

<b>Jo. 1 Brantford Prepared Corn—</b>	
1-lb. packages, boxes 40 lb.	0 07

<b>Crystal Malt Corn Starch—</b>	
1-lb. packages, boxes 40 lb.	0 07

<b>SAN TOY STARCH.</b>	
pkgs, cases 5 doz., per case	4 75

<b>ST. LAWRENCE STARCH CO., LIMITED.</b>	
Ontario and Quebec.	

<b>Culinary Starches—</b>	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05

<b>Laundry Starches—</b>	
No. 1 White, 4-lb. cartons, 48 lb.	0 05 1/2
3-lb. cartons, 36 lb.	0 05 1/2
" " 300-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-5 family pkgs., 48 lb	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 07 1/2
" " large lumps, 100-lb kegs	0 06 1/2
Patent starch, 1-lb. fancy, 36 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



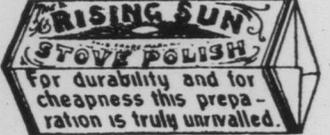
**OCEAN MILLS.**  
 Chinese starch, per case of 4 doz., \$4, less 5 per cent.

**J. & J. COLMAN'S, LIMITED.**  
 Rice Starch—  
 Packed in cases of 56 lbs. each (cases free)  
 No. 1, London—

In papers of 4 to 5 lbs.	Per lb. 6 1/2c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8 1/2c.
1 lb. gross weight	8c.
1 lb. gross weight	9c.
1 lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.  
 1 lb. gross weight 9 1/2c.

**Stove Polish.**



<b>Rising Sun, 8-oz. cakes, 1-gross boxes</b>	\$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00

**Syrup.**  
 "CROWN" BRAND PERFECTION SYRUP.

<b>Plain tins, with label—</b>	
3 lb. tins, 2 doz. in case	1 55
5 " " " "	2 40
10 " " " "	3 33
20 " " " "	3 25
(10 and 20 lb. tins have wire handles.)	

<b>SMALL'S BRAND—Standard.</b>	
5 gal. tins, per can.	4 40
1 " " per case	4 90
" " " "	5 45
" " " "	5 70

**'SALADA' TEA.**

<b>SALADA CEYLON.</b>	
Wholesale. Retail.	
Brown Label, 1's	\$0 30 \$0 35
" " 1/2's	0 21 0 26
Green Label, 1's and 1/2's	0 32 0 30
Blue Label, 1's, 1/2's, 1's and 1/2's	0 30 0 40
Red Label, 1's and 1/2's	0 36 0 50
Gold Label, 1's	0 44 0 50

**LUDELLA CEYLON, 1'S AND 1/2'S PKGS.**

Blue Label, 1's	\$0 15 1/2 \$0 25
Blue Label, 1/2's	0 19 0 25
Orange Label, 1's and 1/2's	0 21 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1/2's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1/2's	0 40 0 50



**MOTHER'S FAVORITE MELAGAMA TEA.**  
 put up in 30, 60 and 100 lb. boxes.  
 Wholesale. Retail.  
 Black, green, mixed, 1 lb. .... 0 18 0 25  
 " " 1 lbs. .... 0 19 0 25  
 " " 1 lbs. & 1/2's. .... 0 20 0 30  
 " " 1 lbs. & 1/2's. .... 0 28 0 40  
 " " 1 lbs. & 1/2's. .... 0 35 0 50  
 " " 1 lbs. & 1/2's. .... 0 40 0 60  
 3 p.c. off 30 days or 3 months.



**KOLONA PURE CEYLON TEA.**  
 Black Label, 1-lb., retail at 25c. .... \$0 19  
 " " 1/2-lb. .... 0 20  
 Blue Label, retail at 30c. .... 0 23  
 Green Label, " 40c. .... 0 28  
 Red Label, " 50c. .... 0 35  
 Orange Label, " 60c. .... 0 42  
 Gold Label, " 80c. .... 0 55



**RED ROSE TEA.**  
 Wholesale. Retail.  
 Brown Label, 1's and 1/2's. .... 0 20 0 25  
 Crimson " 1's and 1/2's. .... 0 22 0 30  
 Green " 1's and 1/2's. .... 0 25 0 35  
 Blue " 1's, 1/2's, 1's and 1/2's. .... 0 30 0 40  
 Bronze " 1's, 1/2's, 1's and 1/2's. .... 0 36 0 50  
 Gold " 1's, 1/2's, 1's and 1/2's. .... 0 44 0 60  
 All grades, either black, green or mixed.



<b>BLUE RIBBON TEA CO., TORONTO.</b>	
Wholesale. Retail.	
Yellow Label, 1's and 1/2's	0 20 0 25
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's and 1/2's	0 25 0 35
Red Label, 1's, 1/2's, 1's and 1/2's	0 30 0 40
White Label, 1's, 1/2's and 1/2's	0 35 0 50
Gold Label, 1's and 1/2's	0 42 0 60
Purple Label, 1's and 1/2's	0 55 0 80
Embossed, 1's and 1/2's	0 70 1 00



<b>RAM LA'S PURE INDIAN TEA.</b>	
Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 30 1-lb.	0 35

<b>"CROWN" BRAND</b>	
Wholesale. Retail.	
Red Label, 1-lb. and 1/2's	\$0 25 \$0 50
Blue Label, 1-lb. and 1/2's	0 28 0 40
Green Label, 1-lb.	0 19 0 35
Green Label, 1/2's	0 20 0 35
Japan, 1's	0 19 0 35

**E. D. MARCEAU, Montreal.**

<b>Japan Teas—</b>	
"Ondor" I 40-lb. boxes	\$....
" " II 40-lb. boxes	....
" " III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
AA " " "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Ondor" IV 80-lb. "	....
" " V 80-lb. "	....
" " XXXX 80-lb. boxes	....
" " XXXX 30-lb. "	....
" " XXX 80-lb. "	....
" " XXX 30-lb. "	....
" " XX 80-lb. "	....
" " XX 30-lb. "	....
LX 60-lb. per case, lead	0 27 1/2
packets (25 1's and 70 1/2's)	

<b>"Ondor" Ceylon black tea in lead packets</b>	
Green Label, 1/2's and 1's	0 27 1/2 at 0
80-lb. cases	retail 0 27 1/2 at 0
Grey Label, 1/2's and 1's	0 30 at 0 28
80-lb. cases	retail 0 30 at 0 28
Yellow Label, 1/2's and 1's	0 35 at 0 36
80-lb. cases	retail 0 35 at 0 36
Blue Label, 1/2's and 1's	0 40 at 0 30
80-lb. cases	retail 0 40 at 0 30
Red Label, 1/2's and 1's	0 50 at 0 34
80-lb. cases	retail 0 50 at 0 34
White Label, 1/2's and 1's	at 0 40
80-lb. cases	retail at 0 40

<b>Black Teas—"Old Crow" blend—</b>	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 26
No. 2	" " 0 20 1/2
No. 3	" " 0 25
No. 4	" " 0 30
No. 5	" " 0 17

**Tobacco.**

<b>THE EMPIRE TOBACCO CO., LIMITED.</b>	
Smoking—Empire, 4s, 6s and 12s	\$0 45
" " Amber, 6s. and 12s.	0 60
" " Ivy, 7s.	0 50
" " Rosebud, 7s.	0 51
Cheering—Currency, 12s. and 6s.	0 45
" " Old Fox, 12s.	0 43
" " Snowhance, 6s.	0 51
" " Pay Roll, 7s.	0 56
" " Stag, 10 os.	0 45
" " Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" " Fair Play, 6s. and 12s.	0 53
" " Club, 6s. and 12s.	0 46
" " Universal, 12s.	0 47
" " Dixie, 7s.	0 56

**JOS. COLE, QUEBEC.**

<b>Cigars, per thousand.</b>	
Cote's Fine Cheroots, 1-10	\$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	35 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20-1-40	55 01
J. C. OI, Havana P. Finos, 1-20	75 00

**Vinegars.**

<b>E. D. MARCEAU, Montreal.</b>	
Per gal.	
EMD, pure distilled, highest quality	\$0 23 1/2
Ondor, pure distilled	0 27 1/2
Old Crow	0 27 1/2
Special prices to buyers of large quantities	
White Wine, proof	0 32
" " extra strength pickling	0 28
" " XXX	0 25
" " XX	0 20
" " X	0 18

<b>Yeast.</b>	
Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz in case	1 10

# Batger's

Purity in manufacture ; nothing but the finest **Kent County (England)** strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars,

It will be easy to sell the first package. After that your customers will ask for **Batger's**. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME  
MONTREAL

## Strawberry Jam

Your yearly Match bill is large, and you should make a good profit on all you sell. Possibly you do, but you will make more money by selling

## Our Matches

than any other kind. Besides you will get the best match that skill, science and experienced workmen can produce.

Try us for a lot. Write for particulars as to brands, prices, etc.

## The Improved Match Co.,

Limited

Head Office :  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.



$\frac{1}{2}$

## ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents,

Montreal

## THE WHOLE WINTER

is before you, so why not take advantage of the fact by ordering your . . .

## Cans for 1907

right away, thus ensuring delivery.

WE MAKE EVERYTHING IN

**Baking Powder, Syrup, Coffee, Spice, Fruit and Meat . . . CANS**

But we can explain better by writing to you personally.

LET US HEAR FROM YOU.

## Acme Can Works

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

**Baking Powder.**  
Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Gum, Etc.**  
Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
McLauchlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Webb, Harry, Co., Toronto.

**Brooms and Brushes.**  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Canadian Cannery, Hamilton.  
Turner, James & Co., Hamilton, Ont.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Clutch Nails.**  
Warminton, J. N., Montreal.

**Cocoa and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Benedict, F. L., & Co., Montreal.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.

**Computing Scales.**  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

**Counter Check Books, Etc.**  
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Carter-Crume Co., Toronto.  
Crain, Rolla L., Co., Ottawa.

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MacLaren Imperial Cheese Co., Toronto  
Montreal Packing Co., Montreal.  
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Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.  
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Millman, W. H. & Sons, Toronto.  
Smits, T. F. & Co., Halifax, N.S.  
Todd, J. H., & Son, Vancouver, B.C.  
Wee MacGregor & Co., Toronto.

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Foreign Importers.**  
Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Rapp, Herman, & Co., Liverpool, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Vincentelli, P. & F., Antwerp.

**Fruits—Dried, Green, and Nuts.**  
Belleville Fruit & Vinegar Co., Belleville.  
Brown Bros. & Sons, Montreal.  
Chouillou, C. A., & Co., Montreal  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
De Y Barrondo, J. V., & Co., Bordeaux, France.  
Finkle & Ackerman, Belleville, Ont.  
Fisher, Frederick, & Sons, London, Eng.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinneer, Thos., & Co., Toronto.  
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Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Ozo, The, Company, Montreal.  
Rattray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

**Grain, Flours and Cereals, Seeds**  
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Battle Creek Health Food Co., Battle Creek Mich.  
Canadian Shredded Wheat Co., Niagara Falls Centre, Ont.  
Greig, Robert, Co., Toronto.  
Krouac, Nap. G., & Co., Quebec.  
Leitch Bros. Oak Lake, Man.  
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McIntosh, P., & Son, Toronto.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Peterboro' Cereal Co., Peterboro', Ont.  
Stevens & Miller, Montreal.  
Tanquay, Alf. T., & Co., Quebec.  
Taylor, T. H., Co., Ltd., Chatham.  
Western Canada Flour Mills Co., Toronto  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**  
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Bourque, T. A., & Co., Sherbrooke, Que.  
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Codville-Georgeson Co., Winnipeg.  
Colson, C. E., & Son, Montreal.  
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Eckardt, H. P., & Co., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Sprague Canning Machinery Co., Chicago

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**Interior and Exterior Store Fixings.**  
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Walker Bin & Store Fixture Co., Berlin.

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Goodwillie—Rose & Lafamme, Montreal  
Smith, E. D., Winona, Ont.  
Southwell & Co.—Frank Magor & Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
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Adamson, J. T., Montreal.  
Ashley & Lightcap, Winnipeg.  
Carman, Joseph, Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Gorham, J. W., & Co., Halifax N.S.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G., & Co., Toronto.  
MacLaren Imperial Cheese Co., Toronto  
Millman, W. H., & Sons, Toronto.  
Moose Jaw Fruit & Produce Co., Moose Jaw.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Scott, Bathgate, & Co., Winnipeg.  
Stevens & Miller, Montreal.  
Taylor, W. A., Winnipeg.  
Thomas, J. P., Quebec.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P. & Co., Montreal.  
Watson, Stuart, Winnipeg, Man.

**Matches.**  
Improved Match Co., Montreal.

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Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe Limited, Hamilton.  
Wethey J. H., St. Catharines.

**Office Supplies.**  
Business Systems Ltd., Toronto.  
Copeland-Chatterson Co., Toronto.  
Crain, Rolla L., Co., Ottawa.  
Ontario Office Specialties Co., Toronto.  
Universal Systems, Toronto.

**Oils.**  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
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Capstan Mfg. Co., Toronto.  
Crown Mfg. Co., Toronto.  
Eckardt, H. P., & Co., Toronto.

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Hudon, Hebert & Cie, Montreal.  
Lytle, T. A., Co., Toronto.  
Paterson's—Rose & Lafamme, Montreal  
Sutton, G. F., Sons & Coondon, Eng

**Polishes—Metal.**  
Oakley, John, & Sons, London, Eng.

**Polishes—Stone.**  
Nickel Plate Polish Co., Chicago.  
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Morse Bros., Canton, Mass.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Hillock, John, & Co., Ltd., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Gray, Young & Sparling, Wingham, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Soap.**  
Guelph Soap Co., Guelph, Ont.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
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St. Lawrence Starch Co., Port Credit.

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International Stock Food Co., Toronto

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Canada Sugar Refining Co., Montreal.  
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"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.  
Wallaceburg Sugar Co., Wallaceburg.

**Teas, Coffees, and Spices.**  
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Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Codville-Georgeson Co., Winnipeg  
Crown Mfg. Co., Toronto  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
Belleville Fruit and Vinegar Co., Belleville  
Purcell, Webb & Co., Bristol, Eng.  
White, Cottell & Co., London, S.E.

**Washing Compounds.**  
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Gillett, E. W. Co., Toronto.

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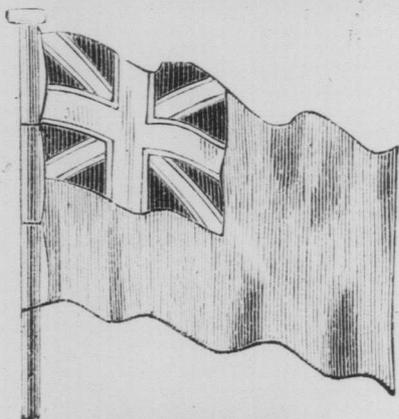
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